



Kotak Mahindra Bank

January 28, 2022

<b>BSE Limited</b> Corporate Relationship Department, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001  BSE Scrip Code: <b>500247</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</b>
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Dear Sir/Madam,

**Sub: Investor Presentation: Unaudited Consolidated and Standalone Financial Results of the Bank for the Quarter (Q3) and nine months ended December 31, 2021.**

Further to our intimation made today regarding the Unaudited Consolidated and Standalone Financial Results of Kotak Mahindra Bank Limited ("Bank") for the Quarter (Q3) and nine months ended December 31, 2021, we enclose herewith, a copy of the Investor Presentation in connection with the aforesaid Financial Results.

The same is also being hosted on the Bank's website [www.kotak.com](http://www.kotak.com) in terms of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We request you to kindly take the above information on record and disseminate the same to all concerned.

Thanking you,

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

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

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.

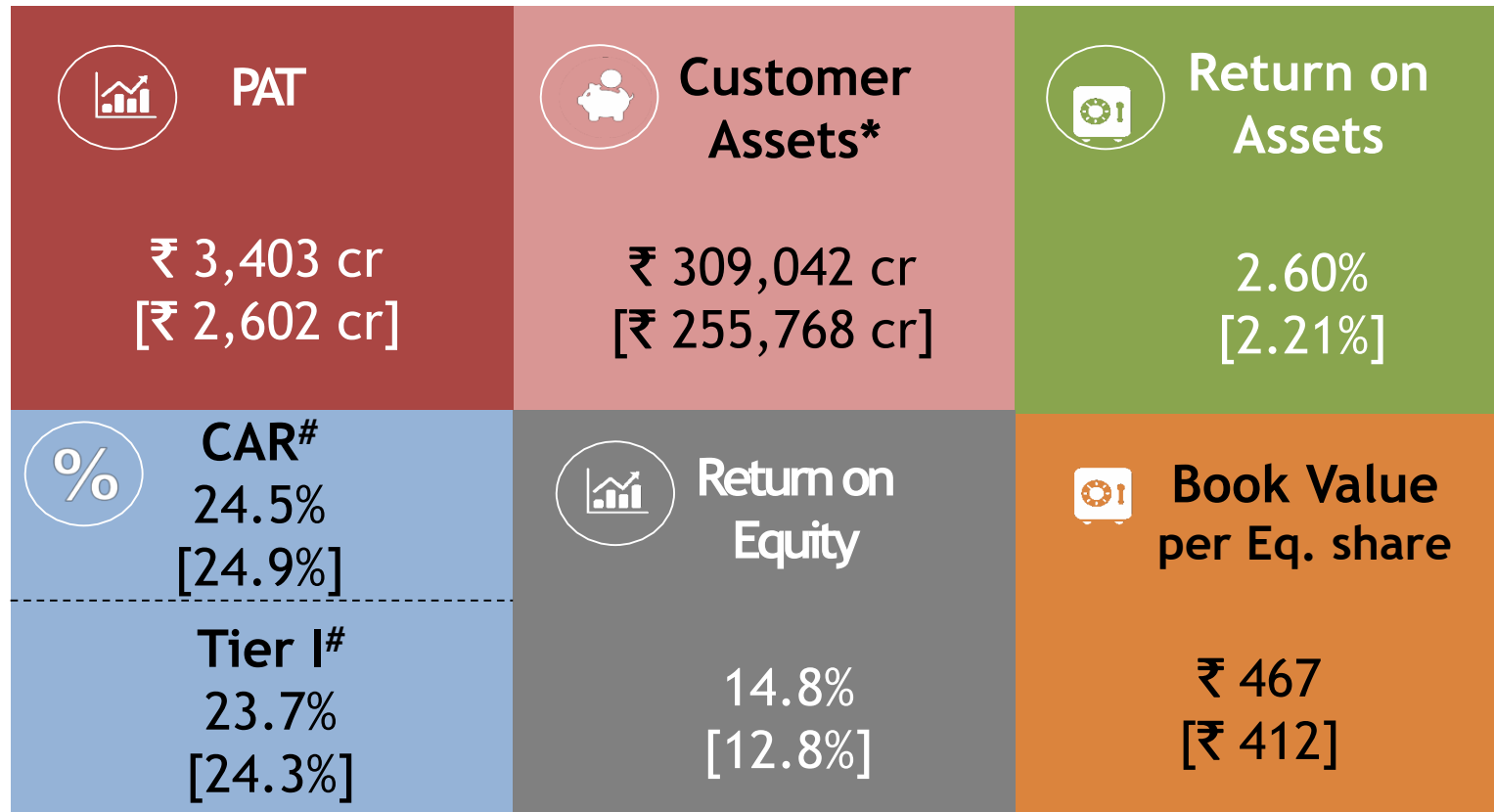
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[www.kotak.com](http://www.kotak.com)

# Investor Presentation Q3FY22

Presentation on financial results for the period ended 31<sup>st</sup> December, 2021

28<sup>th</sup> January, 2022

# Consolidated Highlights Q3FY22



Figures in [brackets] are Q3FY21 numbers

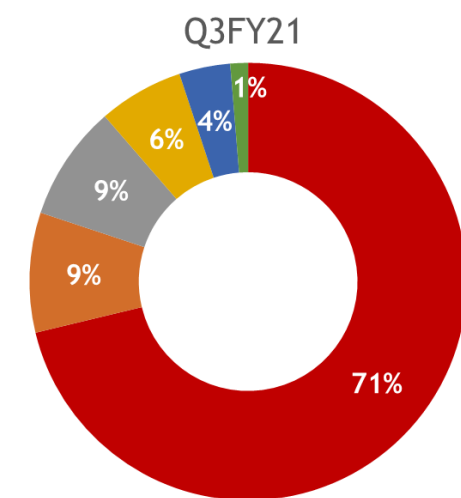
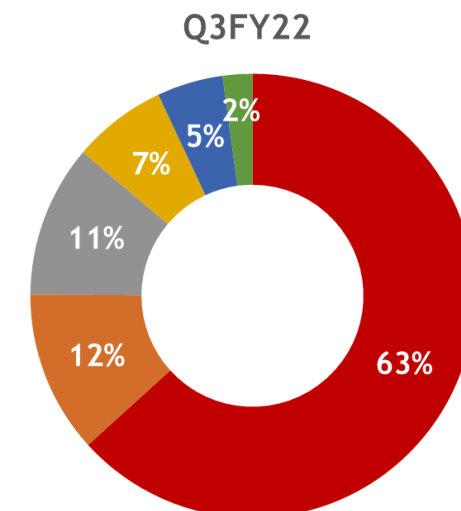
# As per Basel III, including unaudited profits. Excluding profits CAR: 22.2%, Tier I: 21.5% (31<sup>st</sup> Dec, 2020: CAR: 22.7%, Tier I: 22.1%)

\* Customer Assets include Advances and Credit Substitutes

# Consolidated PAT

₹ cr	Q3FY22	Q3FY21	Q2FY22	FY21
Kotak Mahindra Bank	2,131	1,854	2,032	6,965
Kotak Mahindra Prime	254	149	240	535
Kotak Mahindra Investments	111	68	89	258
Kotak Securities	270	184	243	793
Kotak Mahindra Capital	103	38	58	82
Kotak Mahindra Life Ins	247	167	155	692
Kotak Mahindra General Ins	(17)	(3)	(16)	2
Kotak AMC and TC	149	91	97	346
International Subsidiaries	41	5	27	154
Others	48	20	29	98
<b>Total</b>	<b>3,337</b>	<b>2,573</b>	<b>2,954</b>	<b>9,925</b>
Affiliates and Others	66	29	35	65
<b>Consolidated PAT</b>	<b>3,403</b>	<b>2,602</b>	<b>2,989</b>	<b>9,990</b>
<b>ROA (annualised)</b>	<b>2.60%</b>	<b>2.21%</b>	<b>2.36%</b>	<b>2.16%</b>

## PAT Contribution











■ Bank  
■ Capital Market  
■ Asset Management  
■ Other Lending Related Entities  
■ Insurance  
■ Others

# Entity-wise Capital & Reserves and Surplus



₹ cr	31-Dec-21	31-Dec-20	30-Sep-21
Kotak Mahindra Bank	69,617	61,914	67,376
Kotak Mahindra Prime	7,182	6,439	6,928
Kotak Mahindra Investments	2,388	2,044	2,277
Kotak Securities	6,039	5,081	5,769
Kotak Mahindra Capital	873	680	769
Kotak Mahindra Life Insurance	4,122	3,853	3,875
Kotak Mahindra General Insurance	279	206	296
Kotak AMC and TC	1,525	1,133	1,377
Kotak Infrastructure Debt Fund	441	408	432
International Subsidiaries	1,490	1,289	1,448
Kotak Investment Advisors	744	385	731
Other Entities	375	293	349
<b>Total</b>	<b>95,075</b>	<b>83,725</b>	<b>91,627</b>
Affiliates	1,153	993	1,088
Inter-company and Others	(3,087)	(2,602)	(3,088)
<b>Consolidated Capital &amp; Reserves and Surplus</b>	<b>93,141</b>	<b>82,116</b>	<b>89,627</b>

# Standalone Highlights Q3FY22

 <b>PAT</b>  ₹ 2,131 cr [₹ 1,854 cr]	 <b>NII</b> ₹ 4,334 cr [₹ 3,876 cr] <hr/> <b>NIM</b> 4.62% [4.36%]	 <b>No. of Customers</b>  30.7 mn [25.0 mn]	 <b>CASA Ratio</b>  59.9% [58.9%]
 <b>Customer Assets*</b>  ₹ 274,569 cr [₹ 228,791 cr]	 <b>Net NPA</b>  0.79% [1.24%^]	 <b>ROA</b> 2.0% [1.9%] <hr/> <b>ROE</b> 12.4% [12.1%]	 <b>CAR<sup>#</sup></b> 23.3% [23.6%] <hr/> <b>Tier I<sup>#</sup></b> 22.4% [23.0%]

Figures in [brackets] are Q3FY21 numbers

<sup>#</sup> As per Basel III, including unaudited profits. Excluding profits CAR: 21.3%, Tier I: 20.4% (31<sup>st</sup> Dec, 2020: CAR: 21.5%, Tier I: 20.9%)

<sup>^</sup> Proforma numbers

\* Customer Assets include Advances and Credit Substitutes

# Profit and Loss Account



₹ cr	Q3FY22	Q3FY21	Q2FY22	FY21
Net Interest Income	4,334	3,876	4,021	15,340
Other Income	1,364	1,291	1,812	5,006
<i>Fee and Services</i>	1,496	1,121	1,419	4,331
<i>Others</i>	(132)	170	393	675
<b>Net Total Income</b>	<b>5,698</b>	<b>5,166</b>	<b>5,833</b>	<b>20,346</b>
<i>Employee Cost</i>	1,200	959	1,177	3,729
<i>Other Operating Expenses</i>	1,797	1,299	1,536	4,855
<b>Operating Expenditure</b>	<b>2,997</b>	<b>2,258</b>	<b>2,713</b>	<b>8,584</b>
<b>Operating Profit</b>	<b>2,701</b>	<b>2,908</b>	<b>3,120</b>	<b>11,762</b>
<i>Provision On Adv/Receivables (net)</i>	216	460	385	1,874
<i>General provision - COVID related</i>	(279)	-	-	629
<i>Provision On Investments</i>	(68)	(36)	39	(44)
<b>Provision &amp; Contingencies</b>	<b>(131)</b>	<b>424</b>	<b>424</b>	<b>2,459</b>
<b>PBT</b>	<b>2,832</b>	<b>2,484</b>	<b>2,696</b>	<b>9,303</b>
Provision For Tax	701	630	664	2,338
<b>PAT</b>	<b>2,131</b>	<b>1,854</b>	<b>2,032</b>	<b>6,965</b>

## Notes

- COVID-19 provision reversed in Q3: ₹ 279 cr, continue to carry: ₹ 1,000 cr
- Family pension consequent to 11th Bi-Partite settlement fully recognised - 9MFY22: ₹ 115 cr; Q3FY22: ₹ 100 cr
- Other Income incl MTM gain/(loss) - ₹ (484) cr [Q3FY21- ₹ 5 cr; Q2FY22- ₹ (8) cr]
- Modified Duration of Bond book: 1.58 years; HTM: 38%
- Push for growth resulting in higher opex

Customers (In mn)	31-Dec-21	31-Dec-20	Growth
As on	30.7	25.0	23%
Net Additions in Q3	2.1	0.8	180%

# Fees & Services



₹ cr	Q3FY22	Q3FY21	Q2FY22	FY21
Distribution & Syndication Income	230	178	312	785
General Banking Fees	1,221	913	1,064	3,396
Others	45	30	43	150
<b>Fees and Services</b>	<b>1,496</b>	<b>1,121</b>	<b>1,419</b>	<b>4,331</b>



# Asset Quality



₹ cr	31-Dec-21	31-Dec-20 Proforma	30-Sep-21
GNPA	6,983	7,126	7,658
NNPA	2,004	2,646	2,491
GNPA (%)	2.71%	3.27%	3.19%
NNPA (%)	0.79%	1.24%	1.06%
PCR (excl standard and COVID prov)	71%	63%	67%

## Slippage for the quarter

₹ 750 cr (0.3% of Advances);  
Recoveries and upgrades - ₹ 1,086 cr

Credit cost on advances for Q3FY22: 35 bps annualised (excl COVID reversal)  
[Q2FY22: 63 bps]

- SMA2<sup>^</sup> O/s - ₹ 298 cr [30th Sep, 2021: ₹ 388 cr]
- Continue to carry COVID-19 prov: ₹ 1,000 cr
- Standard Restructured FB o/s under COVID and MSME resolution frameworks - ₹ 1,364 cr as at 31st Dec, 2021 [0.54% of Advances]
- No sale of any loans
- Total provisions (incl specific, standard, COVID-19 related etc.) held as on 31<sup>st</sup> Dec, 2021 at ₹ 7,269 cr

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

# Balance Sheet

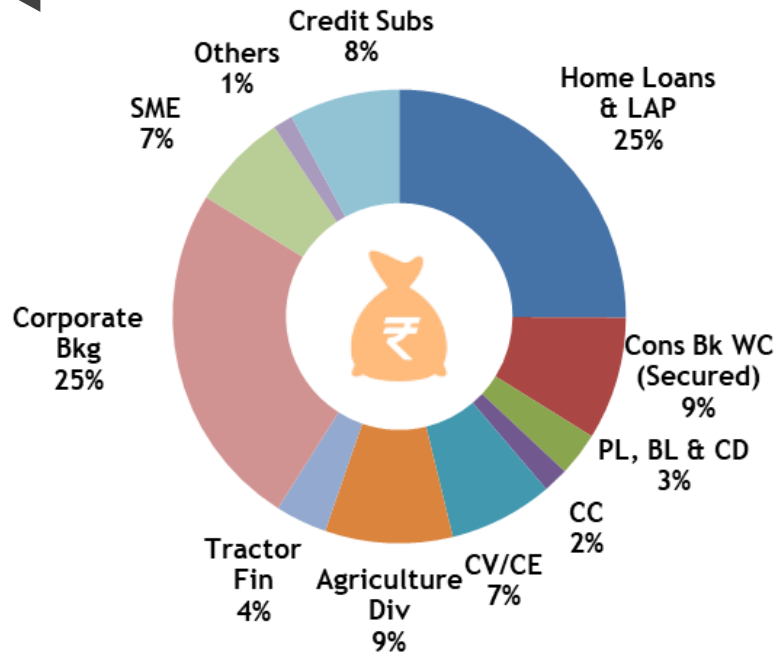


₹ cr	31-Dec-21	31-Dec-20	30-Sep-21
Capital & Reserves and Surplus	69,617	61,914	67,376
Deposits	305,286	265,304	291,711
CA	57,097	43,975	53,280
SA	125,822	112,199	123,479
<i>Term Deposits</i>	122,367	109,130	114,952
<i>Of which: TD Sweep</i>	23,111	21,601	24,151
Borrowings	27,560	48,223	32,838
Other Liabilities and Provisions	15,684	13,567	16,489
<b>Total Liabilities</b>	<b>418,147</b>	<b>389,008</b>	<b>408,414</b>

₹ cr	31-Dec-21	31-Dec-20	30-Sep-21
Cash, Bank and Call	46,152	52,751	47,697
Investments	105,844	109,037	110,898
<i>Government Securities</i>	79,776	88,941	85,325
<i>Credit Substitutes</i>	21,634	14,706	21,388
<i>Others</i>	4,434	5,390	4,185
Advances	252,935	214,085	234,947
Fixed Assets and Other Assets	13,216	13,135	14,872
<b>Total Assets</b>	<b>418,147</b>	<b>389,008</b>	<b>408,414</b>

# Customer Assets

31-Dec-21 (₹ 274,569 cr)

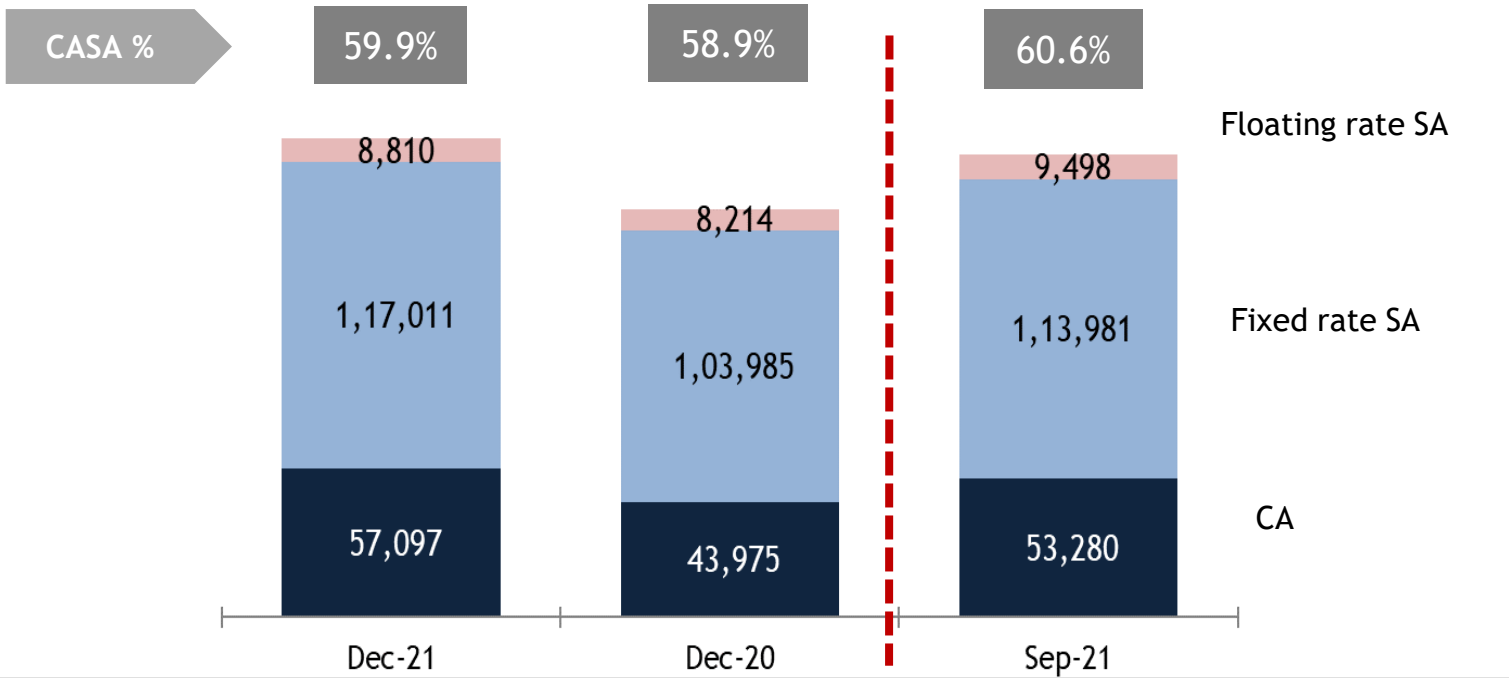


## Customer Assets

₹ cr	31-Dec-21	31-Dec-20	30-Sep-21	YoY	QoQ
Home Loans & LAP	68,871	49,977	61,479	38%	12%
Consumer Bank WC (Secured)	24,080	20,548	23,079	17%	4%
PL, BL and Consumer Durables	8,554	7,525	7,260	14%	18%
Credit Cards	4,948	4,557	4,363	9%	13%
CV/CE	20,388	18,677	19,481	9%	5%
Agriculture Division	25,000	21,858	23,075	14%	8%
Tractor Finance	10,128	8,936	9,620	13%	5%
Corporate Bkg	68,095	62,875	64,931	8%	5%
SME	18,994	15,702	18,205	21%	4%
Others	3,877	3,430	3,454	13%	12%
<b>Total Advances</b>	<b>252,935</b>	<b>214,085</b>	<b>234,947</b>	<b>18%</b>	<b>8%</b>
Credit Substitutes	21,634	14,706	21,388	47%	1%
<b>Total Customer Assets</b>	<b>274,569</b>	<b>228,791</b>	<b>256,335</b>	<b>20%</b>	<b>7%</b>

# Deposit

CASA (₹ cr)



Cost of SA	3.51% [3.81%]
CASA & TDs below ₹ 5 cr, as % of total deposits	88% [92%]
TD Sweep as % of total deposits	7.6% [8.1%]
Branch Count (excl GIFT & DIFC)	1,647 [1,603]

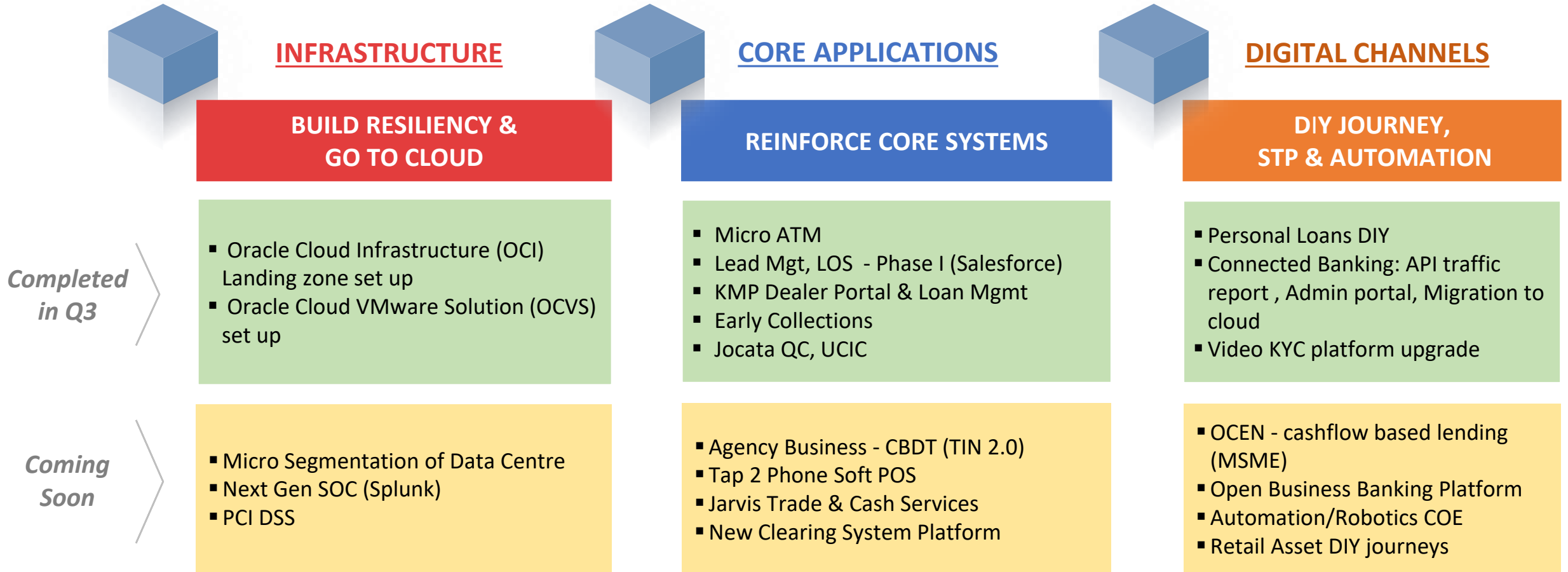
YoY %

Avg CA (YTD)	49,417	32%	37,533
Avg SA (YTD)	119,645	11%	107,363
Avg TD Sweep (YTD)	23,429	20%	19,568

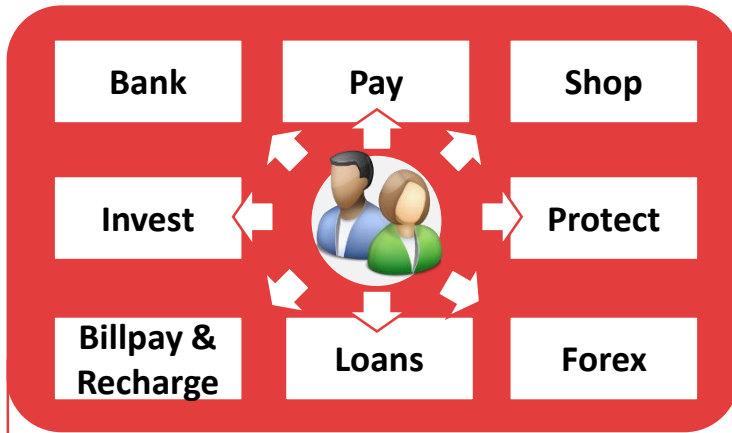
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# Investing in Technology Backbone

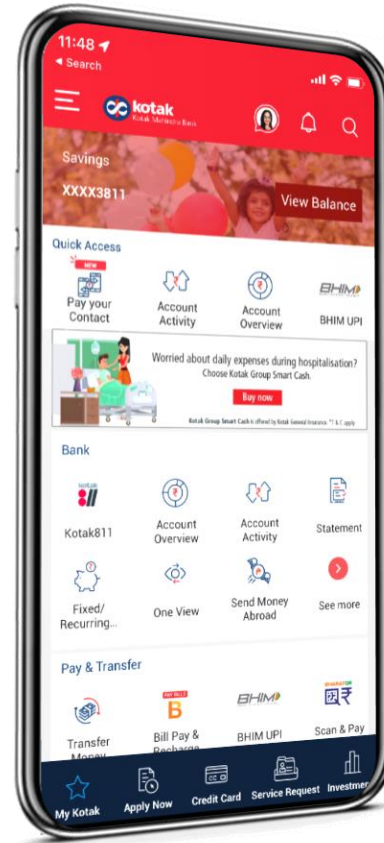
## For Acquisition, Engagement, Experience



# Kotak MB: SuperApp for all financial needs



- 50+ Products
- Wide range of payment options - Pay your contact, Scan & Pay, Send money abroad, BillPay & Recharge etc.
- KayMall - shopping, travel, hotel, food, health, medicine
- 24-hr support via Keya Chatbot & Help Centre
- Secure Device Management



### Key Launches in Q3

<b>All New Loans section</b>	<b>Smart EMI card</b>	<b>Kotak UPI Payment Convenience via Other Apps</b>	<b>APY on Mobile</b>
<b>Kaymall iOS: Myntra (shopping)</b>	<b>Insurance: Health shield, Assured savings</b>	<b>Fraud and Dispute reporting</b>	<b>DIY IPO Funding</b>

4.8

Among the top rated banking apps on iOS

4.4

Among the top rated banking Apps on Android

37%

Monthly Active Users growth YoY

126%

Transaction Volume growth YoY

54%

Transaction Value growth YoY



# Key Launches in Q3

# Retail Assets

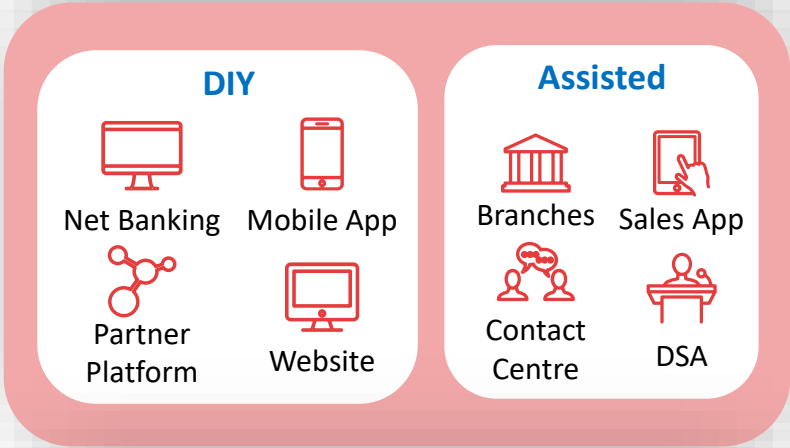
## Building digital engagement journeys



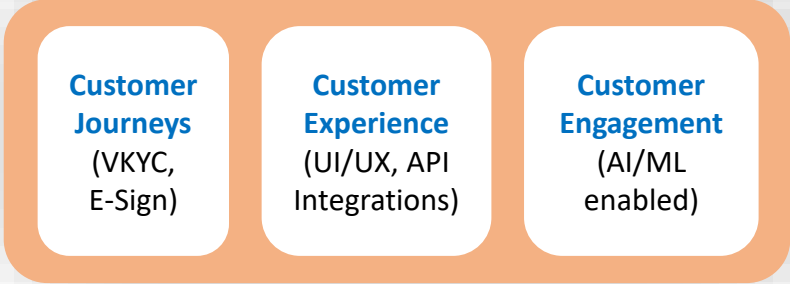
**Customer Categories**



**Channels**



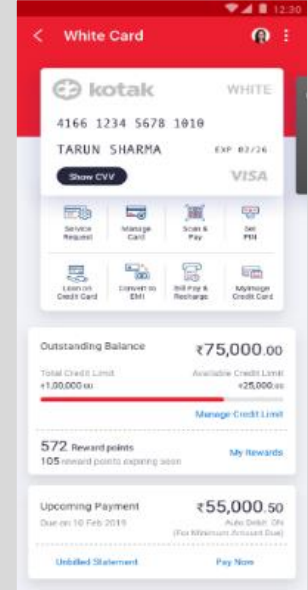
**Technology at the Core**



**Dedicated Loans Section on MB App**



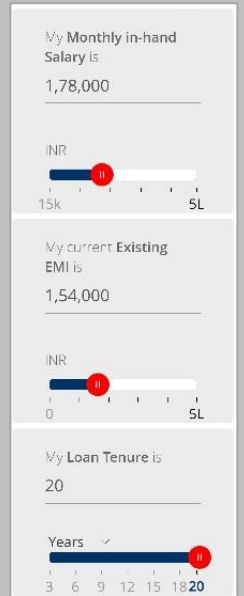
**Revamped Credit Card Overview on MB App**



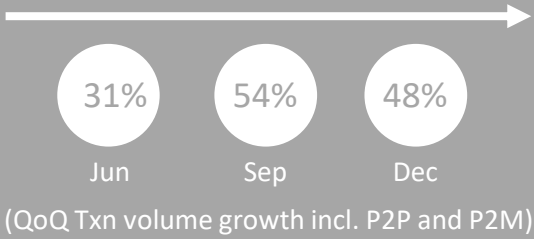
**Home Buying Property Due-Diligence**



**Home Buying Calculators**



# 3X UPI Transactions via Kotak Mobile App (Dec vs Apr'21)



## Pay Your Contact

6.6X Transactions

Dec21 vs Jun '21 (launched in Q1)

# Digitizing Merchant Offerings

## Augment Core Payment Stack and Enrich with VAS through partnerships

Live



Empower merchant to offer credit on purchase at point of sale



Digital Onboarding & Servicing

Planned over the next 2 qtrs.



Omni-channel interface



Pre-approved credit to power micro loans



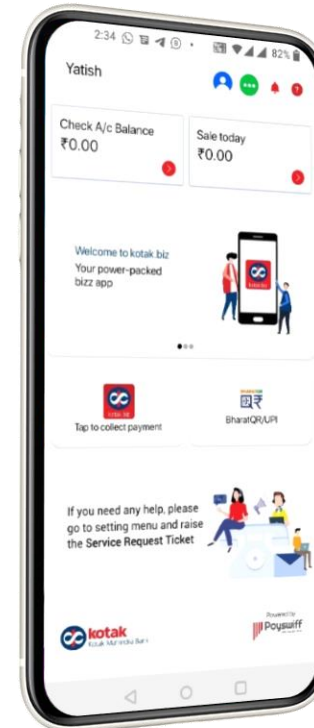
Integrated Payment Solution



Ease of business via VAS

## kotak.biz

Enriched Version Launched in Q3



## Key launches

100% Digital On-boarding and Instant activation for CA customers

Card Payment Acceptance through Tap-on-Phone

Same day settlement for POS Merchants



## Partnerships and Fintechs

**Kotak-orchestrated Ecosystem: Kaymall in-app shopping**  
12 partners LIVE (4 new in Q3)



**API Banking**  
298 partners registered  
(incl. 70 WIP)  
390+ APIs live



**Connected Banking**  
2 partners LIVE



**Leveraging Regulatory Enablers**

**Account Aggregator**

Assisted and DIY journeys for lending products planned over upcoming quarters

**OCEN**

GeM Sahay for flow based lending to go live soon

# Transaction Banking

Creating the Best Experience for our Customers



Paperless, Seamless, End to End, Digital

## Kotak Portal

Making business simple



24  
x7



AI  
driven



30+  
Reports



On click  
Advices



Omni  
channel



Exponential  
TPS growth



Multiple  
Workflows



N Level  
Authorizations

## Voice of the Customer

Trade Portal

*“One of the best Portals for current features compared to others”*

*“Good Features - Simple and Convenient – End to End - Flows very well”*

*“Very smooth and would like to use it continuously”*

*“Transactions seem pretty easy and user-friendly”*

CMS Platform

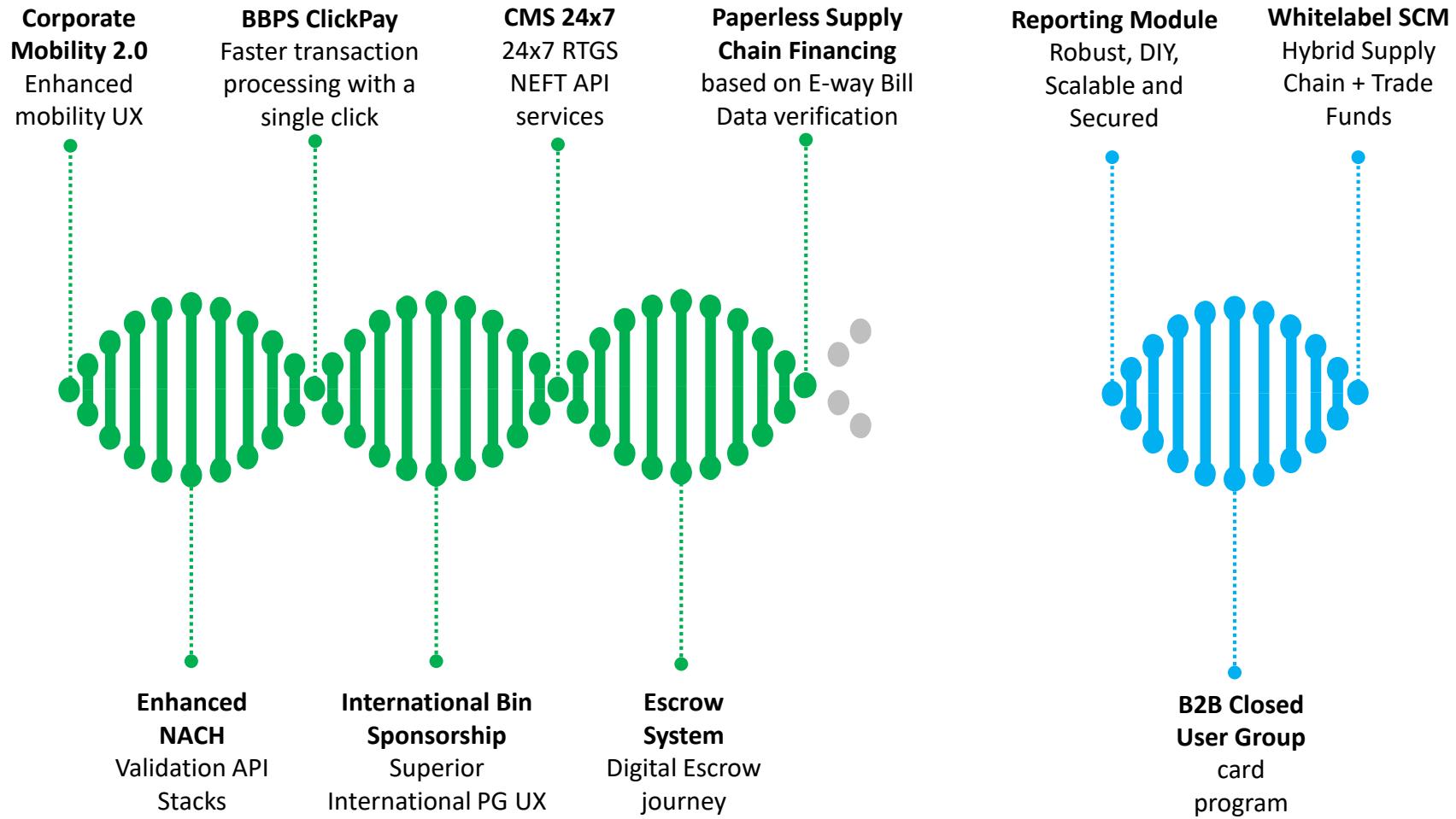
*“Technically easy, don’t require training. Specifically liked single payment mode”*

*“Very user friendly with reduced number of steps & latest UI/UX”*

*“User-friendly interface. Detailed reports.”*

# Business Banking

## Transforming Transaction Banking



*Launched in Q3*  
*In Progress*

# Digital Highlights

## Traditional Digital Channels

### Netbanking

- ❑ **58%** YoY growth in Logins, Q3FY22 vs Q3FY21
- ❑ **33%** YoY growth in 90-day active user base, Q3FY22 vs Q3FY21
- ❑ **26%** YoY growth in Financial transaction value, Q3FY22 vs Q3FY21

### Website

- ❑ **49%** YoY growth in Visits, Q3FY22 vs Q3FY21
- ❑ **37%** YoY growth in Page views, Q3FY22 vs Q3FY21

### WhatsApp Banking

- ❑ **62%** YoY growth Monthly Active Users, Dec '21 vs Dec '20
- ❑ **40+** Services live, **2** new added in Q3

### Keya Chatbot

- ❑ **54%** YoY growth Monthly Active Users, Dec '21 vs Dec '20
- ❑ **33** SRs / Enquiries live, **2** new added in Q3

## Emerging Digital Channels

## Digital Lending

- ❑ **14.6X** volume & **6.2X** value in Personal loans sourced Q4 vs Q3 FY22
- ❑ **80%** of Credit Cards sourced through digital platforms

- ❑ **81%** RDs and **81%** FDs booked digitally
- ❑ **92%** investment a/cs sourced via App & Netbanking
- ❑ **56%** of MF/SIPs booked through digital channels
- ❑ **77%** of individual NPS opened via MB

## Adoption and Cross-sell

## Digital Payments

- ❑ **2.3X** UPI transaction volume, Q3FY22 vs Q3FY21
- ❑ **1.3X** QoQ Value in Kaymall in-app
- ❑ **1.4X** QoQ Value in shopping + grocery categories
- ❑ **3.8X** UPI acquiring transaction volume, Q3FY22 vs Q3FY21

- ❑ **Net Promoter Score of 73+** for Services @ Branch Banking
- ❑ **60%** of total bank customer requests processed real-time
- ❑ **84%** of DIY requests coming online
- ❑ **85%+** Accuracy on Cognitive OCR Solutions for Trade

## Digital Transformation

**Over 97% of SA transaction volumes were in digital or non-branch modes in Q3**

# Kotak Mahindra Life Insurance

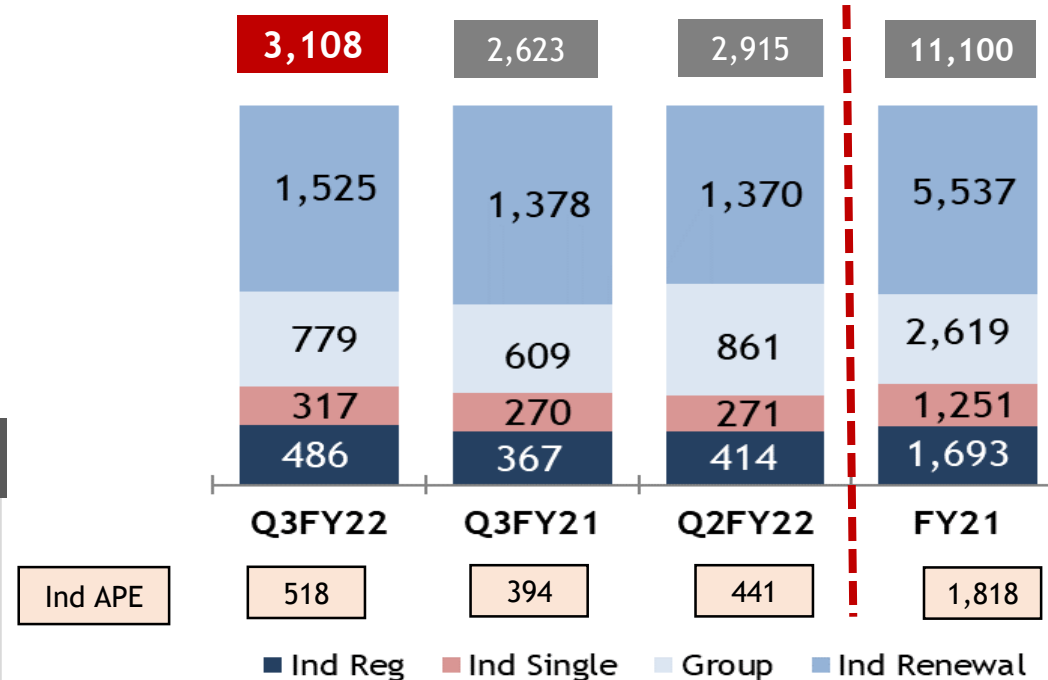


₹ cr	Q3FY22	Q3FY21	Q2FY22	FY21
Capital	562	562	562	562
Other Reserves and Surplus	3,560	3,291	3,313	3,483
Total Premium	3,108	2,623	2,915	11,100
Profit After Tax (Shareholders')	247	167	155	692
Solvency Ratio (x)	2.66	3.01	2.61	2.90

## Notes

- Gross written premium Q3FY22 has grown by 18.5% YoY
- Individual APE NB premium for Q3FY22 has a growth of 31.6% YoY against private industry growth of 27.5%
- Group Premium Q3Y22 has grown 28.0% YoY
- AUM (Policyholders') as on 31<sup>st</sup> Dec, ₹ 49,221 cr, growth 23.8% YoY
- Overall Protection premium for 9M grew 60.7% YoY
- Overall Claims experience in line with claims estimated in Q1 & provisions held to cover future expected claims

## Gross Written Premium (₹ cr)

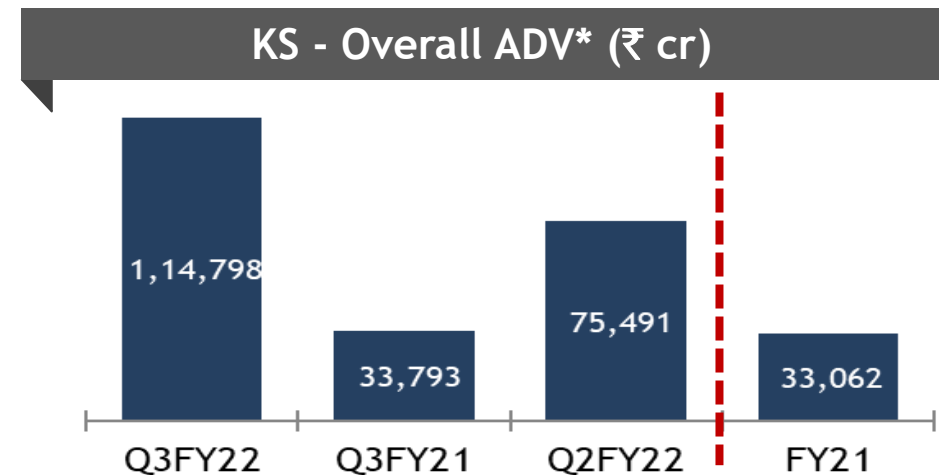
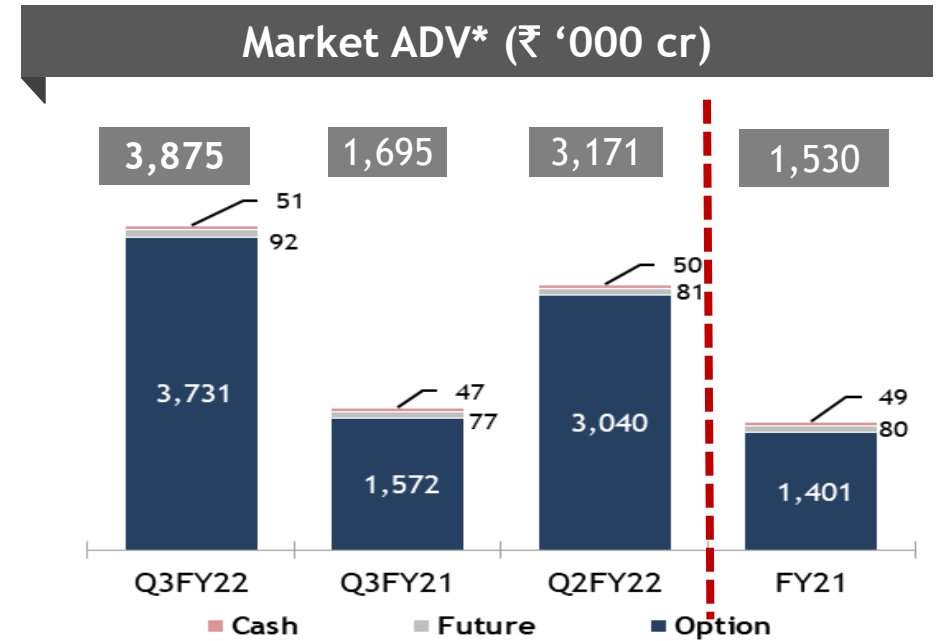


₹ cr	Q3FY22	Q3FY21	Q2FY22	FY21
Total Income	656	474	613	2,020
Profit Before Tax	359	245	325	1,057
<b>Profit After Tax</b>	<b>270</b>	<b>184</b>	<b>243</b>	<b>793</b>
Market Share Cash* - (%)	10.4	9.4	11.0	9.3

Overall Market Share\* Q3FY22: 3.0% (Q3FY21: 2.0%)

1,596 branches, franchises and referral co-ordinators

*\*excluding BSE Derivative & Proprietary Segments*



# Kotak Securities - Digital Update



**Enhanced  
DIY Account  
Opening  
Journey**

- Seamless account opening under 6 minutes
- Capability to offer multiple products within the journey

**New  
trading  
website**

Launched new trading website - latest technology stack with cutting edge UI/UX

**IPO  
application**

Guest IPO application enabled on kotaksecurities.com

**Multilingual  
chat bot**

Launched multi-lingual chat-bot in 9 languages for 15 self service options

**NEST  
platform  
launch**

Launched advanced trading platform 'NEST' for Derivative trading











**Cloud  
based  
Telephony**

Migrated telephony to cloud with multilingual IVR capability - enhanced customer inbound call experience




# Kotak Mahindra Capital Company



## Equity

 <b>airtel</b> ₹ 20,987 cr	Bharti Airtel Ltd. # Rights Issue	 <b>LODHA</b> ₹ 4,000 cr	Macrotech Developers Ltd. # QIP
 <b>STAR</b> ₹ 6,019 cr	Star Health & Allied Insurance Ltd. # Initial Public Offer	 <b>IHCL</b> ₹ 1,982 cr	Indian Hotels Co. Ltd. # Rights Issue
 <b>policybazaar</b> ₹ 5,710 cr	PB Fintech Ltd. # Initial Public Offer	 <b>RateGain</b> ₹ 1,336 cr	Rategain Travel Technologies Tech Ltd. # Initial Public Offer
 <b>NYKAA</b> ₹ 5,350 cr	FSN E-Commerce Ventures Ltd. # Initial Public Offer	 <b>MapmyIndia</b> ₹ 1,040 cr	C.E. Info System Ltd. # Initial Public Offer
 <b>NHIT</b> ₹ 5,046 cr	National Highway Infra Trust Ltd. # Initial Public Offer (InvIT)	 <b>routemobile</b> ₹ 868 cr	Route Mobile Ltd. # QIP

## Advisory

 <b>IRB</b> ₹ 5,437 cr	Financial Advisor for preferential allotment in IRB Infrastructure Developers Limited
 <b>Brookfield</b> ₹ 3,966 cr	Fairness opinion to Brookfield India REIT for acquisition of grade A office asset in Noida
 ₹ 225 cr	Manager to the Buyback Offer to the shareholders of The Great Eastern Shipping Company Limited through open market route

₹ cr	Q3FY22	Q3FY21	Q2FY22	FY21
Total Income	165	77	109	202
Profit Before Tax	135	51	75	111
Profit After Tax	103	38	58	82

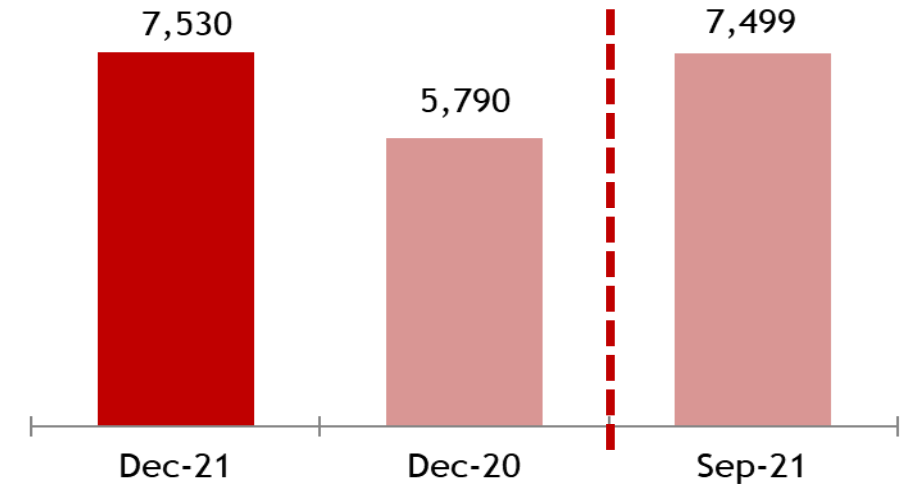


# Kotak Mahindra Investments



₹ cr	Q3FY22	Q3FY21	Q2FY22	FY21
NII	109	86	100	354
Other Income	59	23	42	74
<b>NII and Other Income</b>	<b>168</b>	<b>109</b>	<b>142</b>	<b>428</b>
Profit Before Tax	148	91	119	346
<b>Profit After Tax</b>	<b>111</b>	<b>68</b>	<b>89</b>	<b>258</b>
NNPA (%)	0.4%	0.8%	0.6%	0.6%
CAR (%) (incl unaudited profits)	32.7%			
ROA (%) - annualised	4.5%			

## Customer Assets\* (₹ cr)



\* Includes loans and credit substitutes

## Notes

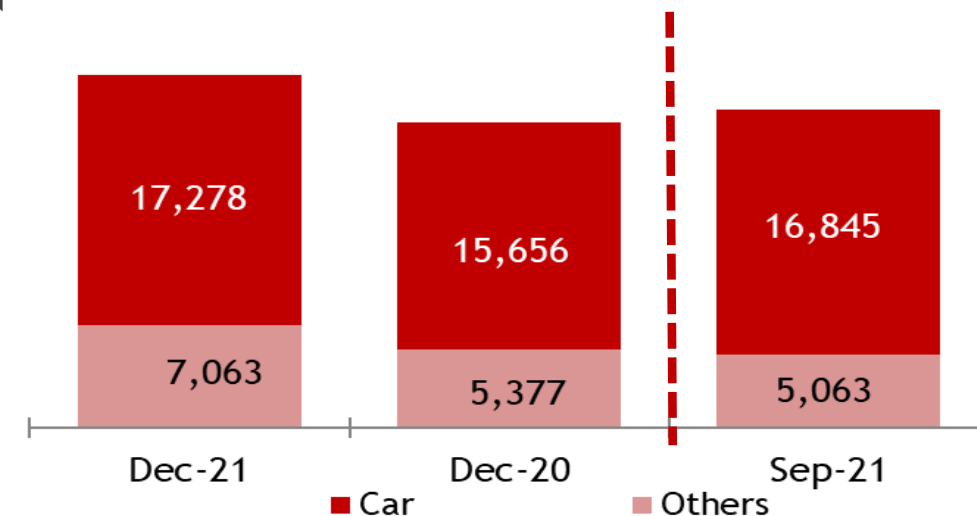
- Focus on Balance Sheet quality
- Improved margins
- COVID-19 provision reversed during Q3: ₹ 7 cr, continue to carry: ₹ 20 cr

# Kotak Mahindra Prime



₹ cr	Q3FY22	Q3FY21	Q2FY22	FY21
NII	378	306	345	1,212
Other Income	118	72	90	220
<b>NII and Other Income</b>	<b>496</b>	<b>378</b>	<b>435</b>	<b>1,432</b>
Profit Before Tax	337	201	320	720
<b>Profit After Tax</b>	<b>254</b>	<b>149</b>	<b>240</b>	<b>535</b>
NNPA (%)	2.1%	0.9%	1.8%	1.8%
CAR (%) (incl unaudited profits)	28.8%			
ROA (%) - annualised	3.9%			

## Customer Assets\* (₹ cr)

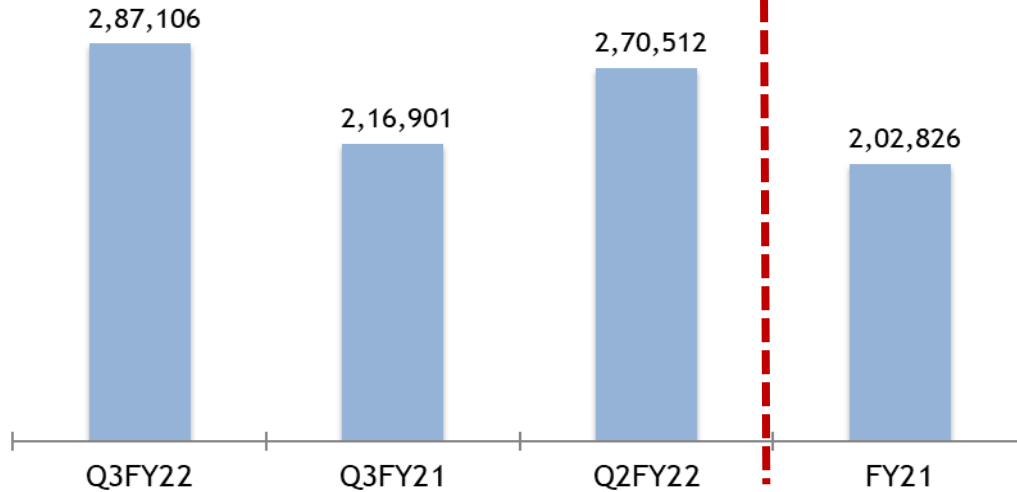


\* Includes loans and credit substitutes

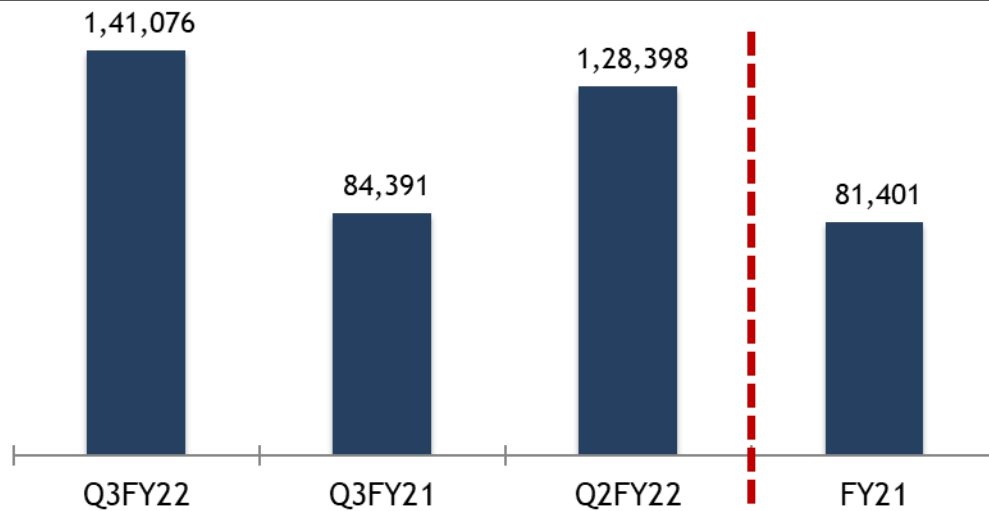
## Notes

- Acquired car finance portfolio of Ford
- Recoveries further improved in Q3FY22
- Impact of RBI circular dated 12<sup>th</sup> November, 2021 on GNPA & Provisioning in Q3
- COVID-19 provision reversed during the quarter: ₹ 30 cr, continue to carry: ₹ 60 cr

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



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



₹ cr	Q3FY22	Q3FY21	Q2FY22	FY21
Profit Before Tax	192	122	130	465
Profit After Tax	149	91	97	346

## Notes

- Overall Market share on AAUM increased to 7.4% in Q3FY22 (Q3FY21: 7.3%)
- Equity AAUM market share increased to 5.4% in Q3FY22 (Q3FY21: 5.0%)
- AAUM grew 32% YoY compared to industry growth of 29%
- Live SIP registrations ₹ 9.1 bn as on 31<sup>st</sup> Dec, 2021
- Dec 21 month SIP Inflows: ₹ 6.7 bn
- Higher PBT of ₹ 46 cr in KMTCL in Q3FY22 on account of realignment of the investments

# Assets Under Management and Relationship Value

31<sup>st</sup> December, 2021

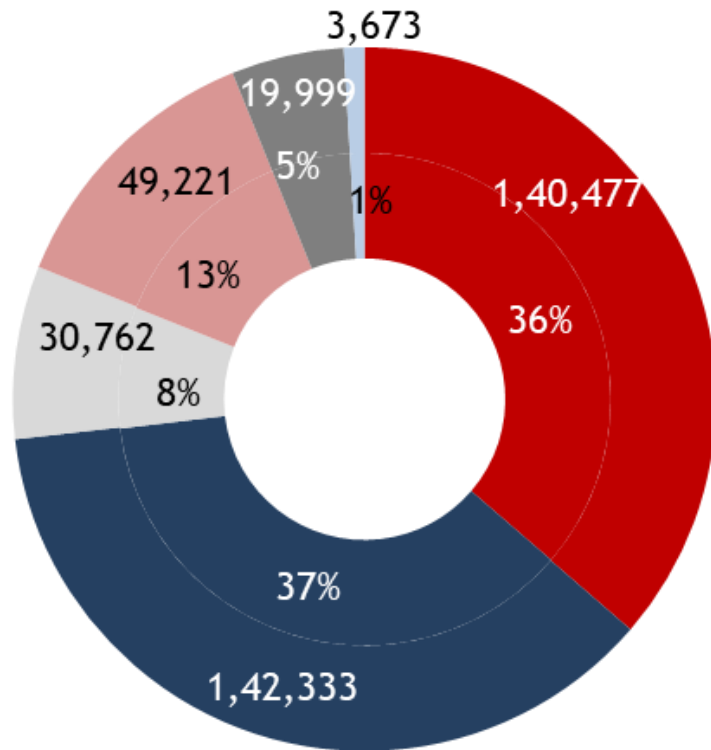
(Total: ₹ 386,465 cr)

23%

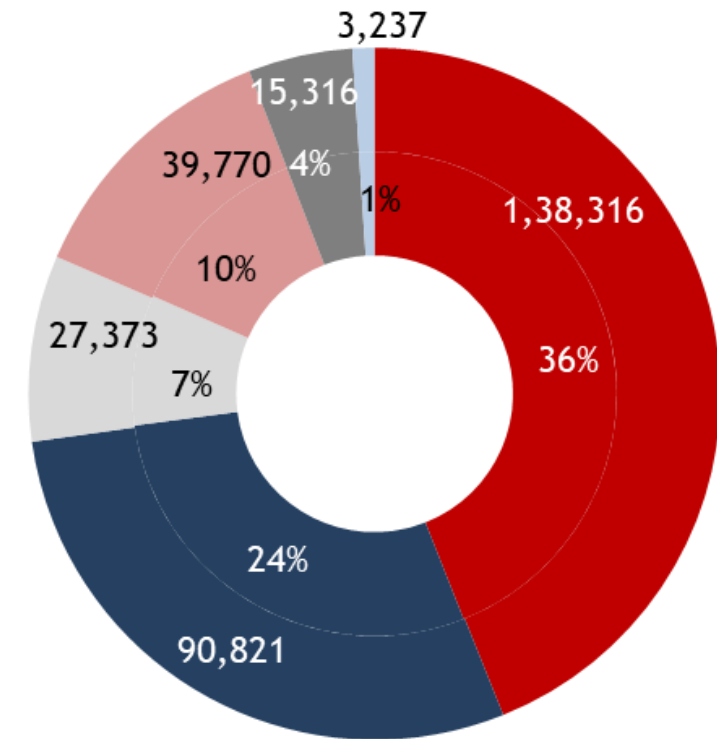


31<sup>st</sup> December, 2020

(Total: ₹ 314,833 cr)



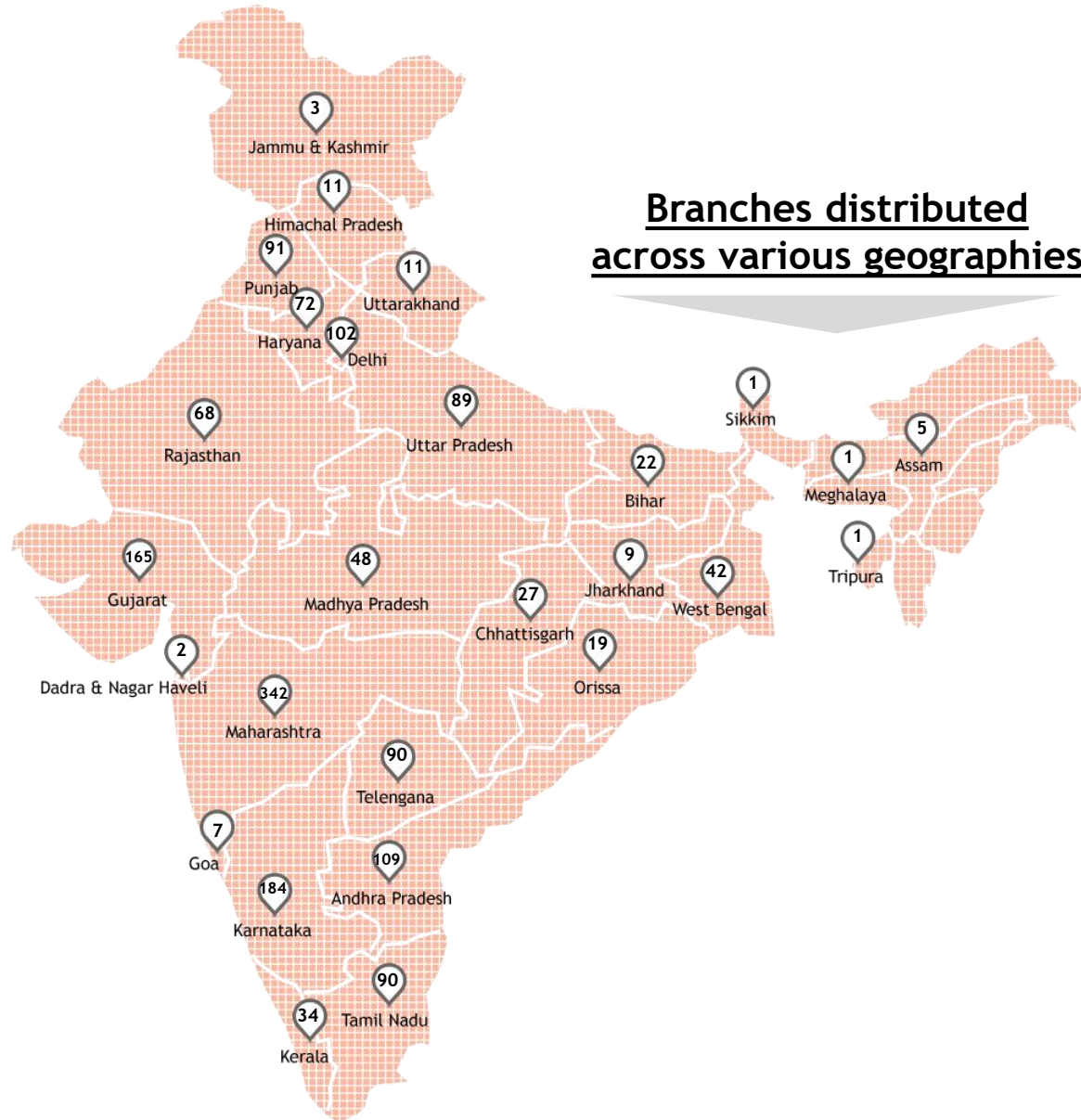
- Domestic MF Debt
- Domestic MF Equity
- Offshore Funds
- Insurance
- Alternate Asset\*
- PMS & Others



\* Includes undrawn commitments, wherever applicable

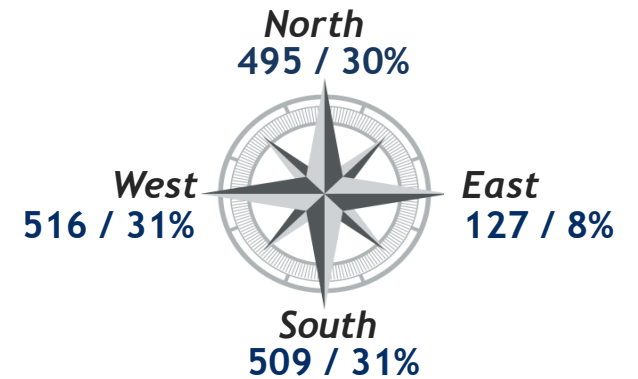
**Relationship Value of Wealth + Priority + Investment Advisory as on 31<sup>st</sup> Dec, 2021 ~ ₹ 649,000 cr (PY: ~ ₹ 375,000 cr) - up 73%**

# Geographical presence

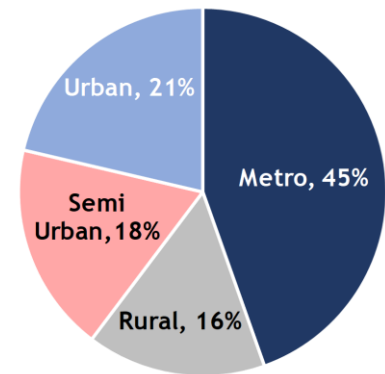


\* Does not include branches in DIFC, Dubai & GIFT city, Gujarat

Branches 1,647\* [No./%]



Branch Classification



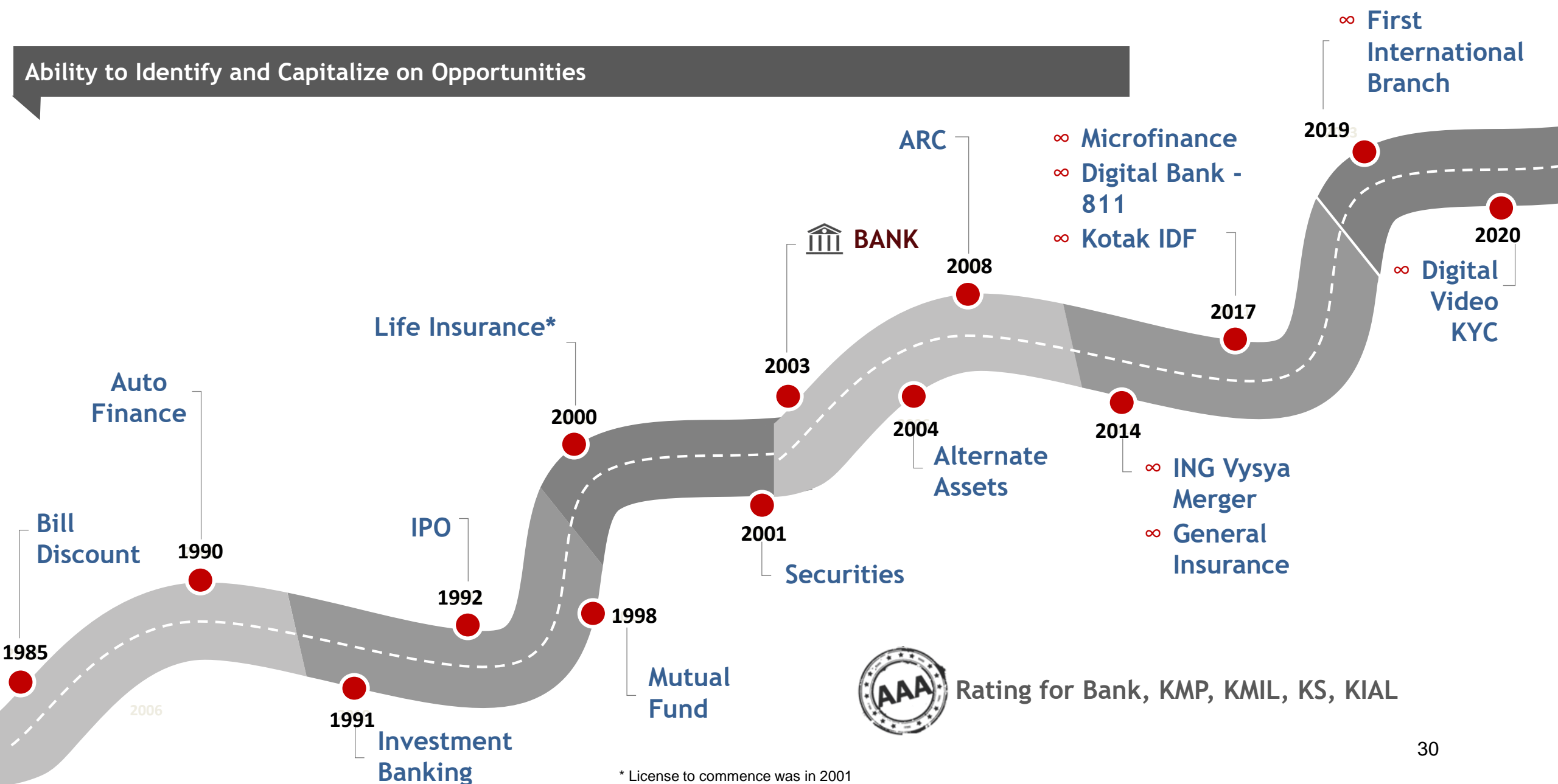
No. of ATMs



# GROUP PROFILE

# The Journey So far...

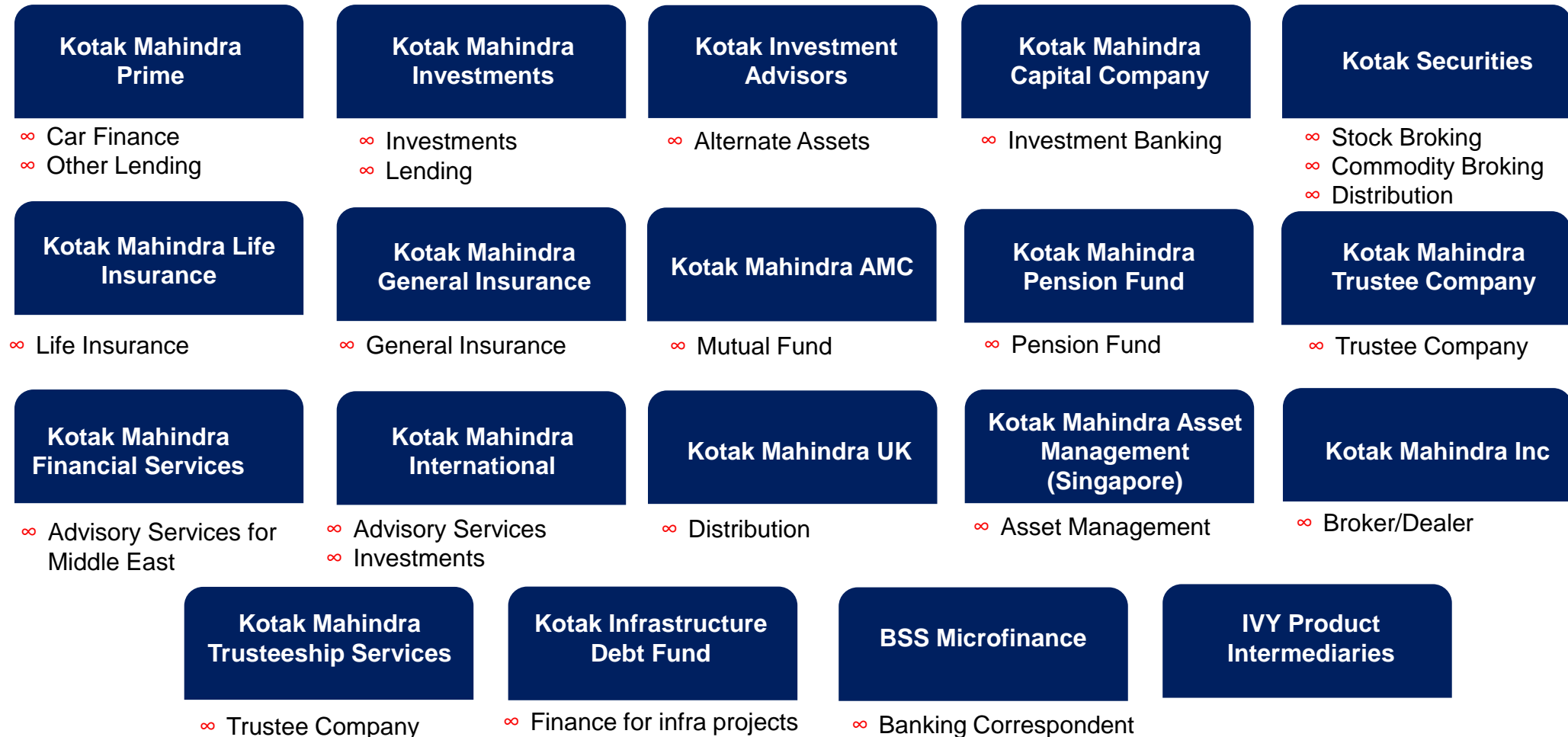
Ability to Identify and Capitalize on Opportunities



\* License to commence was in 2001

# Kotak – Diversified and integrated financial services

**Kotak Mahindra Bank**  
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

### Consumer Banking

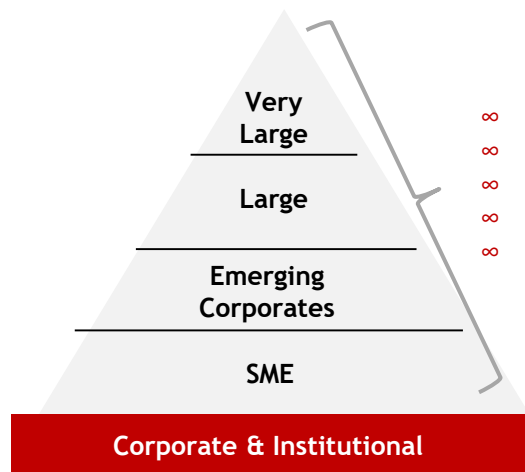
- ∞ Branch Banking
- ∞ 811
- ∞ Home loans & LAP
- ∞ Personal Loans
- ∞ Consumer Finance
- ∞ Credit Cards
- ∞ Priority Banking
- ∞ Small Business Loans
- ∞ Working Capital
- ∞ NRI Banking
- ∞ Gold Loans
- ∞ Rural Housing & Business Loans
- ∞ Forex Cards
- ∞ FASTag

### Other Financial Services

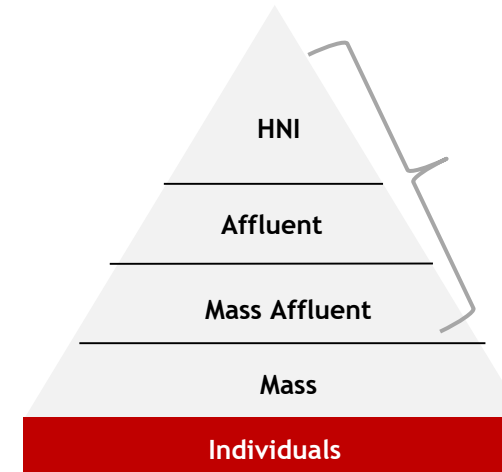
- ∞ Wealth Management
- ∞ Car and 2W Loans
- ∞ Mutual Funds
- ∞ Alternate Assets
- ∞ Off-shore Funds
- ∞ Life Insurance
- ∞ General Insurance
- ∞ Investment Banking / DCM
- ∞ Broking
- ∞ Loan against Shares
- ∞ Infra Debt Finance
- ∞ Asset Reconstruction

## Deposits across all customer segments

## Wide Customer Coverage



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



- ∞ Private/ Priority Banking
- ∞ Commercial banking
- ∞ Consumer loans
- ∞ Mutual fund
- ∞ Insurance
- ∞ 811
- ∞ Microfinance

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

# Our Strengths



**An integrated financial services conglomerate with a diversified business model**

- ∞ Balance Sheet, Market & Knowledge driven businesses encompassing all customer & geographic segments
- ∞ Wide spectrum of financial products and services that help to provide balance in market cycles, hedge against downturns in specific segments and access multiple growth avenues
- ∞ Broad product spectrum helps meet our customers' diverse financial and investment requirements, enhancing overall customer experience



**Healthy asset quality & prudent risk management capabilities**

- ∞ Ability to assess opportunities with a focus on returns that are commensurate with risk through prudent risk management
- ∞ Detailed & extensive policies covering capital adequacy, portfolio concentration limits & stress testing



**Digital & technological capabilities**

- ∞ Focused on customer acquisition, customer centricity, enhancement of customer experience, making internal operations efficient and enhancing our cybersecurity and data protection framework
- ∞ Investment in technology and analytics enabling cross-sell of a wide range of products on digital platforms, thereby deepening customer relationships



**Ability to identify and capitalize on opportunities**

- ∞ Ability to identify and capitalize on profitable business opportunities, create niche and differentiated business segments and offer new products and services
- ∞ Culture of innovation that has allowed us to build profitable business models, and has enabled us to enter into and maintain partnerships



**Strong brand and leadership across businesses**

- ∞ Numerous industry awards and accolades for various aspects of our business, reflect the talent of our senior management and employees, as well as trust in the quality of our products and services
- ∞ Strong position across various segments of our businesses



**Strong governance culture and an experienced management team**

- ∞ 10/ 12 Group Management Council ('GMC') members have spent 20+ years with the Group & helped create various businesses since inception
- ∞ 63 members (as on January 28, 2022) in the 'Kotak Leadership Team' (incl. GMC) - strong succession pipeline for senior leadership positions to nurture our culture of growth, innovation & high quality governance

## 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

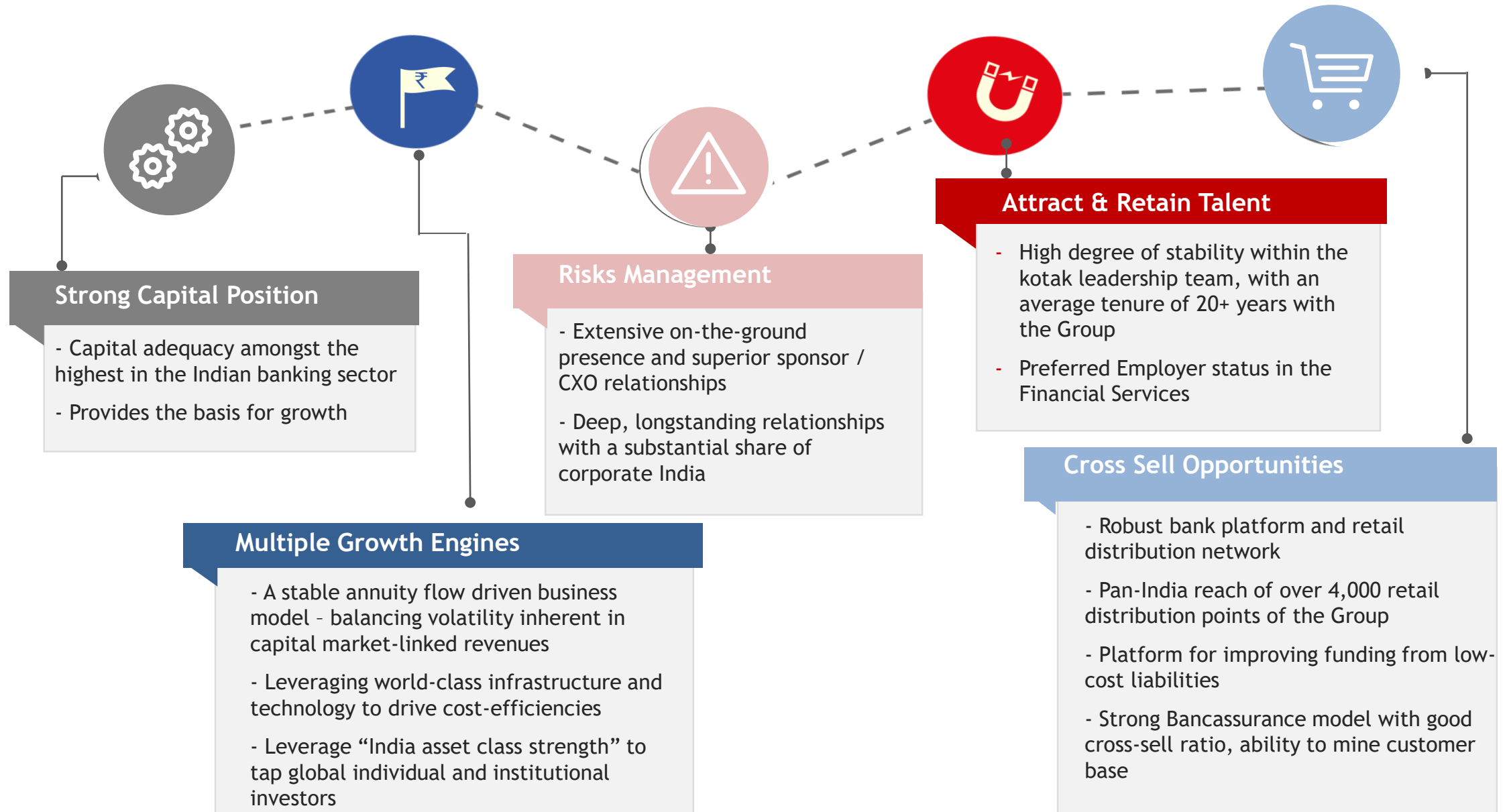
Focus on Efficiency, Productivity and Capital

## 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 and Committed Leadership Team

## Senior Leadership Team with Long Vintage



**Dipak Gupta**  
Jt. MD

30 Years

Compliance, IT, HR & Marketing, Digital, Customer experience, Audit & Vigilance



**Gaurang Shah**  
WTD

25 Years

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



**KVS Manian**  
WTD

26 Years

Corporate, Institutional Equities, Investment Bank & Wealth



**D Kannan**

30 Years

Commercial Banking



**Shanti Ekambaram**

30 Years

Consumer Banking



**Jaimin Bhatt**

26 Years

Group CFO, Operations



**Nilesh Shah**

7 Years

Asset Management



**Jaideep Hansraj**

28 Years

Retail Brokerage



**Virat Diwanji**

17 Years

Retail Liabilities & Branch Banking



**Srini Srinivasan**

29 Years

Investment Advisory



**Paul Parambi**

30 Years

Risk

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

No. of years represent completed years as on 28<sup>th</sup> January, 2022 with Kotak

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