



Kotak Mahindra Bank

13th May 2020

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

Dear Sir,

Sub: The audited annual standalone and consolidated accounts of the Bank for the year ended 31st March 2020

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

1. Copy of the audited annual standalone and consolidated financial results of the Bank for the year ended 31st March 2020. The said results were approved by the Board of Directors of the Bank at its Meeting held today.
2. Copy of auditor's Report submitted by statutory auditors of the Bank is also enclosed.

Pursuant to second proviso to Regulation 33(3)(d) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, we hereby declare that the Statutory Auditors of Kotak Mahindra Bank Limited, M/ s. Walker Chandok & Co. LLP (Registration No.001076NI N500013), have submitted their Report with unmodified opinion on the Audited Financial Results of the Bank (both Standalone and Consolidated) for the financial year ended March 31 , 2020.

3. Copy of the Earnings Update Presentation and the Press Release;

As required under the Listing Regulations, all the above mentioned documents are also being simultaneously posted on our website viz. URL: <https://www.kotak.com/en/investor-relations/financial-results.html>

Further, the Board of Directors, at its meeting held today, has also:

1. Approved re-appointment of Mr. Prakash Apte, part-time Chairman of the Board of Directors for the period from 1st January 2021 to 31st December 2023, subject to approval of the shareholders, Reserve Bank of India (RBI) and such other concerned authorities.
2. Approved re-appointment of Mr. Uday Kotak, Managing Director & CEO and Mr. Dipak Gupta, Joint Managing Director for the period from 1st January 2021 to 31st December 2023, subject to approval of the shareholders, RBI and such other concerned authorities.

The Audit Committee meeting commenced at 9.30 am, followed by the Board Meeting and consideration of aforesaid items concluded at 11.55 a.m.

Kotak Mahindra Bank Limited


Bina Chandarana
Joint President & Company Secretary

Kotak Mahindra Bank Ltd.
CIN: L65110MH1985PLC038137

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

T +91 22 61660000
www.kotak.com

Walker Chandiok & Co LLP
16th floor, Tower II,
Indiabulls Finance Centre,
SB Marg, Prabhadevi (W)
Mumbai – 400 013
India

T +91 22 6626 2699
F +91 22 6626 2601

Independent Auditor's Report on Standalone Annual Financial Results of the Bank pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of Kotak Mahindra Bank Limited

Opinion

1. We have audited the accompanying standalone annual financial results of **Kotak Mahindra Bank Limited** ('the Bank') for the year ended 31 March 2020 ('the Statement'), attached herewith, being submitted by the Bank pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) ('Listing Regulations'), including relevant circulars issued by the SEBI from time to time, except for the disclosures relating to Pillar 3 disclosure as at 31 March 2020, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations as have been disclosed on Bank's website and in respect of which a link has been provided in the Statement and have not been audited by us.
2. In our opinion and to the best of our information and according to the explanations given to us, the Statement:
 - (i) presents financial results in accordance with the requirements of Regulation 33 of the Listing Regulations, except for the disclosures relating to Pillar 3 disclosures as at 31 March 2020, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations as have been disclosed on Bank's website and in respect of which a link has been provided in the Statement and have not been audited by us; and
 - (ii) gives a true and fair view in conformity with the applicable accounting standards prescribed under section 133 of the Companies Act, 2013 ('the Act') read with rule 7 of the Companies (Accounts) Rules, 2014 (as amended), the relevant provisions of the Banking Regulation Act, 1949, the circulars, guidelines and directions issued by the Reserve Bank of India (RBI) from time to time ('RBI Guidelines') and other accounting principles generally accepted in India, of the standalone net profit after tax and other financial information of the Bank for the year ended 31 March 2020.

Basis for Opinion

3. We conducted our audit in accordance with the Standards on Auditing ('SAs') specified under section 143(10) of the Act. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Statement section of our report. We are independent of the Bank in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ('the ICAI') together with the ethical requirements that are relevant to our audit of the Statement under the provisions of the Act and the rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us, is sufficient and appropriate to provide a basis for our opinion.



Chartered Accountants

Offices in Bengaluru, Chandigarh, Chennai, Gurugram, Hyderabad, Kochi, Kolkata, Mumbai, New Delhi, Noida and Pune

Walker Chandiook & Co LLP

Kotak Mahindra Bank Limited

Independent Auditor's Report on Standalone Annual Financial Results of the Bank pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

Emphasis of Matter

4. We draw attention to Note 5 of the accompanying Statement which describes the uncertainties due to the outbreak of novel coronavirus (COVID-19). In view of these uncertainties, the impact on the Bank's standalone financial results is significantly dependent on future developments.

Our opinion is not modified in respect of this matter.

Management's and Those Charged with Governance Responsibilities for the Statement

5. This Statement has been prepared on the basis of the standalone annual financial statements. The Bank's Board of Directors is responsible for the preparation and presentation of the Statement that gives a true and fair view of the net profit after tax and other financial information of the Bank in accordance with the Accounting Standards ('AS') prescribed under section 133 of the Act read with rule 7 of the Companies (Accounts) Rules, 2014 (as amended) the relevant provisions of the Banking Regulation Act, 1949 and RBI Guidelines and other accounting principles generally accepted in India, and in compliance with Regulation 33 of the Listing Regulations including SEBI Circulars. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Bank and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Statement that gives a true and fair view and is free from material misstatement, whether due to fraud or error.
6. In preparing the Statement, the Board of Directors is responsible for assessing the Bank's ability to continue as a going concern, disclosing, as applicable, matters related to going concern, and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Bank or to cease operations, or has no realistic alternative but to do so.
7. The Board of Directors is also responsible for overseeing the Bank's financial reporting process.

Auditor's Responsibilities for the Audit of the Statement

8. Our objectives are to obtain reasonable assurance about whether the Statement as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with SAs, specified under section 143(10) of the Act, will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this Statement.
9. As part of an audit in accordance with the SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:
 - Identify and assess the risks of material misstatement of the Statement, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
 - Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under section 143(3) (i) of the Act, we are also responsible for expressing our opinion on whether the Bank has in place an adequate internal financial controls system over financial reporting and the operating effectiveness of such controls.
 - Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the management.



Chartered Accountants

Walker Chandiok & Co LLP

Kotak Mahindra Bank Limited

Independent Auditor's Report on Standalone Annual Financial Results of the Bank pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

- Conclude on the appropriateness of the management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Bank's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Statement or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Bank to cease to continue as a going concern.
 - Evaluate the overall presentation, structure and content of the Statement, including the disclosures, and whether the Statement represents the underlying transactions and events in a manner that achieves fair presentation.
10. We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.
11. We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

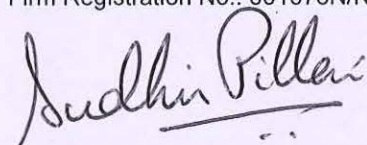
Other Matters

12. The Statement includes the financial results for the quarter ended 31 March 2020, being the balancing figures between the audited figures in respect of the full financial year and the published unaudited year-to-date figures up to the third quarter of the current financial year, which were subject to limited review by us.
13. The audit of standalone financial results for the corresponding quarter and year ended 31 March 2019 included in the Statement was carried out and reported by predecessor auditor who have expressed unmodified opinion vide their audit report dated 30 April 2019, whose report has been furnished to us, and which has been relied upon by us for the purpose of our audit of the Statement. Our opinion is not modified in respect of this matter.

For Walker Chandiok & Co LLP

Chartered Accountants

Firm Registration No.: 001076N/N500013



Sudhir N. Pillai

Partner

Membership No. 105782

UDIN No:20105782AAAADK8344

Place: Mumbai

Date: 13 May 2020





KOTAK MAHINDRA BANK LIMITED (STANDALONE)

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

STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31st MARCH, 2020

₹ crore

Sr No	Particulars	Quarter ended			Year ended	
		31-Mar-20 (Audited) Refer Note 2	31-Dec-19 (Unaudited)	31-Mar-19 (Audited) Refer Note 2	31-Mar-20 (Audited)	31-Mar-19 (Audited)
1	Interest earned (a+b+c+d)	6,804.68	6,735.60	6,390.91	26,929.61	23,890.06
	(a) Interest/discount on advances/bills	5,282.82	5,252.84	4,966.23	20,999.24	18,318.10
	(b) Income on investments	1,300.93	1,322.96	1,234.47	5,257.25	4,872.77
	(c) Interest on balances with RBI & other interbank funds	154.45	87.47	103.24	381.24	381.43
	(d) Others	66.48	72.33	86.97	291.88	317.76
2	Other income (Refer Note 3)	1,489.39	1,341.43	1,281.65	5,372.11	4,657.18
3	Total income (1+2)	8,294.07	8,077.03	7,672.56	32,301.72	28,547.24
4	Interest expended	3,245.03	3,306.07	3,354.40	13,429.95	12,684.25
5	Operating expenses (a+b)	2,323.76	2,382.89	2,035.90	8,850.94	7,514.81
	(a) Employee cost	969.59	1,091.52	856.74	3,877.63	3,159.39
	(b) Other operating expenses	1,354.17	1,291.37	1,179.16	4,973.31	4,355.42
6	Total expenditure (4+5) (excluding provisions & contingencies)	5,568.79	5,688.96	5,390.30	22,280.89	20,199.06
7	Operating profit (3-6) (Profit before provisions and contingencies)	2,725.28	2,388.07	2,282.26	10,020.83	8,348.18
8	Provisions (other than tax) and contingencies (Refer Note 3 and 4)	1,047.47	444.00	171.26	2,216.16	962.39
9	Exceptional items	-	-	-	-	-
10	Profit from ordinary activities before tax (7-8-9)	1,677.81	1,944.07	2,111.00	7,804.67	7,385.79
11	Tax expense (Refer Note 9)	411.21	348.17	703.20	1,857.49	2,520.46
12	Net Profit from ordinary activities after tax (10-11)	1,266.60	1,595.90	1,407.80	5,947.18	4,865.33
13	Extraordinary items (net of tax expense)	-	-	-	-	-
14	Net Profit (12-13)	1,266.60	1,595.90	1,407.80	5,947.18	4,865.33
15	Paid up equity share capital - (of Face Value ₹ 5 per share)	956.52	955.52	954.38	956.52	954.38
16	Reserves (excluding revaluation reserves)				47,558.78	41,444.00
17	Analytical Ratios					
	(i) Percentage of shares held by Government of India	-	-	-	-	-
	(ii) Capital adequacy ratio - Basel III	17.89	18.21	17.45	17.89	17.45
	(iii) Earnings per equity share					
	- Basic (not annualised) ₹	6.37	8.35	7.21	30.88	25.35
	- Diluted (not annualised) ₹	6.36	8.34	7.20	30.84	25.32
	(iv) NPA Ratios					
	a) Gross NPA	5,026.89	5,413.20	4,467.94	5,026.89	4,467.94
	b) Net NPA	1,557.89	1,925.08	1,544.37	1,557.89	1,544.37
	c) % of Gross NPA to Gross Advances	2.25	2.46	2.14	2.25	2.14
	d) % of Net NPA to Net Advances	0.71	0.89	0.75	0.71	0.75
	(v) Return on average Assets (%) (not annualised)	0.38	0.50	0.46	1.87	1.69





Segment Results

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

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

₹ crore

	Quarter ended			Year ended	
	31-Mar-20 (Audited) Refer Note 2	31-Dec-19 (Unaudited)	31-Mar-19 (Audited) Refer Note 2	31-Mar-20 (Audited)	31-Mar-19 (Audited)
1 Segment Revenue					
a. Corporate / Wholesale Banking	3,707.88	3,458.25	3,314.66	13,918.46	11,392.66
b. Retail Banking	3,757.21	3,835.43	3,577.30	15,057.84	13,885.48
c. Treasury, BMU and Corporate Centre	1,765.38	1,699.73	1,505.16	6,693.60	5,965.16
d. Other Banking business	-	-	-	-	-
Sub-total	9,230.47	8,993.41	8,397.12	35,669.90	31,243.30
Less: Inter-segmental revenue	936.40	916.38	724.56	3,368.18	2,696.06
Total	8,294.07	8,077.03	7,672.56	32,301.72	28,547.24
2 Segment Results					
a. Corporate / Wholesale Banking	1,280.46	1,051.10	979.14	4,384.22	3,287.57
b. Retail Banking	349.56	257.21	539.25	1,553.19	2,048.15
c. Treasury, BMU and Corporate Centre	47.79	635.76	592.61	1,867.26	2,050.07
d. Other Banking business	-	-	-	-	-
Total Profit Before Tax	1,677.81	1,944.07	2,111.00	7,804.67	7,385.79
3 Segment Assets					
a. Corporate / Wholesale Banking	153,443.88	142,816.79	134,695.27	153,443.88	134,695.27
b. Retail Banking	216,234.38	203,655.02	174,501.61	216,234.38	174,501.61
c. Treasury, BMU and Corporate Centre	133,563.77	101,149.57	101,401.71	133,563.77	101,401.71
d. Other Banking business	-	-	-	-	-
Sub-total	503,242.03	447,621.38	410,598.59	503,242.03	410,598.59
Less : Inter-segmental Assets	143,307.69	124,386.66	98,604.66	143,307.69	98,604.66
Total	359,934.34	323,234.72	311,993.93	359,934.34	311,993.93
Add : Unallocated Assets	317.34	246.27	178.16	317.34	178.16
Total Assets as per Balance Sheet	360,251.68	323,480.99	312,172.09	360,251.68	312,172.09
4 Segment Liabilities					
a. Corporate / Wholesale Banking	137,983.86	128,655.32	122,068.09	137,983.86	122,068.09
b. Retail Banking	200,770.56	188,542.28	160,851.80	200,770.56	160,851.80
c. Treasury, BMU and Corporate Centre	115,719.99	82,949.09	84,885.34	115,719.99	84,885.34
d. Other Banking business	-	-	-	-	-
Sub-total	454,474.41	400,146.69	367,805.23	454,474.41	367,805.23
Less : Inter-segmental Liabilities	143,307.69	124,386.66	98,604.66	143,307.69	98,604.66
Total	311,166.72	275,760.03	269,200.57	311,166.72	269,200.57
Add : Unallocated liabilities	69.66	115.05	73.14	69.66	73.14
Add : Share Capital & Reserves & surplus	49,015.30	47,605.91	42,898.38	49,015.30	42,898.38
Total Liabilities as per Balance Sheet	360,251.68	323,480.99	312,172.09	360,251.68	312,172.09



STANDALONE CASH FLOW STATEMENT
₹ crore

Particulars	Year ended 31-Mar-20 (Audited)	Year ended 31-Mar-19 (Audited)
CASH FLOW FROM OPERATING ACTIVITIES		
Profit after tax	5,947.18	4,865.33
Add: Provision for tax	1,857.49	2,520.46
Net Profit before taxes	7,804.67	7,385.79
Adjustments for :-		
Employee Stock Options Expense	2.75	1.80
Depreciation on Bank's Property	371.95	366.92
Loss on sale of investments in associates	8.43	-
Diminution / (write back) in the value of Investments	90.12	(13.74)
Dividend from Subsidiaries/ Joint Ventures	(51.80)	(45.14)
Amortization of Premium on HTM Investments	306.65	268.90
Provision for Non Performing Assets, Standard Assets and Other Provisions	2,126.04	976.13
Profit on sale of Fixed Assets	(27.63)	(19.48)
	10,631.18	8,921.18
Adjustments for :-		
Decrease / (Increase) in Investments (other than Subsidiaries, Joint Ventures, Associates and Other HTM Investments)	2,926.34	(8,024.97)
(Increase) in Advances	(15,458.93)	(36,821.04)
(Increase) / Decrease in Other Assets	(1,440.27)	446.91
Increase in Deposits	36,940.16	33,237.09
(Decrease) / Increase in Other Liabilities and Provisions	(1,438.10)	1,297.31
	21,529.20	(9,864.70)
Direct Taxes Paid	(2,000.95)	(2,444.20)
NET CASH FLOW FROM / (USED IN) OPERATING ACTIVITIES (A)	30,159.43	(3,387.72)
CASH FLOW FROM INVESTING ACTIVITIES		
Purchase of Fixed Assets	(346.70)	(420.07)
Sale of Fixed Assets	34.84	29.97
Proceeds from sale of Investment in Associates	1.67	-
Investments in Subsidiaries/ Joint Ventures	(85.00)	(65.69)
(Increase) / Decrease in Investments in HTM securities	(7,110.67)	1,208.76
Dividend from Subsidiaries/ Joint Ventures	51.80	45.14
NET CASH FLOW FROM / (USED IN) INVESTING ACTIVITIES (B)	(7,454.06)	798.11
CASH FLOW FROM FINANCING ACTIVITIES		
(Decrease) in Subordinated Debt	-	(599.59)
(Decrease) / Increase in Refinance	(1,163.62)	842.20
Increase in Borrowings (other than Refinance and Sub-ordinated debt)	6,908.64	6,851.53
Money received on exercise of Stock Options/Issue of Equity Shares	360.61	223.59
Issue of Perpetual Non Cumulative Preference Shares	-	500.00
Share Issue Expenses	(0.37)	(0.70)
Dividend paid including Corporate Dividend Tax	(222.34)	(183.96)
NET CASH FLOW FROM FINANCING ACTIVITIES (C)	5,882.92	7,633.07
Increase in Foreign Currency Translation Reserve (D)	28.47	11.97
NET INCREASE IN CASH AND CASH EQUIVALENTS (A + B + C + D)	28,616.76	5,055.43
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR	24,675.54	19,620.11
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR	53,292.30	24,675.54



Particulars	Year ended	Year ended
	31-Mar-20 (Audited)	31-Mar-19 (Audited)
Note:		
Balance with Banks in India in Fixed Deposit	6.50	2.16
Balance with Banks in India in Current Account	168.54	266.56
Money at Call and Short Notice in India	40,300.00	8,574.11
Cash in hand (including foreign currency notes)	1,721.61	1,221.11
Balance with RBI in Current Account	7,783.44	9,656.41
<u>Balance with Banks Outside India:</u>		
(i) In Current Account	626.10	667.58
(ii) In other Deposit Accounts	2,686.11	4,287.61
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR	53,292.30	24,675.54

NOTES:

- The above results were reviewed by the Audit Committee and approved at the meeting of the Board of Directors held on 13th May, 2020. The results for the quarter and year ended 31st March, 2020 are subjected to audit by the Statutory Auditors and there are no modifications in the Auditor's Report. The results for quarter ended 31st December, 2019 have been subjected to limited review by the Statutory Auditors. The results for the quarter and year ended 31st March, 2019 were subjected to audit by another firm of Chartered Accountants.
- The figures of the last quarter in each of the year are balancing figures between audited figures in respect of full financial year and the unaudited published year to date figures up to the third quarter of the respective financial year.
- 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. Provision / (write-back) for mark-to-market depreciation on investments in AFS and HFT categories are considered under Provisions and Contingencies.
- Provisions and contingencies are net of recoveries made against accounts which have been written off as bad in the previous period / year.

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

Particulars	Quarter ended			Year ended	
	31-Mar-20 (Audited) Refer Note 2	31-Dec-19 (Unaudited)	31-Mar-19 (Audited) Refer Note 2	31-Mar-20 (Audited)	31-Mar-19 (Audited)
Provision towards advances / Others (including provisions for exposures to entities with Unhedged Foreign Currency Exposures)	373.72	432.02	239.73	1,476.04	976.12
General provision for COVID 19 Deferment cases	650.00	-	-	650.00	-
Provision / (write-back of provisions) for mark-to-market depreciation on investments in AFS and HFT categories (net)	23.68	6.07	(106.64)	60.58	(63.66)
Other Provision / (write back of other provisions) towards investments (net)	0.07	5.91	38.17	29.54	49.93
Total provisions (other than Tax) and contingencies	1,047.47	444.00	171.26	2,216.16	962.39



5. The novel coronavirus (COVID-19) pandemic continues to spread rapidly across the globe including India. On 11th March, 2020, the COVID-19 outbreak was declared a global pandemic by the World Health Organization. COVID-19 has taken its toll on not just human life but business and financial markets too, the extent of which is currently unascertainable. Various governments, civil society and many organisations, including the Bank, have introduced a variety of measures to contain the spread of the virus to protect lives and livelihood. On 24th March, 2020, the Indian government announced a strict 21-day lockdown which was further extended by 19 days and again by 14 days across the country to contain the spread of virus. There is a high level of uncertainty about the duration of the lockdown and the time required for life and business to get normal. The extent to which COVID-19 pandemic will impact the Bank's operations and financial results is dependent on the future developments, which are highly uncertain, including among many the other things, any new information concerning the severity of the pandemic and any action to contain its spread or mitigate its impact, whether government mandated or elected by the Bank.

In accordance with the RBI guidelines relating to COVID-19 Regulatory Package dated 27th March, 2020 and 17th April, 2020, and clarification issued by RBI through Indian Bankers Association dated 6th May, 2020, the Bank is granting a moratorium on the payment of installments and / or interest, as applicable, falling due between 1st March, 2020 and 31st May, 2020 ('moratorium period') to eligible borrowers classified as Standard, even if overdue, as on 29th February, 2020. The moratorium period, wherever granted, shall be excluded by the Bank from the number of days past-due for the purpose of asset classification under RBI's Income Recognition and Asset Classification norms. The Bank holds provisions as at 31st March 2020 against the potential impact of COVID-19 based on the information available up to a point in time. The provisions held by the Bank are higher than the RBI prescribed norms.

6. The Reserve Bank of India, vide its circular dated 17th April, 2020, has decided that banks shall not make any further dividend payouts from profits pertaining to the financial year ended 31st March, 2020 until further instructions. Accordingly, the Board of Directors of the Bank, at their meeting held on 13th May, 2020, has not proposed any final dividend for the year ended 31st March, 2020.
7. During the quarter, the Bank has granted Nil options under employee stock option scheme. Stock options aggregating to 2,003,381 were exercised and allotted during the quarter and 8,587,012 stock options were outstanding with employees of the Bank and its subsidiaries as at 31st March, 2020.
8. RBI circular DBOD.No.BP.BC.1/21.06.201/2015-16 dated 1st July, 2015 on 'Basel III Capital Regulations', read together with the RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31st March, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards-Amendments', requires banks to make applicable Pillar 3 disclosures, including leverage ratio and liquidity coverage ratio under the Basel III Framework. These disclosures are available on the Bank's website at the following link: <https://www.kotak.com/en/investor-relations/financial-results/regulatory-disclosure.html>. These disclosures have not been subjected to audit or limited review.
9. The Bank has elected to exercise the option permitted under section 115BAA of the Income-tax Act, 1961, as introduced by the Taxation Laws (Amendment) Act, 2019 during the year ended 31st March 2020.
10. The summarised standalone Balance Sheet of the Bank is given below:

Summarised Balance Sheet	₹ crore	
	As at 31st March 2020 (Audited)	As at 31st March 2019 (Audited)
CAPITAL AND LIABILITIES		
Capital	1,456.52	1,454.38
Employees' Stock Options (Grants) Outstanding	2.87	2.07
Reserves and Surplus	47,558.78	41,444.00
Deposits	262,820.52	225,880.36
Borrowings	37,993.31	32,248.29
Other Liabilities and Provisions	10,419.68	11,142.99
TOTAL	360,251.68	312,172.09
ASSETS		
Cash and Balances with Reserve Bank of India	9,505.05	10,877.52
Balances with Banks and Money at Call and Short Notice	43,787.25	13,798.02
Investments	75,051.54	71,189.09
Advances	219,748.19	205,694.81
Fixed Assets	1,623.13	1,651.55
Other Assets	10,536.52	8,961.10
TOTAL	360,251.68	312,172.09





11. There has been no change in the significant accounting policies during the quarter and year ended 31st March 2020.
12. Figures for the previous period's / 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

Dipak Gupta
Joint Managing Director

D:\e:\BANK\onPersonal\onDIPAK GUPTA,
serialNumber=6c2c2772e496dc233dc6ba2c3bef
d907f1169916915081a3a79dfe913d2,
portalCode=400075,
T3.4.20=286406703e3ffedc91e1516a7d9ffce6d
2f0e4207972d310d198d65ad1120, st=Maharashtra
Date:20200513 13:04:53 +0530

Mumbai, 13th May, 2020



Walker Chandio & Co LLP

16th floor, Tower II,
Indiabulls Finance Centre,
SB Marg, Prabhadevi (W)
Mumbai – 400 013
India

T +91 22 6626 2699
F +91 22 6626 2601

Independent Auditor's Report on Consolidated Annual Financial Results of the Bank pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of Kotak Mahindra Bank Limited

Opinion

1. We have audited the accompanying consolidated annual financial results of **Kotak Mahindra Bank Limited** ('the Bank' or 'the Holding Company') and its subsidiaries (the Holding Company and its subsidiaries together referred to as 'the Group'), its associates (refer Annexure 1 for the list of subsidiaries and associates included in the Statement) for the year ended 31 March 2020 ('the Statement'), attached herewith, being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) ('Listing Regulations'), including relevant circulars issued by the SEBI from time to time, except for the disclosures relating to consolidated Pillar 3 disclosure as at 31 March 2020, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations, as have been disclosed on the Bank's website and in respect of which a link has been provided in the Statement and have not been audited by us.
2. In our opinion and to the best of our information and according to the explanations given to us and based on the consideration of the reports of other auditors on separate audited financial statements/financial information of the subsidiaries and associates, as referred to in paragraph 13 below, the Statement:
 - (i) includes the annual financial results of the entities listed in Annexure 1;
 - (ii) presents financial results in accordance with the requirements of Regulation 33 of the Listing Regulations, except for the disclosures relating to consolidated Pillar 3 disclosures as at 31 March 2020, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations as have been disclosed on Bank's website and in respect of which a link has been provided in the Statement and have not been audited by us; and
 - (iii) gives a true and fair view, in conformity with the applicable accounting standards prescribed under Section 133 of the Companies Act, 2013 ('the Act'), read with rule 7 of the Companies (Accounts) Rules, 2014 (as amended), the relevant provisions of the Banking Regulation Act, 1949, the circulars, guidelines and directions issued by the Reserve Bank of India (RBI) from time to time ('RBI Guidelines') and other accounting principles generally accepted in India, of the consolidated net profit after tax and other financial information of the Group and its associates, for the year ended 31 March 2020.



Walker ChandioK & Co LLP

Kotak Mahindra Bank Limited

Independent Auditor's Report on Consolidated Annual Financial Results of the Bank pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

Basis for Opinion

3. We conducted our audit in accordance with the Standards on Auditing ('SAs') specified under section 143(10) of the Act. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Statement section of our report. We are independent of the Group and its associates, in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ('the ICAI'), together with the ethical requirements that are relevant to our audit of the consolidated financial statements under the provisions of the Act, and the rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us and that obtained by the other auditors in terms of their reports referred to in paragraph 13 of the Other Matters section below is sufficient and appropriate to provide a basis for our opinion.

Emphasis of Matter

4. We draw attention to Note 10 of the accompanying Statement which describes the uncertainties due to the outbreak of novel coronavirus (COVID-19). In view of these uncertainties, the impact on the Bank's consolidated financial results is significantly dependent on future developments.

Our opinion is not modified in respect of this matter.

Management's and Those Charged with Governance Responsibilities for the Statement

5. The Statement has been prepared on the basis of the consolidated annual audited financial statements. The Holding Company's Board of Directors is responsible for the preparation and presentation of the Statement that gives a true and fair view of the consolidated net profit after tax, and other financial information of the Group including its associates, in accordance with the Accounting Standards ('AS') prescribed under section 133 of the Act, read with rule 7 of the Companies (Accounts) Rules, 2014 (as amended), the relevant provisions of the Banking Regulation Act, 1949, RBI Guidelines and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. The Holding Company's Board of Directors is also responsible for ensuring accuracy of records, including financial information considered necessary for the preparation of the Statement. Further, in terms of the provisions of the Act, the respective Board of Directors of the companies included in the Group and its associates, are responsible for maintenance of adequate accounting records, in accordance with the provisions of the Act, for safeguarding of the assets of the Group and its associates, and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were operating effectively, for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial results, that give a true and fair view and are free from material misstatement, whether due to fraud or error. These financial results have been used for the purpose of preparation of the Statement by the Directors of the Holding Company, as aforesaid.
6. In preparing the Statement, the respective Board of Directors of the companies included in the Group and of its associates, are responsible for assessing the ability of the Group and of its associates, to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting, unless the respective Board of Directors either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.
7. The respective Board of Directors of the companies included in the Group and of its associates, are responsible for overseeing the financial reporting process of the companies included in the Group and of its associates.



Walker Chandio & Co LLP

Kotak Mahindra Bank Limited

Independent Auditor's Report on Consolidated Annual Financial Results of the Bank pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

Auditor's Responsibilities for the Audit of the Statement

8. Our objectives are to obtain reasonable assurance about whether the Statement as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with SAs, specified under section 143(10) of the Act, will always detect a material misstatement, when it exists. Misstatements can arise from fraud or error, and are considered material if, individually, or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this Statement.
9. As part of an audit in accordance with the SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:
 - Identify and assess the risks of material misstatement of the Statement, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
 - Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under section 143(3) (i) of the Act, we are also responsible for expressing our opinion on whether the Group and its associates (covered under the Act) have adequate internal financial controls system in place and the operating effectiveness of such controls.
 - Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the management.
 - Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the ability of the Group and its associates, to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Statement or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group and its associates to cease to continue as a going concern.
 - Evaluate the overall presentation, structure and content of the Statement, including the disclosures, and whether the Statement represents the underlying transactions and events in a manner that achieves fair presentation.
 - Obtain sufficient appropriate audit evidence regarding the financial results of the entities within the Group, and its associates, to express an opinion on the Statement. We are responsible for the direction, supervision and performance of the audit of financial information of such entities included in the Statement, of which we are the independent auditors. For the other entities included in the Statement, which have been audited by the other auditors, such other auditors remain responsible for the direction, supervision and performance of the audits carried out by them. We remain solely responsible for our audit opinion.
10. We communicate with those charged with governance of the Holding Company regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.
11. We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.



Walker Chandiook & Co LLP

Kotak Mahindra Bank Limited

Independent Auditor's Report on Consolidated Annual Financial Results of the Bank pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

12. We also performed procedures in accordance with SEBI Circular CIR/CFD/CMD1/44/2019 dated 29 March 2019, issued by the SEBI under Regulation 33 (8) of the Listing Regulations, to the extent applicable.

Other Matters

13. We did not audit the annual financial results of 19 subsidiaries included in the Statement, whose financial information reflects total assets of ₹ 88,303.09 crores as at 31 March 2020, total revenues of ₹ 18,740.35 crores, total net profit after tax of ₹ 2,713.86 crores and cash flows (net) of ₹ 5,490.93 crores for the year ended 31 March 2020, as considered in the Statement. The Statement also includes the Group's share of net loss after tax of ₹ 14.24 crores for the year ended 31 March 2020, in respect of 2 associates, whose annual financial results have not been audited by us. These annual financial results have been audited by other auditors whose audit reports have been furnished to us by the management, and our opinion in so far as it relates to the amounts and disclosures included in respect of these subsidiaries and associates is based solely on the audit reports of such other auditors, and the procedures performed by us as stated in paragraph 12 above.

The Statement also includes the Group's share of net profit after tax of ₹ 0.52 crore for the year ended 31 March 2020, in respect of 2 associates, based on their annual financial statements/financial information, which have not been audited. These annual financial statements/financial information have been furnished to us by the Holding Company's management. Our opinion on the Statement, and our report in terms of Regulation 33 of the Listing Regulations, in so far as it relates to the aforesaid associates, is based solely on such unaudited annual financial statements/ financial information. In our opinion, and according to the information and explanations given to us by the management, these annual financial statements/financial information is not material to the Group.

Further, of the total subsidiaries, 5 subsidiaries, are located outside India, whose annual financial results have been prepared in accordance with accounting principles generally accepted in their respective countries, and which have been audited by other auditors under the respective audit standards used by the component auditors, as applicable in their respective countries. The Holding Company's management has converted the financial results of such subsidiaries from accounting principles generally accepted in their respective countries to accounting principles generally accepted in India. The Independent firm of Chartered Accountants appointed by the Holding Company's management in India have audited these conversion adjustments made by the Holding Company's management. Our opinion, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based on the audit report of these subsidiaries and the conversion adjustments prepared by the management of the Holding Company and audited by the Independent Firm of Chartered Accountants appointed by Holding Company's management in India.

Our opinion is not modified in respect of these matters.

14. The Statement includes the consolidated financial results for the quarter ended 31 March 2020, being the balancing figures between the audited consolidated figures in respect of the full financial year and the published unaudited year-to-date consolidated figures up to the third quarter of the current financial year, which were subject to limited review by us.
15. The audit of consolidated financial results for the corresponding quarter and year ended 31 March 2019 included in the Statement was carried out and reported by the predecessor auditors, who have expressed an unmodified opinion, vide their audit report dated 30 April 2019, whose report has been furnished to us and which has been relied upon by us for the purpose of our audit of the Statement.

Our opinion is not modified in respect of this matter.



Walker Chandiok & Co LLP

Kotak Mahindra Bank Limited

Independent Auditor's Report on Consolidated Annual Financial Results of the Bank pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

16. The Joint auditors of Kotak Mahindra Life Insurance Company Limited, ('KLIFE'), in forming their opinion, as stated in the 'Other matter' paragraph of their auditors report dated 29 April 2020, on valuation of liabilities for life policies in force and for policies in respect of which the premium has been discontinued but liability exists as at 31 March 2020, have relied on KLIFE's Appointed Actuary (the 'Appointed Actuary of KLIFE'). The actuarial valuation of these liabilities has been duly certified by the Appointed Actuary of KLIFE, and in his opinion, the assumptions for such valuations are in accordance with the guidelines and norms issued by the Insurance Regulatory and Development Authority of India (the 'IRDAI') and the Institute of Actuaries of India. They have relied upon the certificate issued by the Appointed Actuary of KLIFE in this regard for forming their opinion on the valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists in the financial statements of KLIFE.

Our opinion is not modified in respect of this matter.

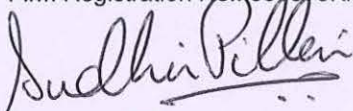
17. The Joint auditors of Kotak Mahindra General Insurance Company Limited, ('KMGICL'), in forming their opinion as stated in the 'Other matter' paragraph of their auditors report dated 22 April 2020, on valuation of liabilities Incurred But Not Reported ('IBNR') and Incurred But Not Enough Reported ('IBNER') claims, have relied on the KMGICL's Appointed Actuary (the 'Appointed Actuary of KMGICL'). The estimate of IBNR claims and IBNER claims, included under Claims Outstanding as on 31 March 2020, has been duly certified by the Appointed Actuary of KMGICL and in his opinion, the assumptions for such valuation are in accordance with the guidelines and norms issued by the IRDAI and the Institute of Actuaries of India. They have relied upon the certificate issued by Appointed Actuary of KMGICL's in this regard for forming their opinion on the financial statements of KMGICL.

Our opinion is not modified in respect of this matter.

For **Walker Chandiok & Co LLP**

Chartered Accountants

Firm Registration No.: 001076N/N500013



Sudhir N. Pillai

Partner

Membership No. 105782

UDIN No:20105782AAAADL1709

Place: Mumbai

Date: 13 May 2020



Walker Chandio & Co LLP

Kotak Mahindra Bank Limited
Independent Auditor's Report on Consolidated Annual Financial Results of the Bank pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

Annexure 1

List of entities included in the Statement

Domestic Subsidiaries

Kotak Mahindra Prime Limited
Kotak Mahindra Investments Limited
Kotak Securities Limited
Kotak Mahindra Capital Company Limited
Kotak Mahindra Life Insurance Company Limited
Kotak Mahindra General Insurance Company Limited
Kotak Mahindra Asset Management Company Limited
Kotak Mahindra Trustee Company Limited
Kotak Mahindra Pension Fund Limited
Kotak Investment Advisors Limited
Kotak Mahindra Trusteeship Services Limited
Kotak Infrastructure Debt Fund Limited
IVY Product Intermediaries Limited
BSS Microfinance Limited

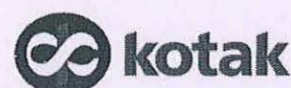
International Subsidiaries

Kotak Mahindra (UK) Limited
Kotak Mahindra (International) Limited
Kotak Mahindra Inc.
Kotak Mahindra Financial Services Limited
Kotak Mahindra Asset Management (Singapore) Pte. Limited

Associate Companies

Infina Finance Private Limited
Phoenix ARC Private Limited
ECA Trading Services Limited (formerly ACE Derivatives & Commodity Exchange Limited)
Matrix Business Services India Private Limited (upto 26 April 2019)





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 QUARTER AND YEAR ENDED 31ST MARCH, 2020

₹ crore

Sr No	Particulars	Quarter Ended			Year Ended	
		31-Mar-20 (Audited) Refer Note 4	31-Dec-19 (Unaudited)	31-Mar-19 (Audited) Refer Note 4	31-Mar-20 (Audited)	31-Mar-19 (Audited)
1	Interest earned (a+b+c+d)	8,434.13	8,331.98	7,951.92	33,474.16	29,831.22
	(a) Interest/discount on advances/bills	6,198.95	6,197.23	5,953.14	24,877.11	22,162.73
	(b) Income on Investments	1,868.33	1,831.67	1,663.28	7,327.31	6,443.81
	(c) Interest on balances with RBI & other interbank funds	261.23	195.60	197.40	827.64	735.17
	(d) Others	105.62	107.48	138.10	442.10	489.51
2	Other income (a+b+c)	3,650.58	5,210.45	5,871.41	16,825.53	16,072.14
	(a) Profit/(Loss) on sale of investments including revaluation (insurance business)	(2,356.52)	532.42	580.68	(1,494.83)	829.06
	(b) Premium on Insurance Business	3,924.75	2,723.40	3,470.04	10,566.03	8,309.19
	(c) Other income (Refer Notes 5, 6 and 7)	2,082.35	1,954.63	1,820.69	7,754.33	6,933.89
3	Total income (1+2)	12,084.71	13,542.43	13,823.33	50,299.69	45,903.36
4	Interest expended	3,800.94	3,890.35	3,974.67	15,900.68	15,186.61
5	Operating expenses (a+b+c)	4,347.12	6,290.02	6,660.46	20,419.11	19,095.67
	(a) Employees cost	1,422.98	1,568.80	1,352.39	5,755.97	4,850.90
	(b) Policy holders' reserves, surrender expense and claims (Refer note 12)	1,089.76	2,976.00	3,628.91	7,958.18	8,150.94
	(c) Other operating expenses (Refer Note 6 and 8)	1,834.38	1,745.22	1,679.16	6,704.96	6,093.83
6	Total expenditure (4+5) (excluding provisions and contingencies)	8,148.06	10,180.37	10,635.13	36,319.79	34,282.28
7	Operating Profit (3-6) (Profit before provisions and contingencies)	3,936.65	3,362.06	3,188.20	13,979.90	11,621.08
8	Provisions (other than tax) and Contingencies (Refer Note 9)	1,262.19	472.59	197.61	2,558.10	1,045.36
9	Exceptional items	-	-	-	-	-
10	Profit from ordinary activities before tax (7-8-9)	2,674.46	2,889.47	2,990.59	11,421.80	10,575.72
11	Tax expense (Refer Note 13)	722.64	560.14	952.37	2,814.72	3,456.02
12	Net Profit from ordinary activities after tax before Minority Interest (10-11)	1,951.82	2,329.33	2,038.22	8,607.08	7,119.70
13	Extraordinary items (net of tax expense)	-	-	-	-	-
14	Net Profit from ordinary activities after tax before Minority Interest (12-13)	1,951.82	2,329.33	2,038.22	8,607.08	7,119.70
15	Less: Share of Minority Interest	-	-	-	-	-
16	Add: Share in profit/(loss) of associates	(46.64)	19.39	0.05	(13.72)	84.43
17	Profit after tax (14-15+16)	1,905.18	2,348.72	2,038.27	8,593.36	7,204.13
18	Paid up equity share capital - (Face value of ₹ 5 per share)	956.52	955.52	954.38	956.52	954.38
19	Group Reserves (excluding Minority Interest and revaluation reserves)				65,677.60	56,825.36
20	Minority Interest	-	-	-	-	-
21	Analytical Ratios					
	(i) Capital adequacy ratio - Basel III (standalone)	17.89	18.21	17.45	17.89	17.45
	(ii) Earnings per equity share					
	- Basic (not annualised) ₹	9.71	12.29	10.51	44.73	37.61
	- Diluted (not annualised) ₹	9.70	12.28	10.50	44.68	37.57



Sr No	Particulars	Quarter Ended			Year Ended	
		31-Mar-20 (Audited) Refer Note 4	31-Dec-19 (Unaudited)	31-Mar-19 (Audited) Refer Note 4	31-Mar-20 (Audited)	31-Mar-19 (Audited)
	(iii) NPA Ratios (unaudited)					
	(a) Gross NPA	5,487.66	5,914.92	4,789.23	5,487.66	4,789.23
	(b) Net NPA	1,744.81	2,174.73	1,695.82	1,744.81	1,695.82
	(c) % of Gross NPA to Gross Advances	2.16	2.33	1.94	2.16	1.94
	(d) % of Net NPA to Net Advances	0.70	0.87	0.70	0.70	0.70
	(iv) Return on average Assets (%) (not annualised)	0.45	0.58	0.53	2.10	1.99

NOTES:

- The consolidated financial results are prepared in accordance with Accounting Standard – 21 (AS-21) "Consolidated Financial Statements" and Accounting Standard – 23 (AS-23) "Accounting for investment in associates in Consolidated Financial Statement" specified under section 133 and relevant provision of Companies Act, 2013.
- The financial results of the subsidiaries (excluding insurance companies) and associates used for preparation of the consolidated financial results are in accordance with Generally Accepted Accounting Principles in India ('GAAP') specified under Section 133 and relevant provision of Companies Act, 2013. The financial statements of such Indian subsidiaries and associates are prepared as per Indian Accounting Standards in accordance with the Companies (Indian Accounting Standards) Rules, 2015.
- The above results were reviewed by the Audit Committee and approved at the meeting of the Board of Directors held on 13th May, 2020. The consolidated results for the quarter and year ended 31st March, 2020 are subjected to audit by the Statutory Auditors and there are no modifications in the Auditor's Report. The results for quarter ended 31st December, 2019 have been subjected to limited review by the Statutory Auditors. The consolidated results for quarter and year ended 31st March, 2019 were subjected to audit by another firm of Chartered Accountants.
- The figures of the last quarter in each of the year are balancing figures between audited figures in respect of full financial year and the unaudited published year to date figures up to the third quarter of the respective financial year.
- Details of other income forming part of the consolidated results are as follows:

Particulars	Quarter Ended			Year Ended	
	31-Mar-20 (Audited) Refer Note 4	31-Dec-19 (Unaudited)	31-Mar-19 (Audited) Refer Note 4	31-Mar-20 (Audited)	31-Mar-19 (Audited)
Commission, fees, exchange, brokerage and others	1,640.50	1,828.48	1,741.44	6,876.96	6,524.72
Profit on sale of investments (other than insurance business)	441.85	126.15	79.25	877.37	409.17
Total – Other income	2,082.35	1,954.63	1,820.69	7,754.33	6,933.89

- Other income in the consolidated results for the reporting periods is net of sub-brokerage paid in the broking subsidiary amounting to ₹ 17.85 crore for the quarter and ₹ 66.04 crore for the year ended 31st March, 2020 respectively (for the quarter ended 31st December 2019, ₹ 15.33 crore, for the quarter ended 31st March, 2019, ₹ 15.87 crore and for the year ended 31st March, 2019 amounting to ₹ 75.75 crore).
- Other income includes non-fund based income such as commission earned from guarantees / letters of credit, financial advisory fees, selling of third party products, earnings from foreign exchange transactions and profit/loss from the sale of securities.
- Details of other expenditure forming part of consolidated results are as follows:



₹ crore

Particulars	Quarter Ended			Year Ended	
	31-Mar-20 (Audited) Refer Note 4	31-Dec-19 (Unaudited)	31-Mar-19 (Audited) Refer Note 4	31-Mar-20 (Audited)	31-Mar-19 (Audited)
Brokerage	188.93	196.65	219.54	704.19	752.99
Depreciation	116.93	111.90	117.65	464.89	458.42
Rent, taxes and lighting	199.11	191.16	192.19	768.58	711.33
Others	1,329.41	1,245.51	1,149.78	4,767.30	4,171.09
Total Other operating expenses	1,834.38	1,745.22	1,679.16	6,704.96	6,093.83

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

₹ crore

Particulars	Quarter Ended			Year Ended	
	31-Mar-20 (Audited) Refer Note 4	31-Dec-19 (Unaudited)	31-Mar-19 (Audited) Refer Note 4	31-Mar-20 (Audited)	31-Mar-19 (Audited)
Provision towards advances / others (including provisions for exposures to entities with Unhedged Foreign Currency Exposures) (net)	439.00	480.45	272.76	1,663.49	1,067.50
General provision for COVID 19 Deferment cases (Refer note 10)	713.68	-	-	713.68	-
Provision / (Write back of provisions) towards investments (net)	109.51	(7.86)	(75.15)	180.93	(22.14)
Total – provisions (other than tax) and contingencies	1,262.19	472.59	197.61	2,558.10	1,045.36

10. The novel coronavirus (COVID-19) pandemic continues to spread rapidly across the globe including India. On 11th March, 2020, the COVID-19 outbreak was declared a global pandemic by the World Health Organization. COVID-19 has taken its toll on not just human life, but business and financial markets too, the extent of which is currently unascertainable. Various governments, civil society and many organisations, including the Bank, have introduced a variety of measures to contain the spread of the virus to protect lives and livelihood. On 24th March, 2020, the Indian government announced a strict 21-day lockdown which was further extended by 19 days and again by 14 days across the country to contain the spread of virus. There is a high level of uncertainty about the duration of the lockdown and the time required for life and business to get normal. The extent to which COVID-19 pandemic will impact the Group's operations and financial results is dependent on the future developments, which are highly uncertain, including among many the other things, any new information concerning the severity of the pandemic and any action to contain its spread or mitigate its impact, whether government mandated or elected by the Bank.

In accordance with the RBI guidelines relating to COVID-19 Regulatory Package dated 27th March, 2020 and 17th April, 2020, and clarification issued by RBI through Indian Bankers Association dated 6th May, 2020, the Bank and its NBFC subsidiaries are granting moratorium on the payment of installments and/or interest, as applicable, falling due between 1st March, 2020 and 31st May, 2020 ('moratorium period') to eligible borrowers classified as Standard, even if overdue, as on 29th February, 2020. The moratorium period, wherever granted, shall be excluded by the Bank from the number of days past-due for the purpose of asset classification under RBI's Income Recognition and Asset Classification norms. The Bank and its NBFC subsidiaries holds provisions as at 31st March, 2020 against the potential impact of COVID-19 based on the information available up to a point in time. The provisions held by the Bank and its NBFC subsidiaries are higher than the RBI prescribed norms.



11. RBI circular DBOD.No.BP.BC.1/21.06.201/2015-16 dated 1st July, 2015 on 'Basel III Capital Regulations' read together with the RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31st March, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards-Amendments', requires banks to make applicable Pillar 3 disclosures including leverage ratio and liquidity coverage ratio under the Basel III Framework. These disclosures are available on the Bank's website at the following link: <https://www.kotak.com/en/investor-relations/financial-results/regulatory-disclosure.html>. These disclosures have not been subjected to audit or limited review.
12. The change in the valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists, for the quarter and year ended 31st March, 2020 amounting to ₹ 5.94 crore and ₹ 4,100.96 crore respectively (for the quarter ended 31st December 2019, ₹ 1,740.22 crore, for the quarter and year ended 31st March, 2019, ₹ 2,725.50 crore and ₹ 4,919.30 crore respectively) has been included in "Policy holders' reserves, surrender expense and claims" under "Operating Expenses".
13. The Bank and some of its subsidiaries have elected to exercise the option permitted under section 115BAA of the Income-tax Act, 1961 as introduced by the Taxation Laws (Amendment) Act, 2019, during the year ended 31st March, 2020.
14. The Group (Bank and its subsidiaries) has sold its entire stake in Matrix Business Services India Private Limited, an Associate company, on 26th April, 2019 and accordingly it ceases to be an associate of the group from that date. Further, on 18th March 2020, the Group has reduced its stake in ECA Trading Services Limited (formerly known as ACE Derivatives & Commodity Exchange Limited), an Associate company from 40% to 20%.
15. There has been no change in the significant accounting policies during the quarter and year ended 31st March, 2020.
16. The summarised consolidated Balance Sheet of the Bank is given below:

₹ crore		
Summarised Balance Sheet	As at 31 st March, 2020 (Audited)	As at 31 st March, 2019 (Audited)
CAPITAL AND LIABILITIES		
Capital	1,456.52	1,454.38
Employees' Stock Options (Grants) Outstanding	2.87	2.07
Reserves and Surplus	65,677.60	56,825.36
Deposits	260,400.21	224,824.26
Borrowings	65,576.72	66,438.94
Policyholder's Funds	31,508.82	27,417.81
Other Liabilities and Provisions	18,549.97	18,208.43
TOTAL	443,172.71	395,171.25
ASSETS		
Cash and Balances with Reserve Bank of India	9,513.24	10,910.92
Balances with Banks and Money at Call and Short Notice	54,566.61	20,353.54
Investments	111,196.91	103,487.02
Advances	249,878.96	243,461.99
Fixed Assets	1,860.96	1,883.71
Other Assets	15,342.28	14,260.32
Goodwill on consolidation	813.75	813.75
TOTAL	443,172.71	395,171.25



17. Consolidated Segment information is as under:

₹ crore

Sr. No	Particulars	Quarter Ended			Year Ended	
		31-Mar-20 (Audited) Refer Note 4	31-Dec-19 (Unaudited)	31-Mar-19 (Audited) Refer Note 4	31-Mar-20 (Audited)	31-Mar-19 (Audited)
1	Segment Revenues:					
	Treasury, BMU and Corporate Centre	1,935.98	1,819.05	1,621.35	7,184.98	6,333.84
	Retail Banking	3,757.21	3,835.43	3,577.30	15,057.84	13,885.48
	Corporate / Wholesale Banking	3,707.88	3,458.25	3,314.66	13,918.46	11,392.66
	Vehicle Financing	560.28	574.25	601.62	2,334.43	2,407.69
	Other Lending Activities	464.35	467.69	520.73	1,974.16	1,839.75
	Broking (Refer Note 6)	378.78	342.26	348.80	1,393.27	1,352.51
	Advisory and Transactional Services	73.18	136.99	94.51	417.78	300.71
	Asset Management	314.07	272.26	244.08	1,121.48	1,106.03
	Insurance	2,083.58	3,754.43	4,477.53	11,063.09	10,711.88
	Sub-total	13,275.31	14,660.61	14,800.58	54,465.49	49,330.55
	Less: Inter-segment revenues	(1,190.60)	(1,118.18)	(977.25)	(4,165.80)	(3,427.19)
	Total Income	12,084.71	13,542.43	13,823.33	50,299.69	45,903.36
2	Segment Results:					
	Treasury, BMU and Corporate Centre	177.96	751.24	681.89	2,283.73	2,322.64
	Retail Banking	349.56	257.21	539.25	1,553.19	2,048.15
	Corporate / Wholesale Banking	1,280.46	1,051.10	979.14	4,384.22	3,287.57
	Vehicle Financing	63.70	133.33	125.97	444.01	524.79
	Other Lending Activities	171.30	157.60	212.61	651.93	649.37
	Broking	169.68	117.21	117.51	509.32	475.13
	Advisory and Transactional Services	(6.60)	73.09	51.32	168.69	141.12
	Asset Management	159.72	161.29	129.37	615.37	571.11
	Insurance	308.68	187.40	153.53	811.34	555.84
	Total Profit before tax, minority interest and associates	2,674.46	2,889.47	2,990.59	11,421.80	10,575.72
	Provision for tax	722.64	560.14	952.37	2,814.72	3,456.02
	Net Profit before share of Associates and Minority	1,951.82	2,329.33	2,038.22	8,607.08	7,119.70
3	Segment Assets:					
	Treasury, BMU and Corporate Centre	137,136.12	103,457.33	103,728.34	137,136.12	103,728.34
	Retail Banking	216,234.38	203,655.02	174,501.61	216,234.38	174,501.61
	Corporate / Wholesale Banking	153,443.88	142,816.79	134,695.27	153,443.88	134,695.27
	Vehicle Financing	19,505.92	19,626.63	21,565.40	19,505.92	21,565.40
	Other Lending Activities	15,340.95	16,791.34	19,546.88	15,340.95	19,546.88
	Broking	5,753.97	5,724.11	4,963.77	5,753.97	4,963.77
	Advisory and Transactional Services	319.06	360.99	266.76	319.06	266.76
	Asset Management	2,975.43	3,373.07	2,900.61	2,975.43	2,900.61
	Insurance	37,133.30	36,749.73	31,721.42	37,133.30	31,721.42
	Sub-total	587,843.01	532,555.01	493,890.06	587,843.01	493,890.06
	Less: Inter-segment assets	(145,997.82)	(125,956.88)	(99,880.27)	(145,997.82)	(99,880.27)
	Total	441,845.19	406,598.13	394,009.79	441,845.19	394,009.79
	Add: Unallocated Assets	1,327.52	1,217.76	1,161.46	1,327.52	1,161.46
	Total Assets as per Balance Sheet	443,172.71	407,815.89	395,171.25	443,172.71	395,171.25
4	Segment Liabilities:					
	Treasury, BMU and Corporate Centre	122,215.01	90,028.24	94,807.25	122,215.01	94,807.25
	Retail Banking	200,770.56	188,542.28	160,851.80	200,770.56	160,851.80
	Corporate / Wholesale Banking	137,983.86	128,655.32	122,068.09	137,983.86	122,068.09
	Vehicle Financing	14,185.38	14,214.30	17,819.58	14,185.38	17,819.58
	Other Lending Activities	7,610.77	7,654.56	6,952.50	7,610.77	6,952.50
	Broking	4,860.90	4,805.02	4,080.72	4,860.90	4,080.72
	Advisory and Transactional Services	74.52	98.35	70.14	74.52	70.14
	Asset Management	576.71	1,189.43	1,060.09	576.71	1,060.09
	Insurance	33,526.74	33,424.94	28,938.13	33,526.74	28,938.13
	Sub-total	521,804.45	468,612.44	436,648.30	521,804.45	436,648.30
	Less: Inter-segment liabilities	(145,997.82)	(125,956.88)	(99,880.27)	(145,997.82)	(99,880.27)
	Total	375,806.63	342,655.56	336,768.03	375,806.63	336,768.03
	Add: Unallocated liabilities	231.96	142.65	123.48	231.96	123.48
	Add: Share Capital, Reserves & Surplus & Minority Interest	67,134.12	65,017.68	58,279.74	67,134.12	58,279.74
	Total Capital and Liabilities as per Balance Sheet	443,172.71	407,815.89	395,171.25	443,172.71	395,171.25

18. Consolidated Cash Flow Statement:

₹ crore

Particulars	Year Ended	
	31-Mar-20 (Audited)	31-Mar-19 (Audited)
CASH FLOW FROM OPERATING ACTIVITIES		
Net Profit after tax	8,607.08	7,119.70
Add: Provision for tax	2,814.72	3,456.02
Net Profit before taxes	11,421.80	10,575.72
Adjustments for :-		
Employee Stock Options expense	2.77	1.80
Depreciation on Group's Property	464.89	458.42
Amortization of Premium on Investments	314.18	276.71
Diminution/ (write back) in the value of Investments	180.93	(22.14)
(Profit) / Loss on revaluation of Investments (net)	2,205.03	(336.25)
Profit on sale of Investments (net)	(1,547.75)	(875.76)
Provision for Non-Performing Assets, Standard Assets and Other Provisions	2,377.17	1,067.50
Profit on sale of Fixed assets	(29.42)	(21.61)
	15,389.60	11,124.39
Adjustments for :-		
(Increase) / Decrease in Investments - Available for Sale, Held for Trading and Stock-in-Trade	3,910.17	(8,597.71)
(Increase) in Advances	(7,983.30)	(38,387.05)
(Increase) in Other Assets	(982.82)	(537.51)
Increase in Deposits	35,575.95	33,588.46
Increase in Policyholders' Funds	4,091.00	4,992.48
Increase / (Decrease) in Other Liabilities and Provisions	(515.49)	3,070.79
Sub-total	34,095.51	(5,870.54)
Direct Taxes Paid (net of refunds)	(2,866.28)	(3,431.47)
NET CASH FLOW FROM OPERATING ACTIVITIES (A)	46,618.83	1,822.38
CASH FLOW FROM INVESTING ACTIVITIES		
Purchase of Fixed assets	(452.62)	(524.96)
Proceeds from sale of Fixed assets	39.93	33.93
Proceeds from Sale of Shares in Associates	14.26	-
Purchase consideration paid on acquisition of Subsidiary	-	(20.69)
(Increase) in Other Investments	(12,800.44)	(2,870.84)
NET CASH FLOW (USED IN) INVESTING ACTIVITIES (B)	(13,198.87)	(3,382.56)
CASH FLOW FROM FINANCING ACTIVITIES		
Dividend paid including corporate dividend tax	(233.02)	(193.26)
Money received on issue of Equity Shares / exercise of stock options	360.61	223.59
Share issue expenses	(0.37)	(0.70)
Money received on issue of Perpetual Non-Cumulative Preference Shares	-	500.00
Increase / (Decrease) in borrowings	(862.22)	7,834.96
NET CASH FLOW FROM / (USED IN) FINANCING ACTIVITIES (C)	(735.00)	8,364.59
Increase in Foreign Currency Translation Reserve (D)	130.43	59.42
NET INCREASE IN CASH AND CASH EQUIVALENTS (A + B + C + D)	32,815.39	6,863.83
CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR	31,264.46	24,400.63
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR	64,079.85	31,264.46
Balance with banks in India in Other Deposit Accounts	6,621.14	5,250.93
Balance with banks in India in Current Account	468.58	323.60
Money at call and short notice in India with Banks	3,145.84	4,875.20
Money at call and short notice in India with Other Agencies	40,300.00	4,300.00
Cash in hand	1,729.80	1,254.50
Balance with RBI in Current Account	7,783.44	9,656.42
Balance with banks Outside India:		
(i) In Current Account	757.36	786.44
(ii) In Other Deposit Accounts	3,273.69	4,817.37
CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR	64,079.85	31,264.46





19. Figures for the previous periods / years 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**

DN: cn=IN, o=Personal, cn=DIPAK
GUPTA,
serialNumber=9cf2f2c77f2e4a4d2c2
23dc68a2c3befd9074116998694506
1a3a47def953d2,
postalCode=400025,
2.5.4.20=280408f00ae3f1edca91e15
36a7d6f7ce6d2fba4207972d310649
8de5ad4170, st=Maharashtra
Date: 2020.05.13 12:06:46 +05'30'

Dipak Gupta
Joint Managing Director

Mumbai, 13th May, 2020



MEDIA RELEASE

KOTAK MAHINDRA BANK ANNOUNCES RESULTS

Bank PAT for FY20 ₹ 5,947 cr up 22.2% YoY

Consolidated PAT for FY20 ₹ 8,593 cr up 19.3% YoY

Mumbai, 13th May, 2020: The Board of Directors of Kotak Mahindra Bank ("Kotak Bank") took on record the audited standalone and consolidated results for Q4FY20 and FY20, at the Board meeting held in Mumbai, today.

Kotak Mahindra Bank standalone results

Net Interest Income (NII) for FY20 increased to ₹ 13,500 cr from ₹ 11,206 cr in FY19 and for Q4FY20 increased to ₹ 3,560 cr from ₹ 3,036 cr in Q4FY19.

Net Interest Margin (NIM) for Q4FY20 at 4.72%.

Bank PAT for FY20 increased to ₹ 5,947 cr from ₹ 4,865 cr in FY19 and for Q4FY20 decreased to ₹ 1,267 cr from ₹ 1,408 cr in Q4FY19.

Advances as on March 31, 2020 were up 7% to ₹ 219,748 cr (₹ 205,695 cr as on March 31, 2019). Bank has made a COVID 19 related general provision of ₹ 650 cr, which is higher than the RBI requirement. Total provisioning towards Advances (including specific, standard and Covid provisions) is higher than the GNPA of the Bank.

CASA ratio as on March 31, 2020 stood at 56.2% compared to 52.5% as on March 31, 2019. Average Savings deposits grew by 21% to ₹ 85,656 cr for FY20 compared to ₹ 70,990 cr for FY19. Average Current Account deposits grew by 17% to ₹ 33,699 cr for FY20 compared to ₹ 28,742 cr for FY19. TD Sweep deposits as on March 31, 2020 were 6.6% of the total deposits.

The Relationship Value of all the customers of Wealth, Priority Banking and Investment Advisory ~ ₹ 270,000 cr as on March 31, 2020.

Capital adequacy ratio of the Bank as per Basel III, as on March 31, 2020 is 17.9% and Tier I ratio is 17.3%.

As on March 31, 2020, the Bank had a national network of 1,600 branches and 2,519 ATMs, and branches in GIFT City and DIFC (Dubai), affording it the capacity and means to serve its customers through its wide presence.

As on March 31, 2020, GNPA was 2.25% & NNPA was 0.71%. As on March 31, 2020, SMA2 outstanding was ₹ 96 cr (0.04% of net advances).

In accordance with RBI Circular, dated April 17, 2020, the Board of Directors of Kotak Bank has not recommended any dividend for FY20.

Consolidated results at a glance

Consolidated PAT for FY20 increased to ₹ 8,593 cr from ₹ 7,204 cr in FY19 and for Q4FY20 decreased to ₹ 1,905 cr from ₹ 2,038 cr in Q4FY19.

For FY20, the Bank's contribution to the PAT was ₹ 5,947 cr. The subsidiaries and associates net contribution was 31% of the consolidated PAT. The contribution of key subsidiaries is given below:

Subsidiaries PAT (₹ cr)	FY20	FY19
Kotak Mahindra Prime	673	599
Kotak Mahindra Investments	270	207
Kotak Securities	550	452
Kotak Mahindra Life Insurance	608	507
Kotak AMC & TC	337	255
International Subsidiaries	119	148

The Embedded Value (IEV methodology) of Kotak Mahindra Life Insurance as on March 31, 2020 was ₹ 8,388 cr. The Value of New Business (VNB) for FY20 was ₹ 643 cr and the New Business (VNB) Margin for FY20 was 28.8%. The 13th month persistency as on YTD February 2020 was 87.8%.

The market share of Kotak Securities in the cash segment was 9.1% for FY20 (FY19 - 9.1%).

COVID 19 related general provision of ₹ 714 cr has been made at the consolidated level, which includes ₹ 650 cr at the Bank level.

Consolidated Capital & Reserves and Surplus as on March 31, 2020 was ₹ 67,134 cr (₹ 58,280 cr as on March 31, 2019). The Book Value per Share was ₹ 348.3.

Consolidated Advances were ₹ 249,879 cr as on March 31, 2020 (₹ 243,462 cr as on March 31, 2019)

Total assets managed / advised by the Group as on March 31, 2020 were ~ ₹ 226,000 cr.

Digital Update

In FY20, ~ 44 lakh 811 accounts were opened. Accounts continue to be opened in April and May 2020, during lockdown. Current run rate in May 2020 is ~ 14,000 accounts per day.

Digital remains an area of focus for the Group. During Q4FY20, the share of Recurring Deposits sourced digitally was ~93% and that of Term Deposits was ~80%. With the implementation of Open Banking, 91 API relationships have been enabled till March 31, 2020.

Kotak Securities mobile transaction total ADVs grew 119% YoY in Q4FY20. 94% of the individual policies sourced in Q4FY20 by Kotak Life Insurance were through Genie - tablet based end to end sales solution. Further, 96% of the Banca channel sales in Q4FY20 were through Genie. Increasing its digital footprint within the bank, more than 60% of Kotak General Insurance business in retail liabilities was sourced digitally.



The financial results of the subsidiaries (excluding insurance companies) and associates used for preparation of the consolidated financial results are in accordance with Generally Accepted Accounting Principles in India ('GAAP') specified under Section 133 and relevant provision of Companies Act, 2013. The financial statements of such Indian subsidiaries and associates are prepared as per Indian Accounting Standards in accordance with the Companies (Indian Accounting Standards) Rules, 2015.

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 (KMBL).

Kotak Mahindra Group (Group) offers a wide range of financial services that encompass every sphere of life. From commercial banking, to stock broking, mutual funds, life and general insurance and investment banking, the Group caters to the diverse financial needs of individuals and the corporate sector. The premise of Kotak Mahindra Group's business model is *concentrated India, diversified financial services*. The bold vision that underscores the Group's growth is an inclusive one, with a host of products and services designed to address the needs of the unbanked and insufficiently banked.

Kotak Mahindra Group has a global presence through its subsidiaries in UK, USA, Gulf Region, Singapore and Mauritius with offices in London, New York, California, Abu Dhabi, Mauritius and Singapore respectively. As on March 31, 2020, Kotak Mahindra Bank Ltd has a national footprint of 1,600 branches and 2,519 ATMs, and branches in GIFT City and DIFC (Dubai).

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

For further information, please contact

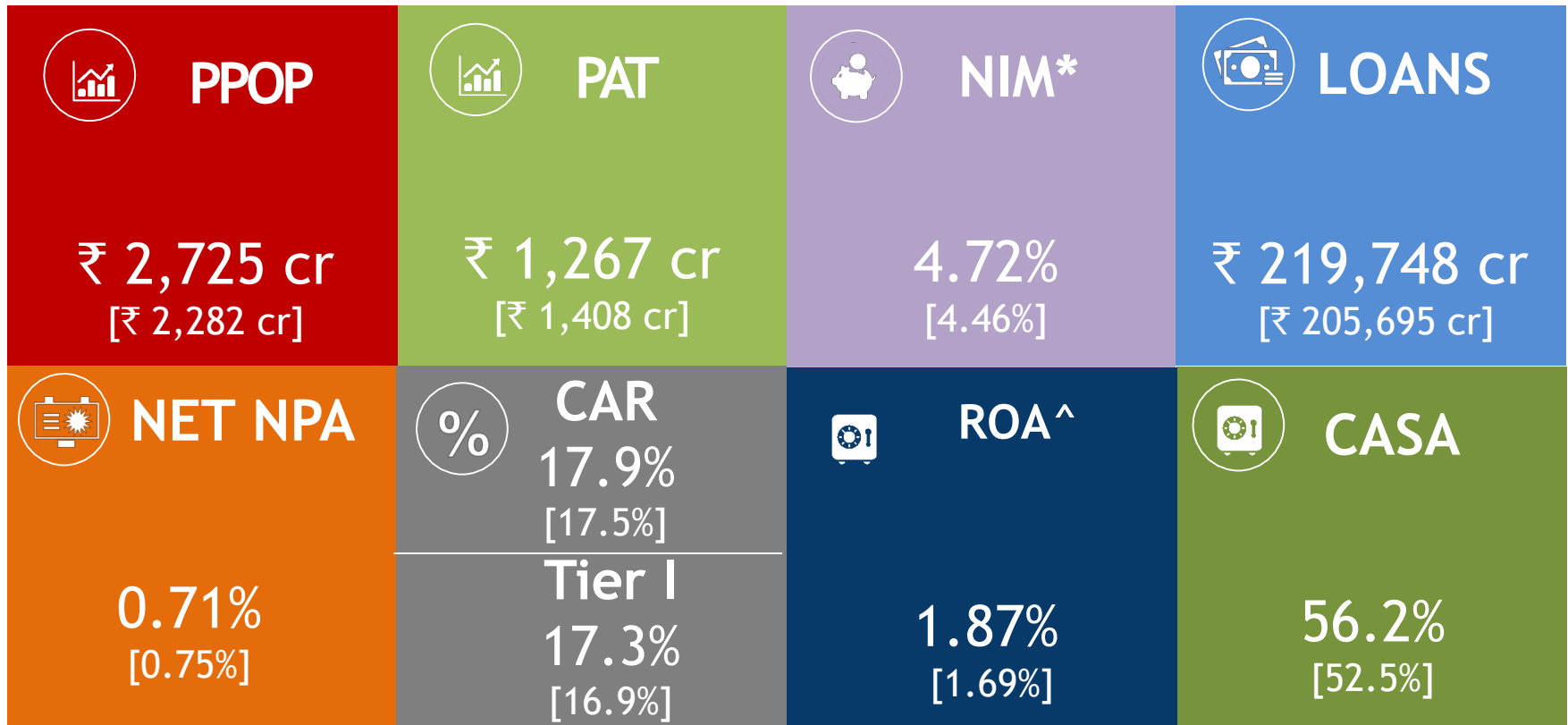
Rohit Rao Kotak Mahindra Bank Phone: +91-22-61660001 Rohit.Rao@kotak.com	Phiroza Choksi Kotak Mahindra Bank Phone: +91-22-61660001 Phiroza.Choksi@kotak.com	Lalita Tiwari Fortuna PR Mobile: +91 9930252484 Lalita@fortunapr.com	Rakesh Sharma Fortuna PR Mobile: +91 9833537679 Rakesh@fortunapr.com
---	---	---	---

EARNINGS UPDATE Q4FY20

Presentation on financial results for the period ended March 31, 2020

May 13, 2020

Standalone Highlights Q4FY20



Figures in [brackets] are Q4FY19 numbers

* Doesn't include dividend income and interest on income-tax refund

^ YTD, annualised

Profit and Loss Account



₹ cr	Q4FY20	Q4FY19	Q3FY20	FY20	FY19
Net Interest Income	3,560	3,036	3,430	13,500	11,206
Other Income	1,489	1,282	1,341	5,372	4,657
<i>Fee and Services</i>	1,270	1,199	1,136	4,731	4,287
<i>Others</i>	219	83	205	641	370
Net Total Income	5,049	4,318	4,771	18,872	15,863
Employee Cost	970	857	1,092	3,878	3,159
Other Operating Expenses	1,354	1,179	1,291	4,973	4,356
Operating Expenditure	2,324	2,036	2,383	8,851	7,515
Operating Profit	2,725	2,282	2,388	10,021	8,348
Provision On Adv/Receivables (net)	373	240	432	1,476	976
General provision - COVID related	650	-	-	650	-
Provision On Investments	24	(69)	12	90	(14)
Provision & Contingencies	1,047	171	444	2,216	962
PBT	1,678	2,111	1,944	7,805	7,386
Provision For Tax	411	703	348	1,858	2,521
PAT	1,267	1,408	1,596	5,947	4,865

Fees & Services

₹ cr	Q4FY20	Q4FY19	Q3FY20	FY20	FY19
Distribution & Syndication Income	234	210	128	590	689
General Banking Fees	1,007	965	978	4,021	3,508
Others	29	24	30	120	90
Fees and Services	1,270	1,199	1,136	4,731	4,287

Deposits - CASA

CASA (₹ cr)

CASA %

56.2%

52.5%

53.7%

104,609

79,685

91,729

43,013

38,901

36,788

Mar-20

Mar-19

Dec-19

■ CA ■ SA

Wholesale
floating rate SA
(included above)

10,836

9,926

8,730

YoY %

Avg SA (YTD)

85,656

21%

70,990

Avg CA (YTD)

33,699

17%

28,742

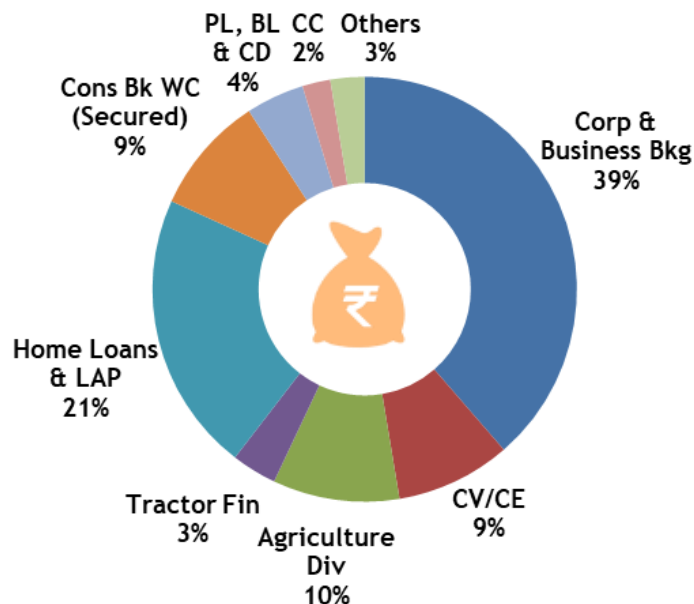
Savings Deposit crossed ₹
1 lakh crore

811 Accounts opened in
FY20: ~44 lakh.
Continuing to open in
April and May, during
lockdown. Current run
rate in May ~14,000 per
day

- Total Deposits (excl. CDs) grew 20% YoY to ₹ 258,409 crore
- Total Deposits grew 16% YoY to ₹ 262,821 crore
- Term deposits (excl. CDs) grew 14% YoY to ₹ 110,788 crore
- CDs decreased 55% YoY to ₹ 4,412 crore

- CASA, and TDs below ₹ 5 cr constitute 86% (PY: 81%) of total deposits
- TDs below ₹ 1 cr were ₹ 63,549 cr (PY: ₹ 55,279 cr)
- TD Sweep: 6.6% (PY: 6.5%) of total deposits
- Cost of SA for Q4FY20: 5.23% (Q4FY19: 5.66%)
- 1,600 branches (excl GIFT & DIFC) as on 31st Mar, 2020

31-Mar-20 (₹ 219,748 cr)



Advances

₹ cr	31-Mar-20	31-Mar-19	31-Dec-19
Corp & Business Bkg	84,855	80,104	83,423
CV/CE	19,253	19,706	18,993
Agriculture Division	21,188	20,625	20,481
Tractor Finance	7,569	6,367	7,255
Home Loans & LAP	46,881	40,722	46,031
Consumer Bank WC (Secured)	19,839	19,350	19,859
PL, BL and Consumer Durables	9,754	9,001	9,839
Credit Cards	4,701	4,103	4,885
Others	5,708	5,717	6,008
Total Advances	219,748	205,695	216,774

Asset Quality

Asset Quality

₹ cr	31-Mar-20	31-Mar-19	31-Dec-19
GNPA	5,027	4,468	5,413
NNPA	1,558	1,544	1,925
GNPA (%)	2.25%	2.14%	2.46%
NNPA (%)	0.71%	0.75%	0.89%
PCR (excl standard and COVID provision)*	69.0%	65.4%	64.4%
Slippages for the quarter	491	907	1,062

* excl technical write-off

• If the benefit of RBI circular dated 17th Apr, 2020 not taken, GNPA would be higher by ~ ₹ 660 crore

▪ Total provisioning towards advances (including specific, standard, COVID provisions) higher than the GNPA of the Bank

▪ SMA2 outstanding - ₹ 96 cr, 0.04% of net advances (PY: ₹ 138 cr, 0.07% of net advances)

- COVID provisioning higher than required by RBI
- Amounts overdue on 29th Feb, 2020 and moratorium availed upto 30th Apr, 2020 considered
- COVID Provisioning at ~10% at account level
- ~26% of borrowers by value at account level have availed moratorium upto 30th Apr, 2020

Specific Sectors Exposure

Specific Sectors as per Basel III

Outstanding* (₹ cr)	31-Mar-20	%	31-Mar-19	%	31-Dec-19	%
NBFCs	11,294	4.0%	11,081	4.0%	11,756	4.2%
:Of which HFC	4,548	1.6%	3,037	1.1%	4,311	1.5%
CRE (excl LRD)	6,251	2.2%	4,666	1.7%	5,844	2.1%
LRD	4,457	1.6%	4,574	1.6%	4,521	1.6%
Total including above	285,585		278,421		279,040	

**Above outstanding includes Loans, non-SLR investments, bank balances, current exposure and non-fund*

Balance Sheet



₹ cr	31-Mar-20	31-Mar-19	31-Dec-19
Capital & Reserves and Surplus	49,015	42,898	47,606
Deposits	262,821	225,880	239,354
CA	43,013	38,901	36,788
SA	104,609	79,685	91,729
<i>Term Deposits</i>	<i>115,199</i>	<i>107,294</i>	<i>110,837</i>
<i>Of which: TD Sweep</i>	<i>17,467</i>	<i>14,777</i>	<i>17,656</i>
Borrowings	37,993	32,249	26,465
Other Liabilities and Provisions	10,423	11,145	10,056
Total Liabilities	360,252	312,172	323,481

₹ cr	31-Mar-20	31-Mar-19	31-Dec-19
Cash, Bank and Call	53,292	24,676	19,090
Investments	75,052	71,189	76,601
<i>Government Securities</i>	<i>61,906</i>	<i>58,063</i>	<i>62,814</i>
<i>Others</i>	<i>13,146</i>	<i>13,126</i>	<i>13,787</i>
Advances	219,748	205,695	216,774
Fixed Assets and Other Assets	12,160	10,612	11,016
Total Assets	360,252	312,172	323,481

Have sought shareholders' approval for upto 65 million equity share issuance

Q4FY20

~93%

- Recurring Deposit sourced digitally

~80%

- Fixed Deposit sourced digitally

~61%

- Mobile Banking growth YoY*[^] (Volume)

~47%

- YoY[^] growth in monthly active users on Mobile Banking

~83%

- Mobile banking customers are ONLY on mobile app (Mar20)

~24X

- Logins on mobile banking compared to Net Banking (Mar20)

~0.95mn

- Monthly Service Requests processed thru Keya Chatbot (Mar20)

37%

- Salaried personal loans contribution through digital in Q4FY20



New Features



- Google Assistant integration (1st Bank in India)
Customers can view balance through Google assistant



- UPI 2.0
Customers can create, approve, revoke mandates



- My policies
Customers can view details of Group insurance policies and renew



- 811 Account opening platform
 - Extended to Branch, Corporate salary & other channels
 - Web push & WhatsApp deployed

Key Highlights



1.74X growth of consumer volumes in Q4FY20 over Q4FY19



39X growth of registered UPI merchant base in Q4FY20 over Q4FY19

20X growth of UPI transactions acquired in Q4FY20 over Q4FY19



KayMall

~1.3X GMV Growth for KayMall in Q4FY20 over Q4FY19 (mCommerce & eCommerce)

Key Trends



Open Banking has enabled **91** API relationships YTD FY20 with **~15.9X** transaction growth in Q4FY20 over Q4FY19



Consumer UPI P2M (Peer to Merchant) Checkouts have grown **~4X** in Q4FY20 over Q4FY19



% Share of P2M Merchant checkout transactions have grown **2X** i.e. **45%** of UPI transactions in Q4FY20 over Q4FY19



Kotak Securities



76%
growth YoY*
in Online
Total ADV



119%
growth YoY*
in Mobile
Total ADV

*Q4FY20 v/s Q4FY19



Kotak Life Insurance

94%

Individual Policies sourced in Q4FY20 through Genie (Tablet based end to end sales solution)

96%

Business (sales in Q4FY20) comes through Genie for BANCA channel

99.9%

Applications shared via digital medium in Q4FY20 (On-board advisors provided with Mobility solution digitally)

96%

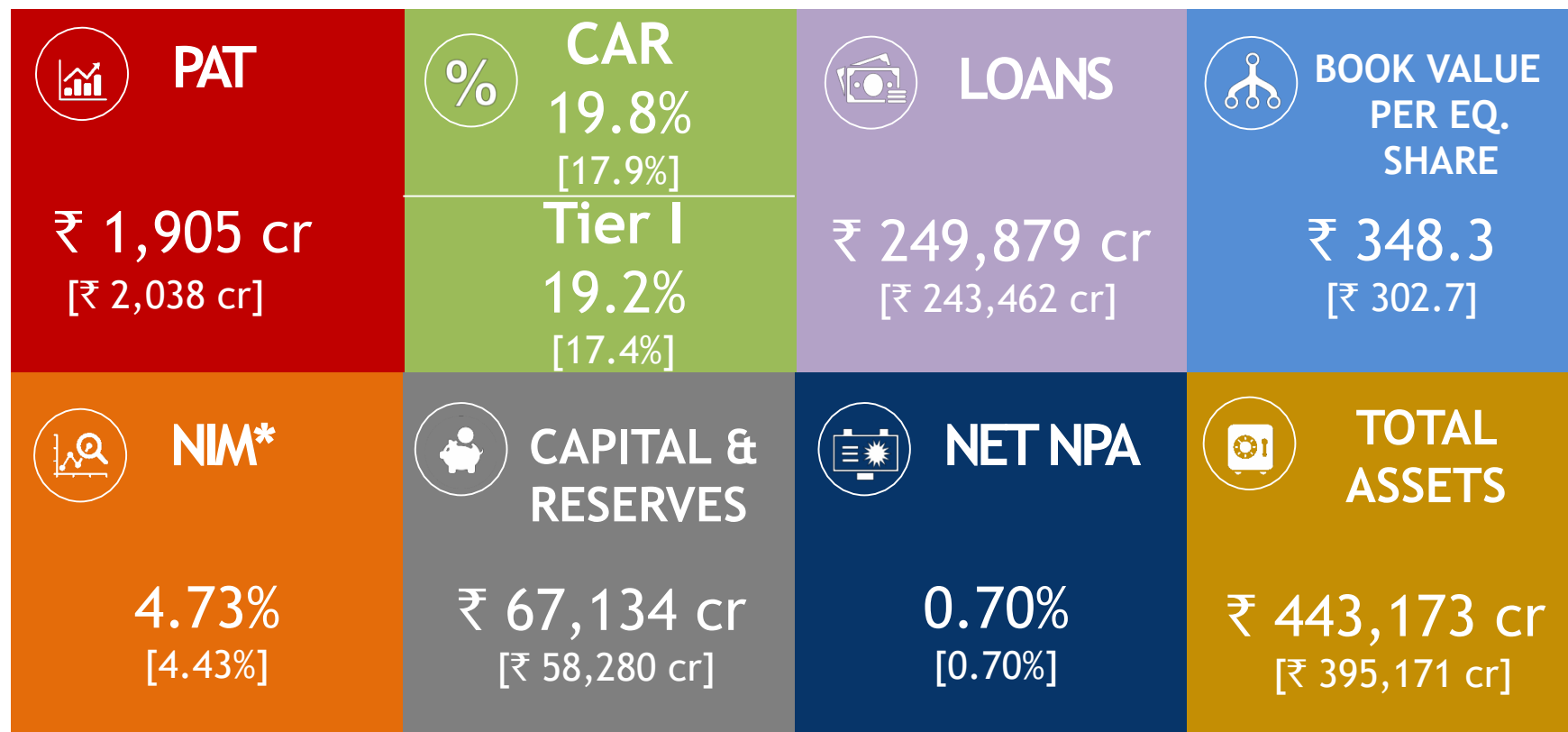
Active Life Advisors till YTD Mar 20 uses Smart sell (Pre Marketing, engagement and productivity app)



Kotak General Insurance

Increasing its digital footprint within the bank, more than **60%** of KGI business in retail liabilities was sourced digitally

Consolidated Highlights Q4FY20



Figures in [brackets] are Q4FY19 numbers

* Doesn't include dividend income and interest on income-tax refund

Financial results have been prepared under Indian Generally Accepted Accounting Principles

Consolidated PAT



₹ cr	Q4FY20	Q4FY19	Q3FY20	FY20	FY19
Kotak Mahindra Bank	1,267	1,408	1,596	5,947	4,865
Kotak Mahindra Prime	161	164	187	673	599
Kotak Mahindra Investments	77	73	64	270	207
Kotak Securities	163	111	128	550	452
Kotak Mahindra Capital	(7)	21	40	79	63
Kotak Mahindra Life Insurance	165	138	166	608	507
Kotak AMC and TC	88	75	91	337	255
International Subsidiaries	30	32	26	119	148
Others	7	15	30	78	67
Total	1,951	2,037	2,328	8,661	7,163
Affiliates and Others	(46)	1	21	(68)	41
Consolidated PAT	1,905	2,038	2,349	8,593	7,204

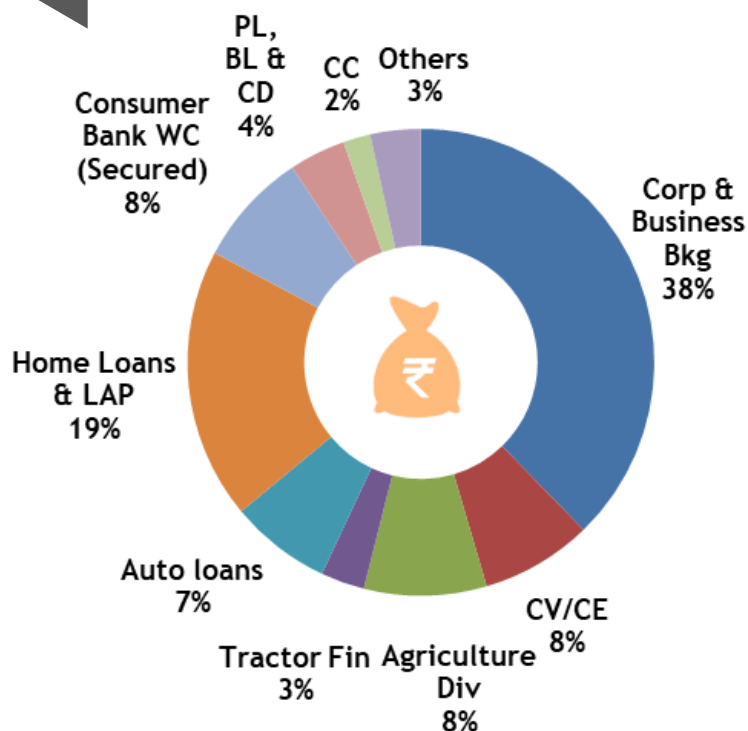
Entity wise Capital & Reserves and Surplus



₹ cr	31-Mar-20	31-Mar-19	31-Dec-19
Kotak Mahindra Bank	49,015	42,898	47,606
Kotak Mahindra Prime	6,088	5,416	5,927
Kotak Mahindra Investments	1,860	1,590	1,783
Kotak Securities	4,529	3,979	4,366
Kotak Mahindra Capital	622	572	629
Kotak Mahindra Life Insurance	3,354	2,745	3,189
Kotak AMC and TC	886	583	799
Kotak Infrastructure Debt Fund	383	349	373
Kotak Mahindra General Insurance	165	108	174
International Subsidiaries	1,230	1,009	1,131
Kotak Investment Advisors	365	355	364
Other Entities	275	213	269
Total	68,772	59,817	66,610
Affiliates	942	942	968
Inter-company and Others	(2,580)	(2,479)	(2,560)
Consolidated Capital & Reserves and Surplus	67,134	58,280	65,018

Consolidated Advances

31-Mar-20 (₹ 249,879 cr)



Consolidated Advances

₹ cr	31-Mar-20	31-Mar-19	31-Dec-19
Corp & Business Bkg	94,187	90,273	93,775
CV/CE	19,253	19,706	18,993
Agriculture Division	21,188	20,625	20,481
Tractor Finance	7,569	6,367	7,255
Auto loans	17,485	20,297	18,008
Home Loans & LAP	46,881	40,722	46,031
Consumer Bank WC (Secured)	19,839	19,350	19,859
PL, BL and Consumer Durables	9,754	9,003	9,839
Credit Cards	4,701	4,103	4,885
Others	9,022	13,016	11,046
Total Advances	249,879	243,462	250,172

₹ cr	FY20
Indian Embedded Value (IEV)*	8,388
Value of New Business (VNB)	643
VNB Margin (%)	28.8%

Highlights

- Individual Conservation ratio: 88.9%
- Share of Risk Premium~ as percentage of Total New Business Premium : 28.7%
- Claims settlement ratio FY20: 99.2%

Individual New Business Product Mix [#]	FY20
Participating Products	40.5%
Non-Participating Products	39.0%
ULIP	20.5%

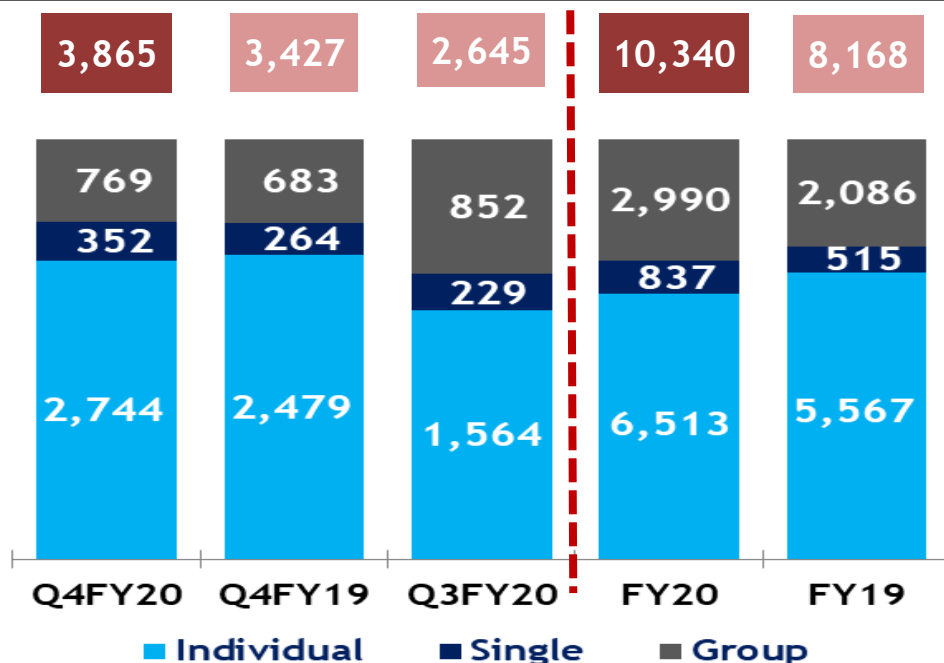
Individual New Business Channel Mix	FY20
Bancassurance	44%
Agency & Others	56%

Persistency	YTD Feb'20
For 13 th month	87.8%
For 25 th month	79.6%
For 37 th month	71.2%
For 49 th month	65.4%
For 61 st month	61.5%

* Computed based on the principles prescribed by APS10. The methodology, assumptions and results have been reviewed by Willis Towers Watson Actuarial Advisory LLP.

[#]Based on Individual New Business Premium APE : Annualised Regular Premium + 1/10th Single Premium
 ~ Total Group OYRT business is part of Risk New Business Premium

Gross Written Premium (₹ cr)



Highlights

- Gross Written Premium growth 26.6% YoY
- Gross Individual Premium growth 20.8% YoY
- Renewal Premium growth 24.9% over FY20
- Group Premium growth 43.3% YoY
- AUM (Policyholders') as on 31st Mar, 2020: ₹ 32,080 cr, growth of 14.6% YoY

₹ cr	Q4FY20	Q4FY19	Q3FY20	FY20	FY19
Capital	562	562	562	562	562
Other Reserves and Surplus	2,791	2,183	2,627	2,791	2,183
Total Premium	3,865	3,427	2,645	10,340	8,168
Profit After Tax (Shareholders')	165	138	166	608	507
Solvency Ratio (x)	2.90	3.02	3.04	2.90	3.02

Capital Markets & Advisory



Equity



SBI CARDS & PAYMENT SERVICES LTD.
Initial Public Offerings

₹ 10,341 cr



AVENUE SUPERMARTS LTD.
Qualified Institutional Placements
Offer for Sale

₹ 7,526 cr

Advisory



₹ 120 cr

Buyback Offer to the shareholders of
Aster DM Healthcare Ltd.

KMCC - (₹ cr)	Q4FY20	Q4FY19	Q3FY20	FY20	FY19
Total Income	22	55	89	229	176
Profit Before Tax	(9)	32	53	108	93
Profit After Tax	(7)	21	40	79	63

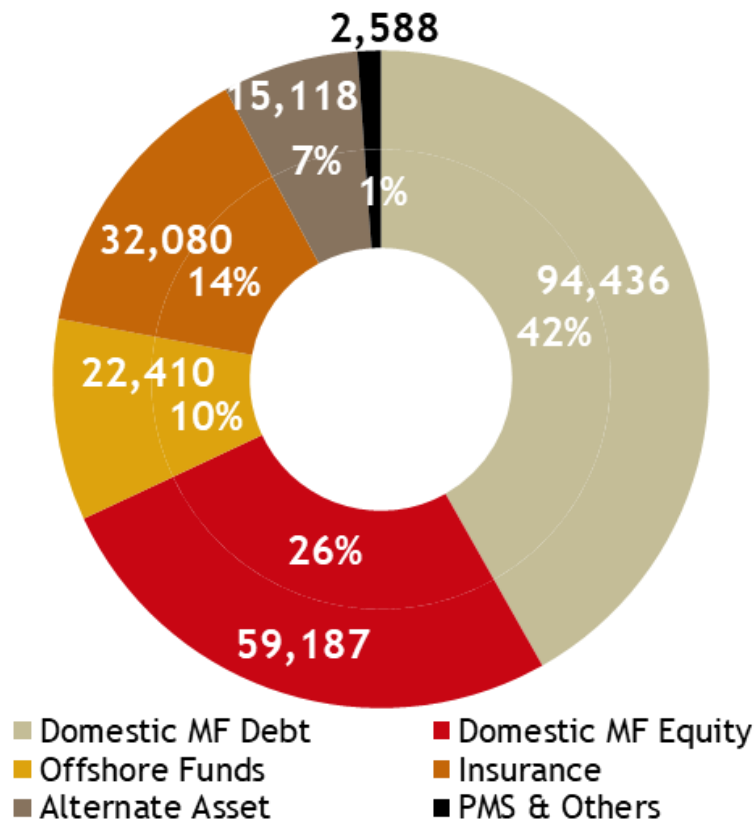
Kotak Securities (₹ cr)	Q4FY20	Q4FY19	Q3FY20	FY20	FY19
Total Income	463	396	409	1,690	1,582
Profit Before Tax	218	165	171	738	680
Profit After Tax	163	111	128	550	452
Market Share* (%)				1.7	2.6

*excluding BSE Derivative segment

Market Share in Cash Segment FY20 - 9.1% (FY19 - 9.1%)

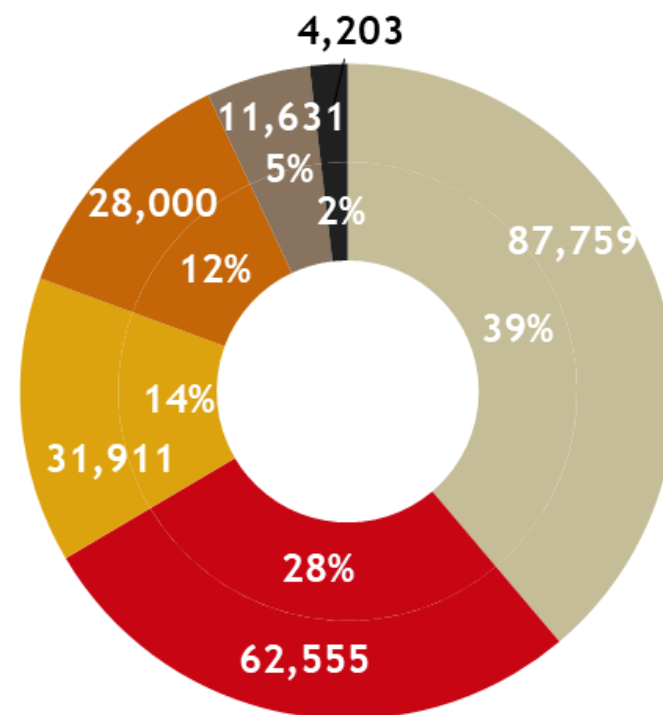
1,315 branches, franchises and referral co-ordinators

31st Mar, 2020



AUM ₹ 225,819 cr

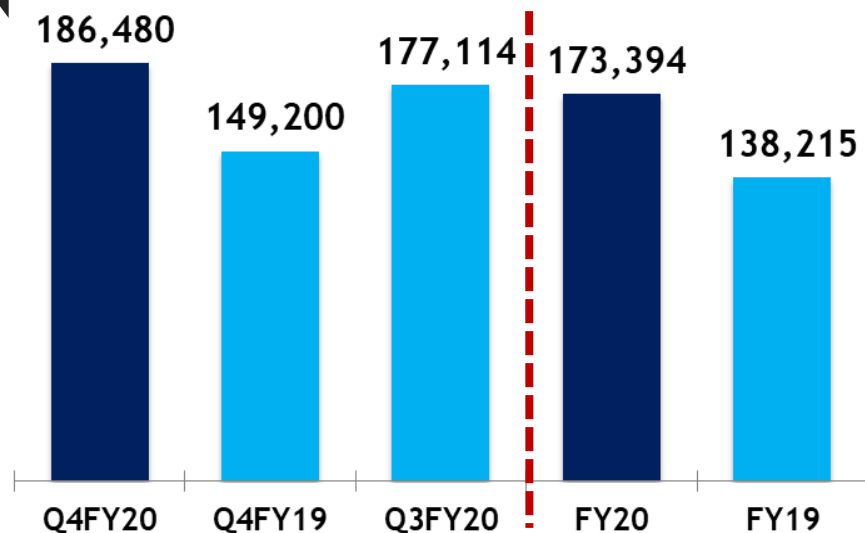
31st Mar, 2019



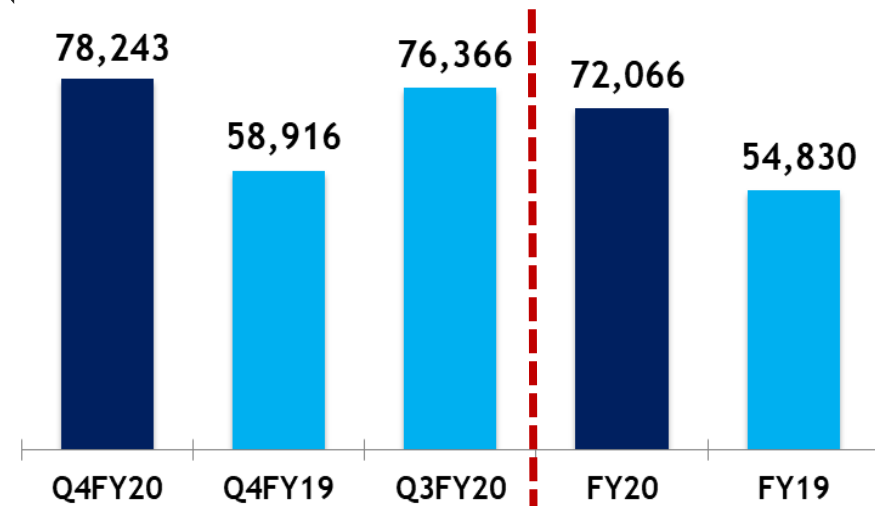
AUM ₹ 226,059 cr

Relationship Value of Wealth + Priority + Investment Advisory as on 31st Mar, 2020 ~ ₹ 270,000 cr (PY: ~₹ 270,000 cr)

Average Assets Under Management (₹ cr) - Overall



Average Assets Under Management (₹ cr) - Equity

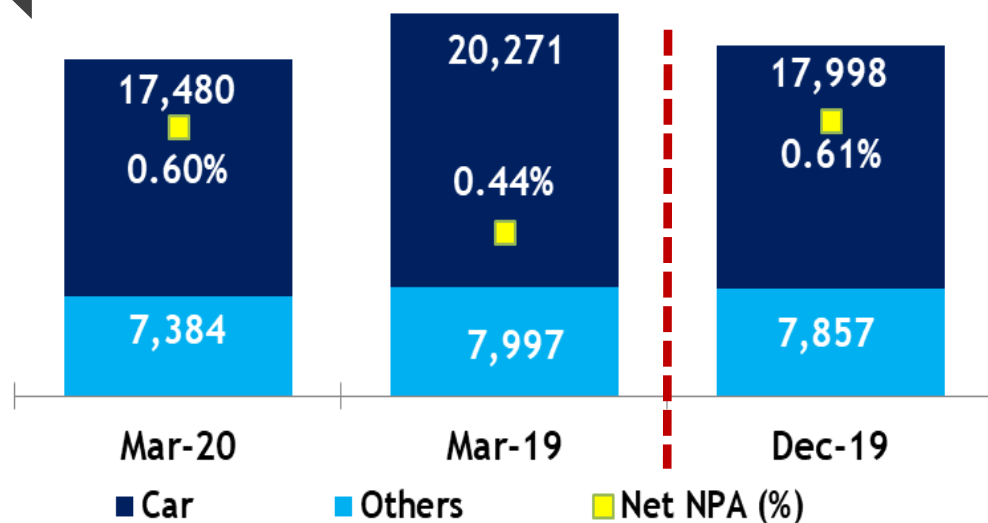


₹ cr	Q4FY20	Q4FY19	Q3FY20	FY20	FY19
Profit Before Tax	117	116	122	454	388
Profit After Tax	88	75	91	337	255

Highlights

- Overall Ranking on AAUM improved to 6th in Q4FY20 (Q4FY19: 7th)
- Overall Market share on AAUM rose to 6.9% in Q4FY20 (Q4FY19: 6.1%)
- Equity AAUM market share rose to 6.1% in Q4FY20 (Q4FY19: 5.2%)

Customer Assets* (₹ cr) & NNPA (%)

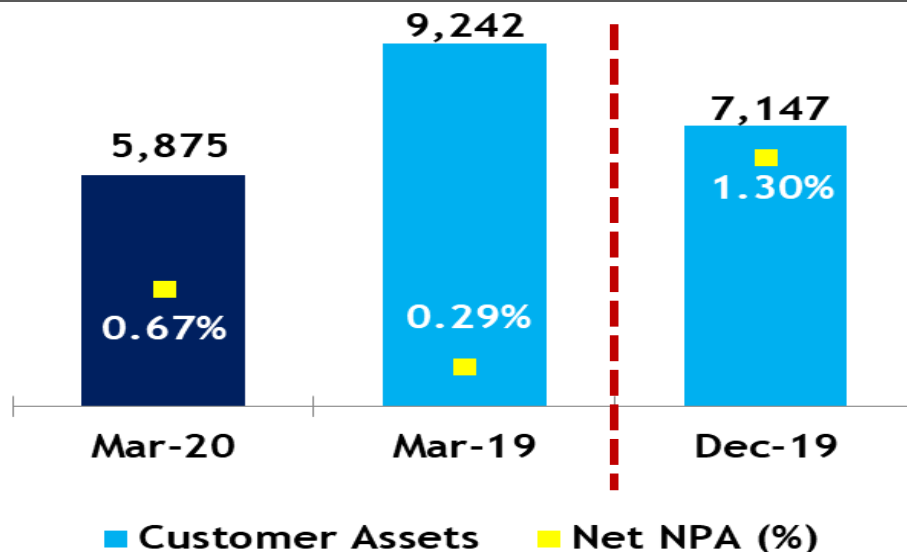


₹ cr	Q4FY20	Q4FY19	Q3FY20	FY20	FY19
NII	313	292	312	1,229	1,104
Other Income	99	85	65	291	288
NII and Other Income	412	377	377	1,520	1,392
Profit Before Tax	203	240	250	923	905
Profit After Tax	161	164	187	673	599
CAR (%)	24.3			24.3	
ROA (%) - annualised	2.3			2.3	

* Includes loans and credit substitutes

COVID provision ₹ 50 crore during Q4FY20

Customer Assets* (₹ cr) & NNPA (%)



₹ cr	Q4FY20	Q4FY19	Q3FY20	FY20	FY19
NII	100	92	87	362	290
Other Income	19	43	22	92	97
NII and Other Income	119	135	109	454	387
Profit Before Tax	103	111	84	368	316
Profit After Tax	77	73	64	270	207
CAR (%)	29.4			29.4	
ROA (%) - annualised	3.8			2.9	

* Includes loans and credit substitutes

COVID provision ₹ 14 crore during Q4FY20

Geographical Presence



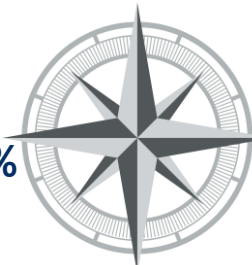
Branches 1,600* [No./%]

North
485/30%

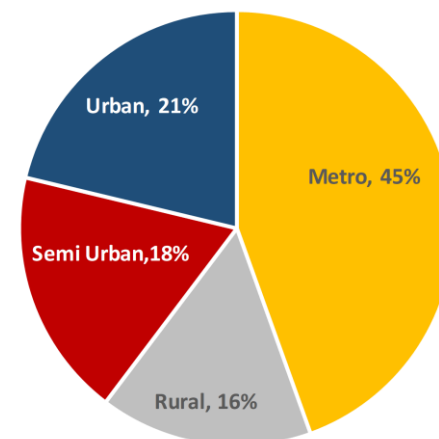
West
493/31%

East
122/8%

South
500/31%



Branch Classification



No of ATMs

2,519

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

Bank Awards & Recognition



- **AsiaMoney Best Bank Awards, 2020**
Best Corporate and Investment Bank
- **AsiaMoney Best Bank Awards, 2020**
Best Corporate and Investment Bank
- **India Digital Awards, 2020**
Best use of Bots - WhatsApp Banking
- **Best Tech Awards 2020 :**
AI/ Machine Learning category for KEYA (AI powered Voicebot & Chatbot)
- **Indian Marketing Awards 2019:**
 - 811 #IndialInvited
 - Best Use of Integrated Marketing Campaign
- **811 #BenchofUnity**
- Gold in category 'Use of Consumer Insight'
- **Global Customer Engagement Awards 2019 - Gold Awards :**
 - Digital Marketing category
- **#NoOneLikeMom Campaign**
video

- **India Banking Summit & Awards 2019**
 - Best product Innovator of the year for Whatsapp Banking
 - Best Customer Service Provider of the Year
- **DX Summit & Awards**
Best Practice in Digital Transformation 2019 for Project Velocity
- **Published by The legal 500**
GC Powerlist Indian Teams 2019
- **India Fintech Awards (IFTA) 2019**
Most Innovative Bank of the year
- **FE India's Best Bank Awards**
Best Savings Bank Product
- **DMAI International Echo :**
811 #IndialInvited Campaign
- **The League of American Communications Professionals 2019 spotlight awards**
Annual report titled - 'Courage of Conviction. Constancy of change' - Bronze

- **Banker's Choice Awards**
 - Best Cash Mgt Bank
 - Best Supplier Relationship Mgt
 - Best E-commerce Initiative, Application or Programme: "Kotak ALLPAY"
- **The Asian Banker Transaction Banking Awards, 2019:**
 - Best Cash Mgmt. Bank
 - Best Productivity, Efficiency & Automation Initiative, Application or Programme -Kotak Bank 'Smart Collect'
- **Magna Awards 2019 by Business world**
 - Best Mid- Size Bank
 - Fastest growing Mid size Bank
- **Ms. Shanti Ekambaram**
- **The 50 most powerful women by Fortune India**
- **The Most powerful Women in Business 2019**
Business Today
- **13th ICAI Awards**
CA Business Leader Award



Mr. Uday Kotak

- **Lifetime Achievement Award**
Magna Awards 2019 by Businessworld

- **CEO of the Year Award**
CNBC-Awaaz CEO Awards 2018

- **Global Leadership Award**
USIBC Global Leadership Award

- **Banker of the Year**
Businessworld Magna Awards 2018

- **Best CEO in Banking sector**
Business Today Best CEO Awards 2019

Mr. Jaimin Bhatt

- **CFO Award**
For Sustained Excellence Over a Decade

Awards and Recognition



Euromoney Private Banking and Wealth Management Survey, 2019 Ranked #1

- Best Private Banking Services Overall
- Net worth Specific Services (Ultra HNI, HNI, Super affluent clients)
- Family Office Services
- Research and Asset Allocation Advice
- Philanthropic Advice

PWM/ The Banker Global Private Banking Awards Best Private Bank, India

Finance Asia Achievement Awards

Best India Deal - Embassy Office REIT \$690 million

Global Finance

Best Private Bank for New customer segments globally

Global Finance 2020 Private Bank Awards honouree



2019 Finance Asia Country Awards Best Broker

Gold at ACEF for Email marketing & successful of technology

Asiamoney Brokers poll Ranked first in India in 2019

Asiamoney Brokers poll Best for overall research (India) in 2019



VCCircle Awards 2020 Winner Fund Raiser of the Year - Private Equity (KIAL)



Thomson Reuters Lipper India 2019 fund Awards - India Fund Award for Kotak Equity Arbitrage Fund Regular Plan-Growth Option (5 yrs & 10 yrs)

Best Value Creator Fund Debt : Business Today - Money Today Financial Awards 2018-2019 Corporate Bond Fund

2019 CIO100 Award



Best Securities Houses in Asia Awards Best securities house in India in Asiamoney's 2019

The Asset Triple A Country Awards 2019

- Best Equity Advisor, India
- Best M&A advisor
- Best IPO, India Embassy Office parks REIT US\$688mn IPO
- Best QIP, India for Godrej Properties US\$302 mn QIP
- Best rights issue, India, for Vodafone Idea's US\$3.6 bn rights issue

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