



Kotak Mahindra Bank

23rd July 2019

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 Ltd. Exchange Plaza, 5 th Floor, Plot No.C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400 051.
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Dear Sir,

Please find enclosed herewith the presentation made to the shareholders at the Thirty Fourth Annual General Meeting (AGM) of the Bank held on Monday, 22nd July 2019 at Walchand Hirachand Hall of the Indian Merchants Chamber, 4th Floor, Churchgate, Mumbai, during the live web cast of AGM.

Kindly acknowledge receipt.

Kotak Mahindra Bank Limited

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

Encl: a/a



Kotak Mahindra Bank Ltd.
CIN: L65110MH1985PLC038137

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

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Courage
of Conviction.
Constancy
of Change.

34th
**ANNUAL GENERAL
MEETING**

22nd July, 2019

Trade tensions have been weighing on global growth

Global inflation remains muted

Bond markets globally pricing a sharp slowdown

Central banks turn dovish, markets expect more

Lower oil prices key for India

Prime Minister Modi's vision - Making India a USD 5trn economy by 2025

Economic Survey

- ∞ *FY20 GDP growth at 7%*
- ∞ *Government stands by the fiscal consolidation path*
- ∞ *Looking beyond the economics of equilibrium, survey makes case for investment-driven “virtuous cycle” to sustain growth at 8%*
- ∞ *Political stability should push the animal spirits of economy*

Budget FY20

- ∞ *Fiscal discipline - Reduced fiscal deficit target to 3.3% of GDP from 3.4% set in interim budget*
- ∞ *More powers with RBI to regulate NBFCs, HFC regulation to move from NHB*
- ∞ *Capital infusion in SOE banks of Rs. 700 bn*
- ∞ *Digital India - Aadhar support. Formal financial savings by disincentivising cash*
- ∞ *Foreign investment - recognition of global liquidity for funding India's growth aspirations*

An Organisation Powered by Conviction and Driven by Constancy of Change

- ∞ *34 years of existence*

 - 19 subsidiaries spanning across financial services - 100% beneficially held by Bank*

- ∞ *Doubled customer base to 16 million by September 2018, within 18 months of launching 811*

- ∞ *Well- capitalized bank with CAR at 17.5% & Tier 1 at 16.9%*

- ∞ *One of the highest CASA in the industry - 52.5%*

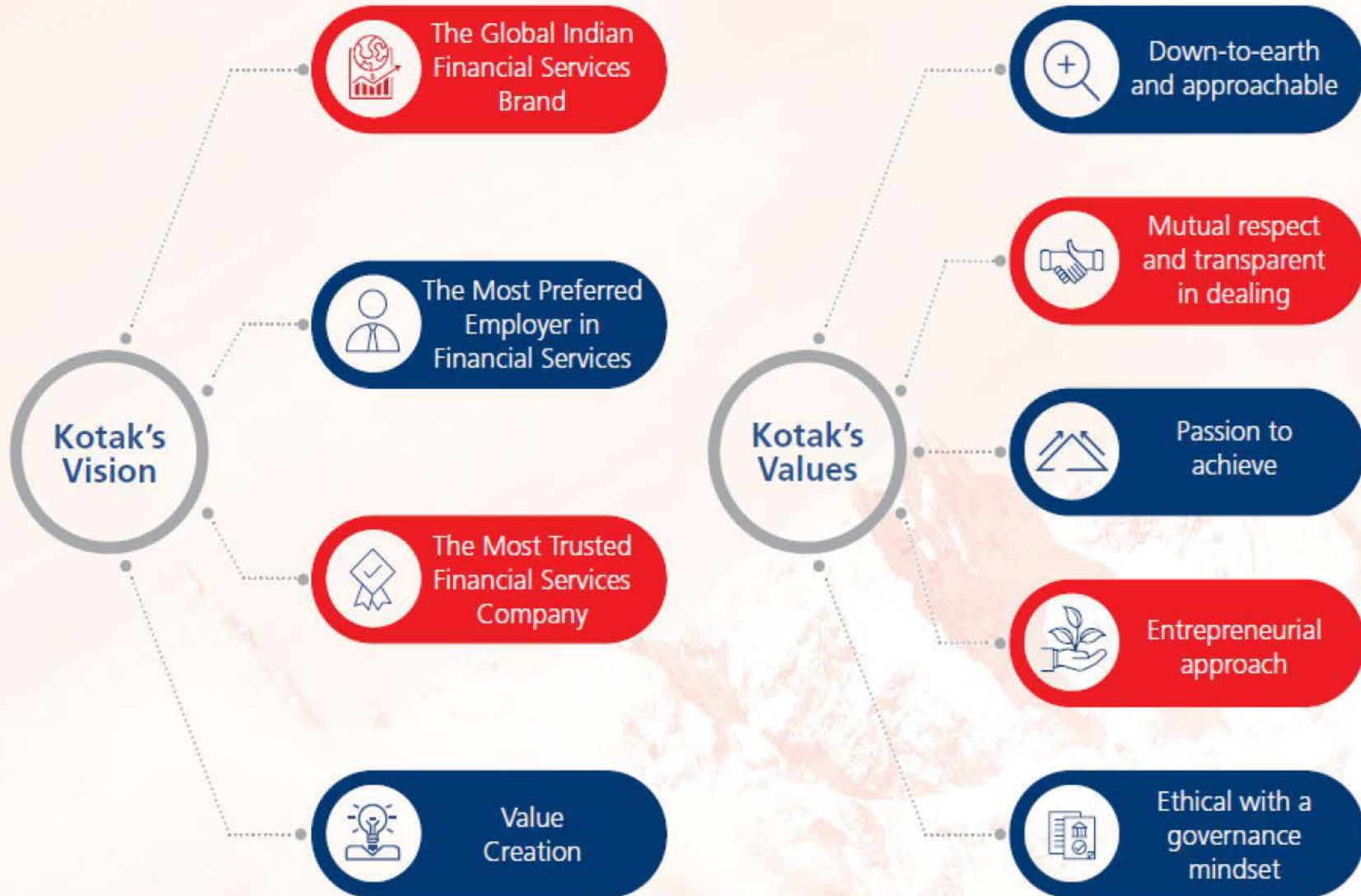
- ∞ *One of the biggest wealth managers in India*

 - Relationship Value of all the customers of Wealth and Priority Banking Offering*

 - ~ Rs. 270,000 cr as on March 31, 2019*

- ∞ *One of the lowest SMA2 (0.07% of net advances - FY19)*
- ∞ *Net NPA 0.75% as on 31st March, 2019*
- ∞ *One of India's largest domestic custodians*
- ∞ *Kotak Securities cash market share in FY19 - 9.1%*
- ∞ *Kotak Life Insurance & Asset Management have dramatically improved performance in the last year & have reported PAT of Rs. 507 cr & Rs. 255 cr respectively*

Vision & Values



Basic Tenets of our Philosophy



Low cost and stable liabilities

Lower financial risk but high franchise value businesses

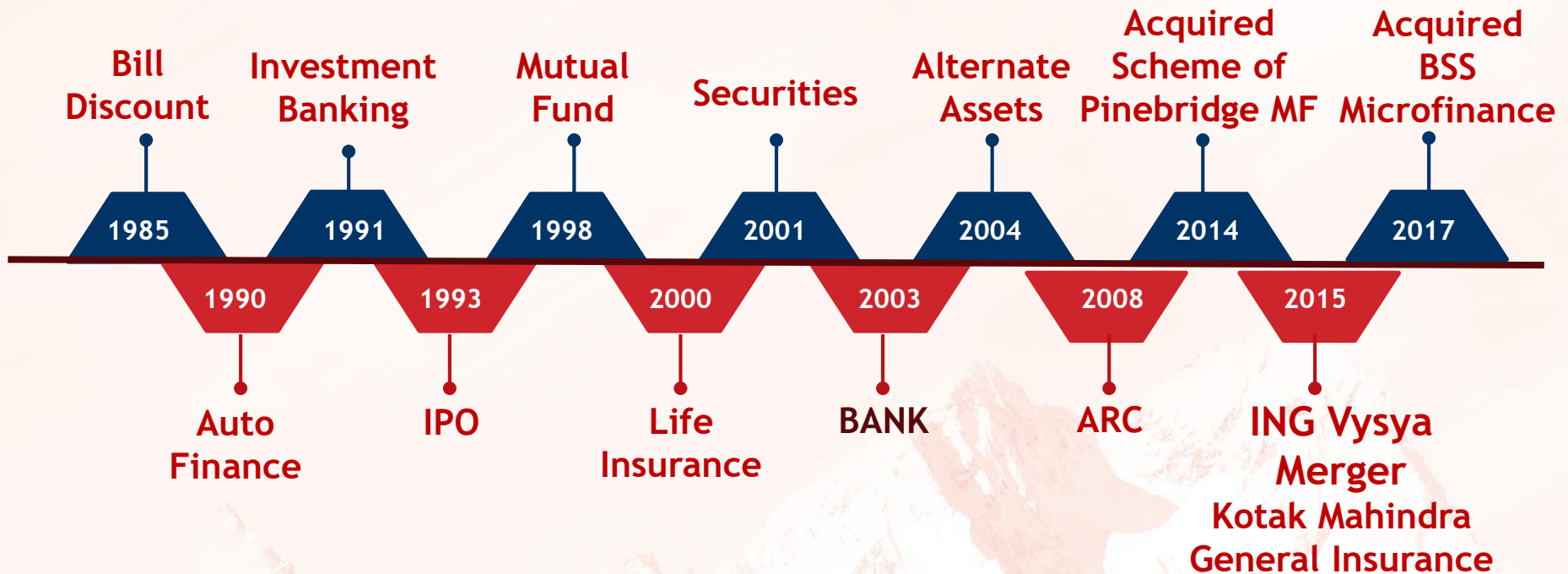
Growing the risk book without diluting risk adjusted returns

Embracing the new world of digital, analytics, AI and technology

Culture of prudence, simplicity and humility continuing to reflect on our values

Keeping the entire spectrum of customers at the center of our world

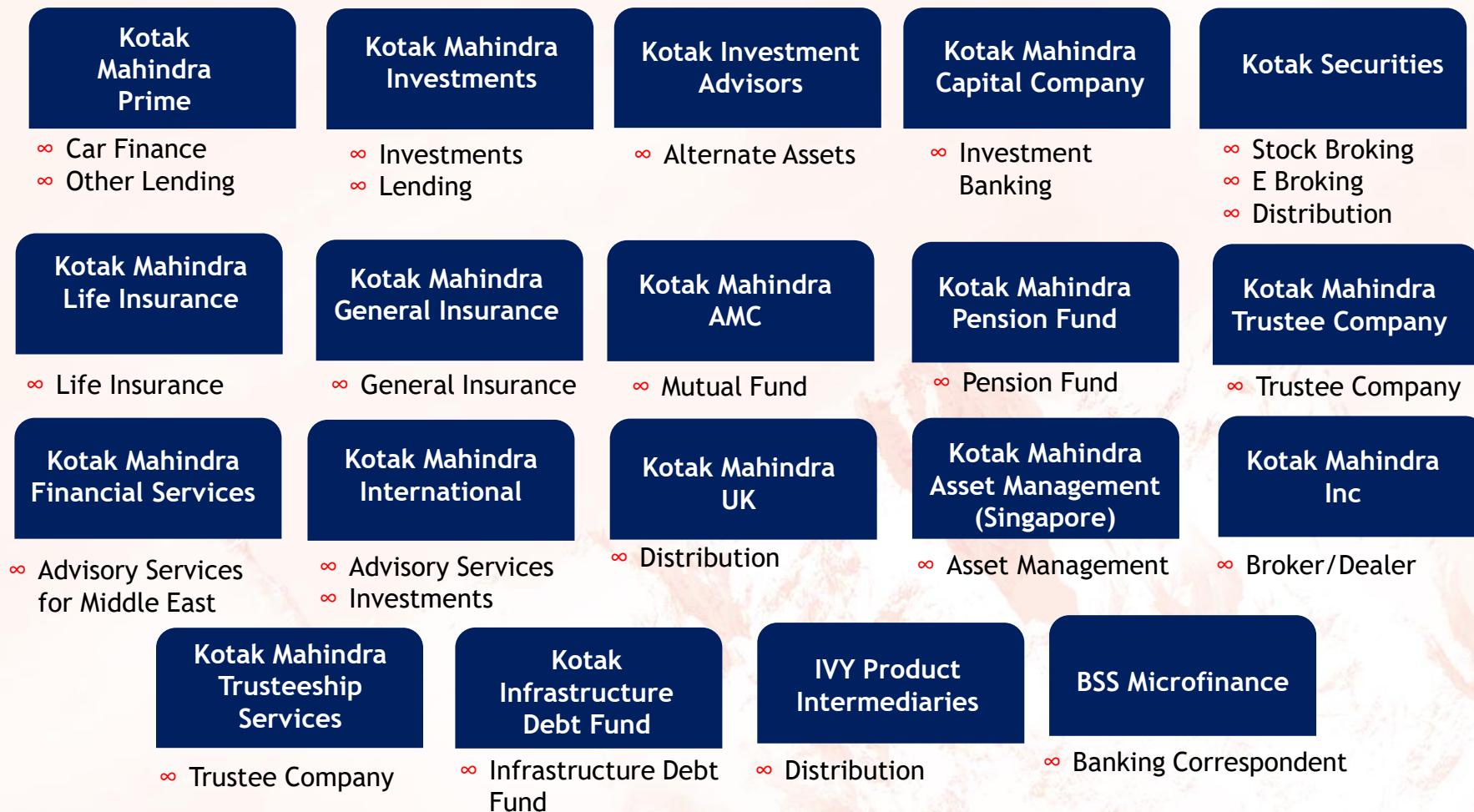
The Journey So far...



Concentrated India; Diversified Financial Services



KOTAK MAHINDRA BANK Commercial Bank & Holding Company



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



An integrated and diversified business model

- ∞ Balance sheet, market and knowledge driven businesses
- ∞ Integrated business model strengthened by cross-group expertise



Ability to identify and capitalise on opportunities

- ∞ Relative latecomers in banking, but among the highest CASA ratio in Indian banking space
- ∞ Innovated product and services offerings to enter and compete in established segments



Prudent risk management capabilities

- ∞ Guiding philosophy 'return of capital is as much more important than return on capital'
- ∞ Prudent risk management and credit evaluation processes, coupled with our ability to evaluate and appropriately price risk



Strong brand and leadership in various businesses

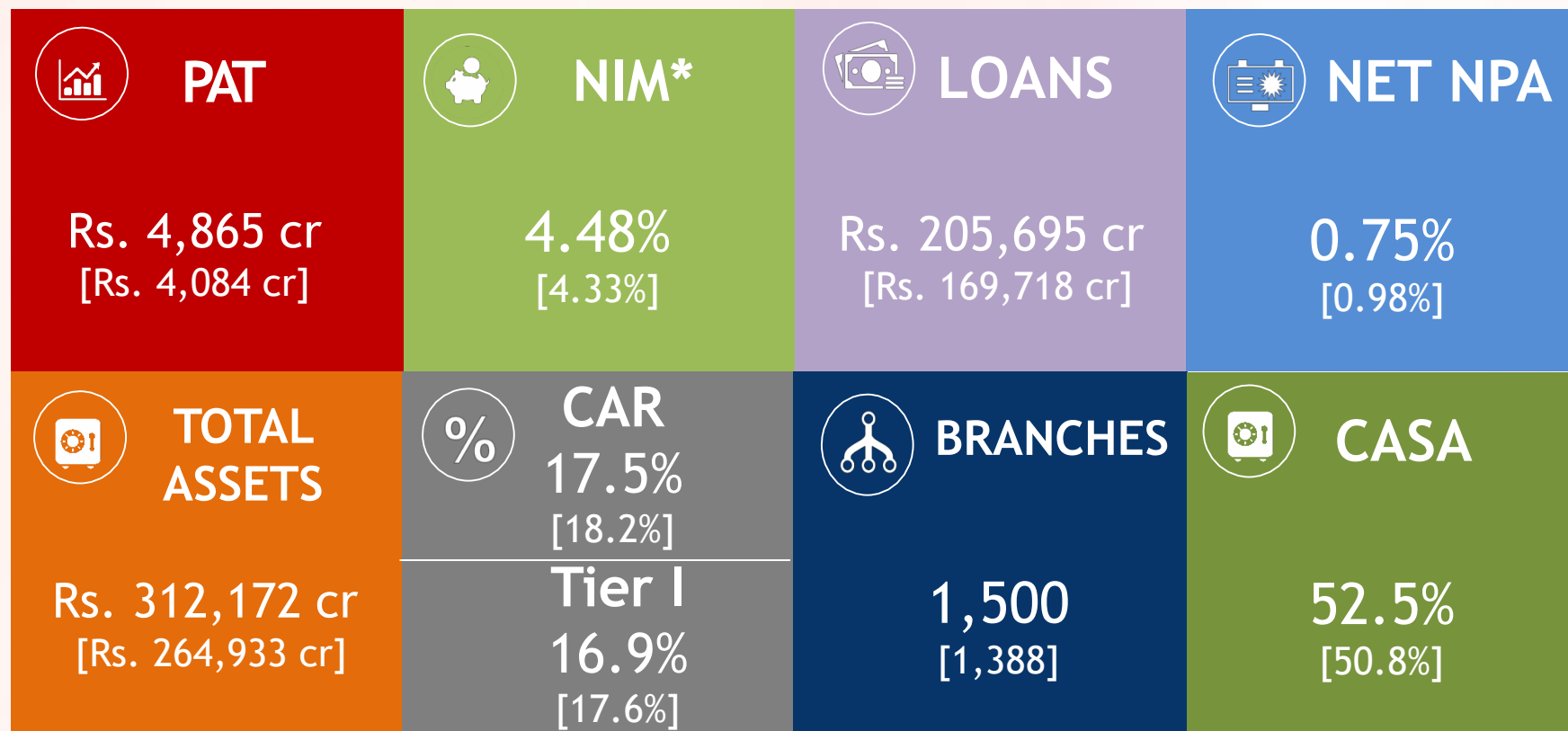
- ∞ Numerous industry accolades reflect the governance culture as well as trust in our offerings
- ∞ Recognition to various businesses for leadership / innovations



Strong governance culture with experienced management

- ∞ Group Management Council comprises professional entrepreneurs
- ∞ 11/12 having 20+ years' experience with our Group
- ∞ Key Leadership Team comprises of 55 members with significant experience leading business verticals

Standalone Highlights FY19

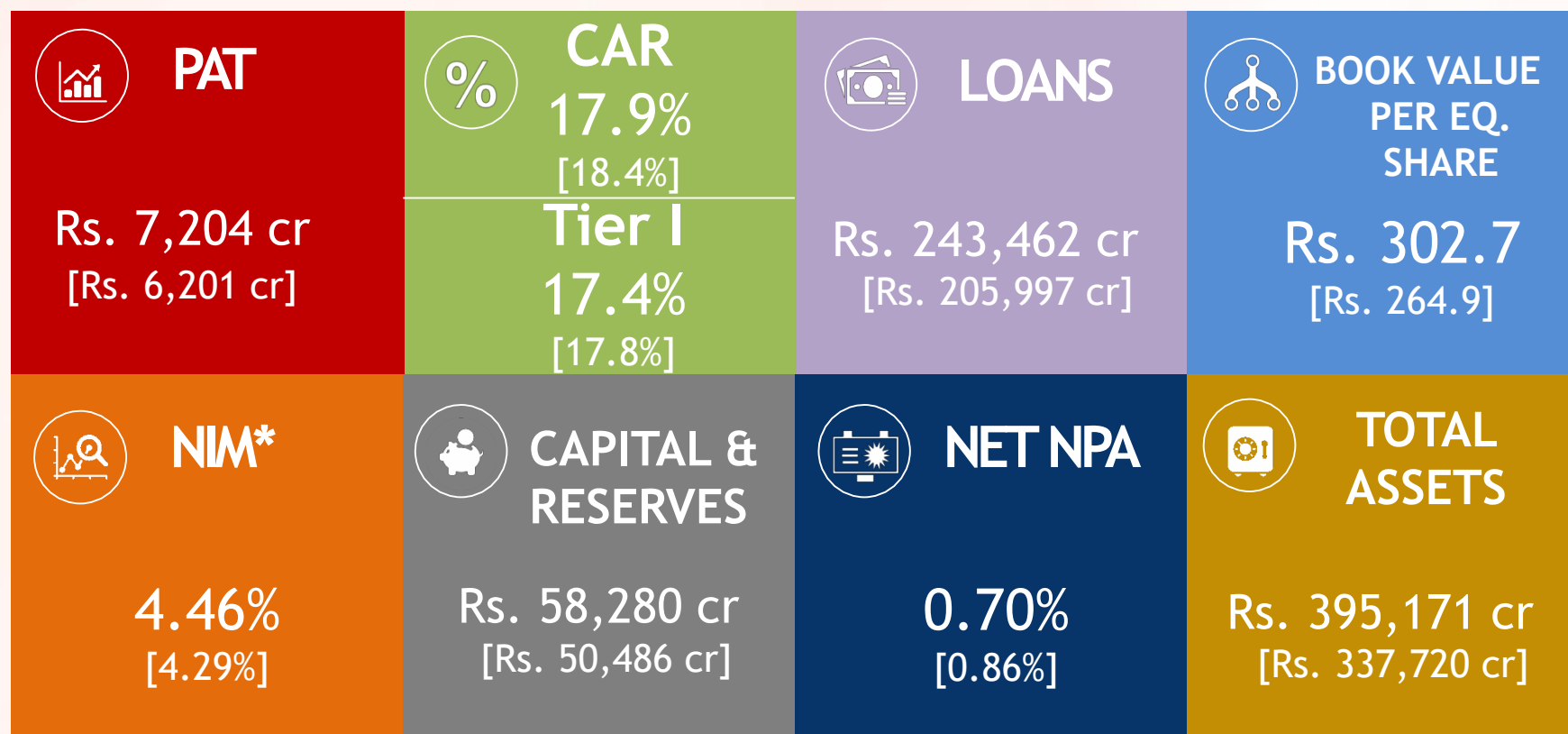


Figures in [brackets] are FY18 numbers

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

Balance Sheet crosses Rs. 300,000 cr; Net Advances crosses Rs. 200,000 cr

Consolidated Highlights FY19



Figures in [brackets] are FY18 numbers

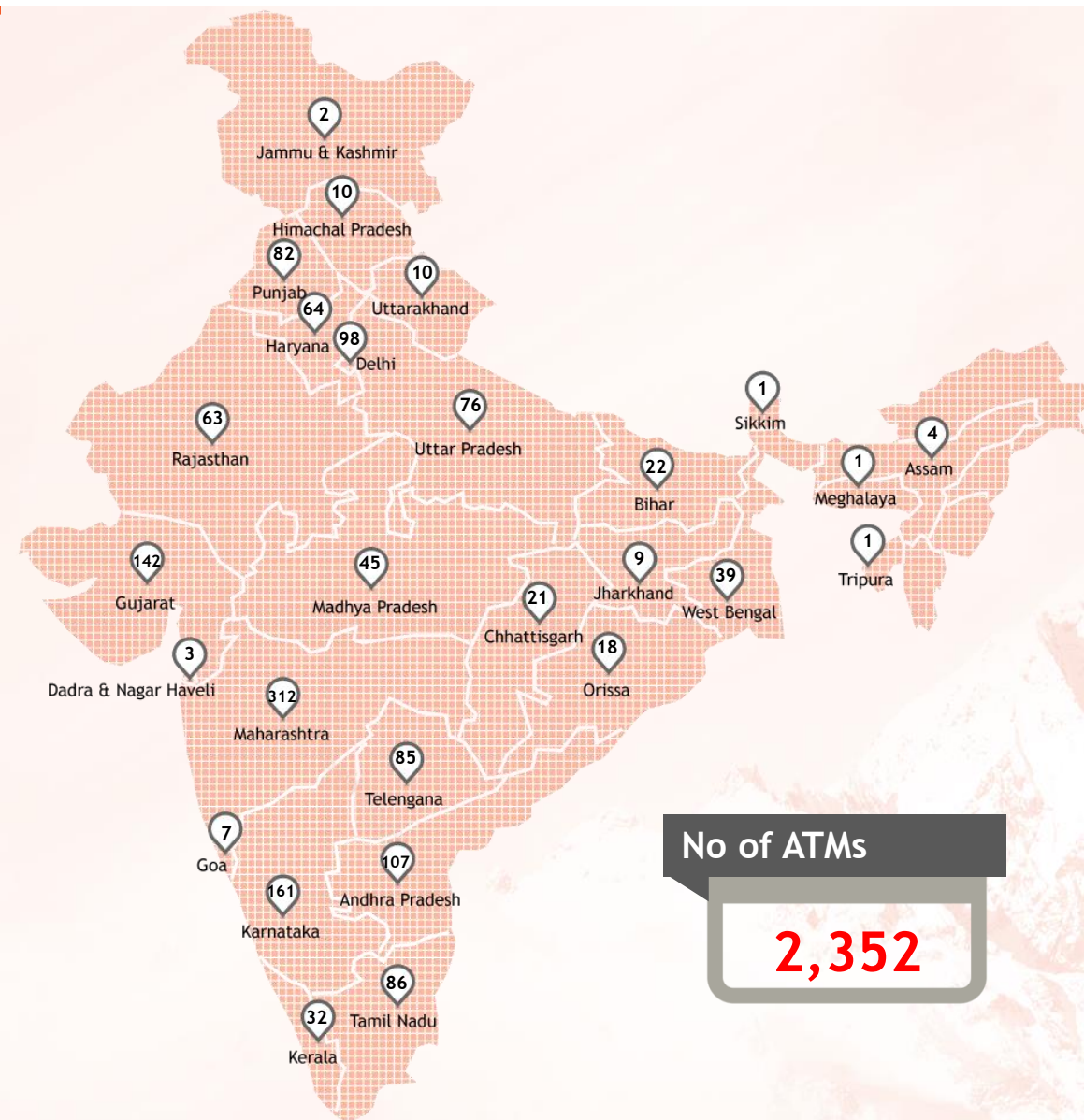
* Doesn't include dividend income and interest on income-tax refund

Financial results have been prepared under Indian Generally Accepted Accounting Principles

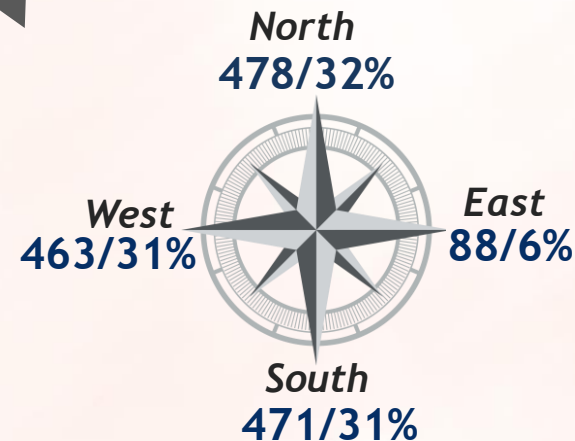
Consolidated PAT

	PAT		NET WORTH	
Rs. cr	FY19	FY18	FY19	FY18
Kotak Mahindra Bank	4,865	4,084	42,898	37,482
Kotak Mahindra Prime	599	590	5,416	4,816
Kotak Mahindra Investments	207	245	1,590	1,382
Kotak Securities	452	531	3,979	3,527
Kotak Mahindra Capital	63	65	572	559
Kotak Mahindra Life Insurance	507	413	2,745	2,238
Kotak AMC and TC	255	115	583	333
International Subsidiaries	148	114	1,009	813
Others	67	13	1,025	914
Total	7,163	6,170	59,817	52,064
Minority Interest	-	(57)	(2,479)	(2,436)
Affiliates and Others	41	88	942	858
Consolidated PAT	7,204	6,201	58,280	50,486

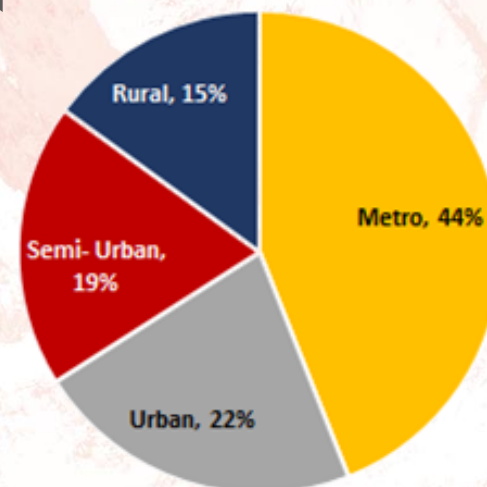
Geographical Presence



Branches 1,500 [No./%]



Branch Classification



No of ATMs

2,352