



Kotak Mahindra Bank

19th January 2018

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,

Sub: Unaudited Financial Results of Kotak Mahindra Bank Limited for the quarter and nine months ended 31st December 2017.

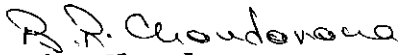
Pursuant to the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, (Listing Regulations) we enclose the following:

1. Copy of the unaudited standalone financial results of the Bank for the quarter and nine months ended 31st December 2017. Also, enclosed are the unaudited consolidated financial results. The said results were approved by the Board of Directors of the Bank at its Meeting held today.
2. Copy of the Limited Review Reports for the quarter and nine months ended 31st December 2017 submitted by the statutory auditors of the Bank.
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 www.kotak.com

The Board Meeting commenced at 9.30 a.m. and consideration of aforesaid items concluded at 12.15 p.m.

Yours faithfully,
Kotak Mahindra Bank Limited


Bina Chandarana
Company Secretary &
Executive Vice President

Encl: as above



Kotak Mahindra Bank Ltd.
CIN: L65110MH1985PLC038137

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

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Limited Review Report**Review Report to
The Board of Directors
Kotak Mahindra Bank Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of Kotak Mahindra Bank Limited (the "Bank") for the quarter and nine months ended December 31, 2017 (the "Statement"), being submitted by the Bank pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The disclosures relating to "Pillar 3 under Basel III Capital Regulations", "Leverage Ratio" and "Liquidity Coverage Ratio" as have been disclosed on the Bank's website and in respect of which a link have been provided in aforesaid Statement have not been reviewed by us. This Statement is the responsibility of the Bank's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Bank personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited standalone financial results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement or that it has not been prepared in accordance with the relevant prudential norms issued by Reserve Bank of India in respect of income recognition, asset classification, provisioning and other related matters.

For S.R. BATLIBOI & CO. LLP

Chartered Accountants

ICAI Firm registration number: 301003E/E300005

per **Viren H. Mehta**

Partner

Membership No.: 048749

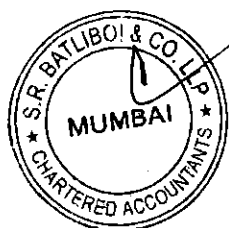
Place: Mumbai

Date: January 19, 2018

KOTAK MAHINDRA BANK LIMITED (STANDALONE)
Registered Office: 27 BKC, C 27, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051

**UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED
31st DECEMBER, 2017**

Sr No	Particulars	Quarter ended			Nine months ended		₹ crore
		31-Dec-17 (Unaudited)	30-Sep-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Dec-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Mar-17 (Audited)
1	Interest earned (a+b+c+d)	5,009.20	4,760.14	4,467.61	14,425.12	13,266.93	17,698.93
	(a) Interest/discount on advances/bills	3,765.88	3,559.47	3,403.06	10,803.50	10,034.48	13,402.10
	(b) Income on investments	960.78	973.40	937.86	2,819.97	2,832.88	3,681.04
	(c) Interest on balances with RBI & other interbank funds	207.23	149.09	31.80	571.59	79.74	218.32
	(d) Others	75.31	78.18	94.89	230.06	319.83	397.47
2	Other income (Refer Note 2)	1,039.82	953.88	910.22	2,900.58	2,474.51	3,477.16
3	Total income (1+2)	6,049.02	5,714.02	5,377.83	17,325.70	15,741.44	21,176.09
4	Interest expended	2,615.48	2,447.48	2,417.29	7,473.19	7,302.15	9,572.78
5	Operating expenses (a+b)	1,613.49	1,541.73	1,432.84	4,712.29	4,156.48	5,618.50
	(a) Employee cost	734.21	722.96	697.40	2,163.33	2,064.03	2,744.64
	(b) Other operating expenses	879.28	818.77	735.44	2,548.96	2,092.45	2,873.86
6	Total expenditure (4+5) (excluding provisions & contingencies)	4,228.97	3,989.21	3,850.13	12,185.48	11,458.63	15,191.28
7	Operating profit (3-6) (Profit before provisions and contingencies)	1,820.05	1,724.81	1,527.70	5,140.22	4,282.81	5,984.81
8	Provisions (other than tax) and contingencies (Refer Note 3)	212.77	216.53	192.10	633.04	569.37	836.74
9	Exceptional items	-	-	-	-	-	-
10	Profit from ordinary activities before tax (7-8-9)	1,607.28	1,508.28	1,335.60	4,507.18	3,713.44	5,148.07
11	Tax expense	554.07	513.97	455.84	1,546.93	1,278.42	1,736.57
12	Net Profit from ordinary activities after tax (10-11)	1,053.21	994.31	879.76	2,960.25	2,435.02	3,411.50
13	Extraordinary items (net of tax expense)	-	-	-	-	-	-
14	Net Profit (12-13)	1,053.21	994.31	879.76	2,960.25	2,435.02	3,411.50
15	Paid up equity share capital - (of Face Value ₹ 5 per share)	952.35	952.00	919.63	952.35	919.63	920.45
16	Reserves (excluding revaluation reserves)						26,695.62
17	Analytical Ratios						
	(i) Percentage of shares held by Government of India	-	-	-	-	-	-
	(ii) Capital adequacy ratio - Basel III	17.09	18.36	15.99	17.09	15.99	16.77
	(iii) Earnings per share						
	- Basic (not annualised) ₹	5.53	5.22	4.79	15.64	13.26	18.57
	- Diluted (not annualised) ₹	5.52	5.22	4.78	15.61	13.24	18.55
	(iv) NPA Ratios						
	a) Gross NPA	3,714.99	3,814.17	3,177.88	3,714.99	3,177.88	3,578.61
	b) Net NPA	1,727.96	1,918.83	1,379.07	1,727.96	1,379.07	1,718.07
	c) % of Gross NPA to Gross Advances	2.31	2.47	2.42	2.31	2.42	2.59
	d) % of Net NPA to Net Advances	1.09	1.26	1.07	1.09	1.07	1.26
	(v) Return on Assets (average) - not annualised	0.44	0.44	0.44	1.30	1.25	1.73



Segment Results

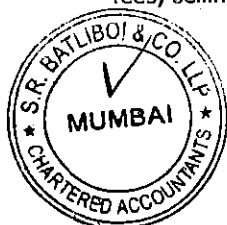
The reportable segments of the Bank as per RBI guidelines are as under:

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			Nine months ended		Year ended
		31-Dec-17 (Unaudited)	30-Sep-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Dec-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Mar-17 (Audited)
1 Segment Revenue							
a. Corporate/ Wholesale Banking		2,315.35	2,177.03	2,130.96	6,636.17	6,145.35	8,330.52
b. Retail Banking		2,884.31	2,771.40	2,648.43	8,368.71	7,590.90	10,274.57
c. Treasury, BMU and Corporate Centre		1,429.27	1,401.69	1,264.59	4,161.60	3,805.30	5,063.21
Sub-total		6,628.93	6,350.12	6,043.98	19,166.48	17,541.55	23,668.30
Less: Inter-segmental revenue		579.91	636.10	666.15	1,840.78	1,800.11	2,492.21
Total		6,049.02	5,714.02	5,377.83	17,325.70	15,741.44	21,176.09
2 Segment Results							
a. Corporate/ Wholesale Banking		783.71	685.13	729.22	2,200.87	1,951.34	2,694.81
b. Retail Banking		391.66	340.86	322.09	1,011.05	836.90	1,194.72
c. Treasury, BMU and Corporate Centre		431.91	482.29	284.29	1,295.26	925.20	1,258.54
Total Profit Before Tax		1,607.28	1,508.28	1,335.60	4,507.18	3,713.44	5,148.07
3 Segment Assets							
a. Corporate / Wholesale Banking		94,468.35	92,283.32	77,954.57	94,468.35	77,954.57	81,612.15
b. Retail Banking		133,232.60	129,371.44	122,114.38	133,232.60	122,114.38	122,665.94
c. Treasury, BMU and Corporate Centre		86,559.02	81,138.55	68,705.13	86,559.02	68,705.13	75,727.48
d. Other Banking business		-	-	-	-	-	-
Sub-total		314,259.97	302,793.31	268,774.08	314,259.97	268,774.08	280,005.57
Less : Inter-segmental Assets		65,846.82	66,077.60	67,224.73	65,846.82	67,224.73	65,663.21
Total		248,413.15	236,715.71	201,549.35	248,413.15	201,549.35	214,342.36
Add : Unallocated Assets		232.58	253.83	236.54	232.58	236.54	247.60
Total Assets as per Balance Sheet		248,645.73	236,969.54	201,785.89	248,645.73	201,785.89	214,589.96
4 Segment Liabilities							
a. Corporate / Wholesale Banking		83,734.00	82,328.64	68,268.36	83,734.00	68,268.36	71,189.88
b. Retail Banking		123,153.44	119,683.97	113,877.40	123,153.44	113,877.40	114,071.16
c. Treasury, BMU and Corporate Centre		71,296.80	65,745.24	60,294.69	71,296.80	60,294.69	67,352.79
d. Other Banking business		-	-	-	-	-	-
Sub-total		278,184.24	267,757.85	242,440.45	278,184.24	242,440.45	252,613.83
Less : Inter-segmental Liabilities		65,846.82	66,077.60	67,224.73	65,846.82	67,224.73	65,663.21
Total		212,337.42	201,680.25	175,215.72	212,337.42	175,215.72	186,950.62
Add : Unallocated liabilities		11.23	83.28	2.44	11.23	2.44	23.27
Add : Share Capital & Reserves & surplus		36,297.08	35,206.01	26,567.73	36,297.08	26,567.73	27,616.07
Total Liabilities as per Balance Sheet		248,645.73	236,969.54	201,785.89	248,645.73	201,785.89	214,589.96

NOTES:

- The above financial results have been approved by the Board of Directors at its meeting held on 19th January, 2018. The results for the quarter and nine months ended 31st December, 2017 have been subjected to limited review by the statutory auditors, S.R. Batliboi & Co. LLP, Chartered Accountants and there are no qualifications in the limited review report.
- 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.



3. 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			Nine months ended		Year ended
	31-Dec-17 (Unaudited)	30-Sep-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Dec-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Mar-17 (Audited)
Provision towards advances / Others (including provisions for exposures to entities with Unhedged Foreign Currency Exposures)	169.78	205.48	136.95	568.10	445.58	697.50
Provision / (write back of provisions) towards investments (net)	42.99	11.05	55.15	64.94	123.79	139.24
Total provisions (other than Tax) and contingencies	212.77	216.53	192.10	633.04	569.37	836.74

4. During the quarter, the Bank has granted 16,800 options under employee stock option scheme. Stock options aggregating to 699,478 were exercised during the quarter and 10,716,219 stock options were outstanding with employees of the Bank and its subsidiaries as at 31st December, 2017.
5. 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.
6. There has been no change to significant accounting policies during the quarter and nine months ended 31st December, 2017.
7. Figures for the previous periods / year have been regrouped wherever necessary to conform to current period's presentation.

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



Dipak Gupta
Joint Managing Director

Mumbai, 19th January, 2018



Limited Review Report

**Review Report to
The Board of Directors
Kotak Mahindra Bank Limited**

1. We have reviewed the accompanying statement of unaudited consolidated financial results of Kotak Mahindra Bank Group comprising Kotak Mahindra Bank Limited (the "Bank") and its subsidiaries and its share of the profit of its associates (together, the "Group"), for the quarter and nine months ended December 31, 2017 (the "Statement"), being submitted by the Bank pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The disclosures relating to "Pillar 3 under Basel III Capital Regulations", "Leverage Ratio" and "Liquidity Coverage Ratio" as have been disclosed on the Bank's website and in respect of which a link have been provided in aforesaid Statement have not been reviewed by us. This Statement is the responsibility of the Bank's management and approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Bank personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. The Statement includes the results of the following entities in addition to the Bank:

Subsidiaries

Kotak Mahindra Capital Company Limited, Kotak Investment Advisors Limited, Kotak Securities Limited, Kotak Mahindra Prime Limited, Kotak Mahindra Asset Management Company Limited, Kotak Mahindra Trustee Company Limited, Kotak Mahindra Investments Limited, Kotak Mahindra Pension Fund Limited, Kotak Infrastructure Debt Fund Limited, Kotak Mahindra Trusteeship Services Limited, Kotak Mahindra Life Insurance Company Limited (formerly known as "Kotak Mahindra Old Mutual Life Insurance Limited"), Kotak Mahindra General Insurance Company Limited, IVY Products Intermediaries Limited, Kotak Mahindra Inc., Kotak Mahindra (International) Limited, Kotak Mahindra (UK) Limited, Kotak Mahindra Financial Services Limited, Kotak Mahindra Asset Management (Singapore) PTE. Limited, BSS Microfinance Private Limited.

Associates

Infina Finance Private Limited, Phoenix ARC Private Limited, Ace Derivatives and Commodity Exchange Limited and Matrix Business Services India Private Limited.

4. (a) We did not review the interim financial results of 4 subsidiaries included in the statement, whose interim financial results reflect total revenues of Rs.3,795.61 crores and Rs.9,999.39 crores for the quarter and nine months ended December 31, 2017 respectively, total profit after tax of Rs.448.53 crores and Rs.1276.15 crores for the quarter and nine months ended December 31, 2017 respectively and total assets of Rs.71,602.79 crores as on December 31, 2017, as considered in the statement. These interim financial results have been reviewed/audited by other auditors whose reports have been furnished to us by the management and our report on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on the reports of the other auditors.
- (b) The Statement also includes the interim financial results of 15 subsidiaries which have not been reviewed/audited by their auditors, whose interim financial results reflect total revenue of Rs.433.19 crores and Rs.1020.36 crores for the quarter and nine months ended December 31, 2017 respectively,

S.R. BATLIBOI & CO. LLP

Chartered Accountants

Kotak Mahindra Bank Limited

**Limited Review report on consolidated Financial results for the quarter and nine months ended
December 31, 2017**

total profit after tax of Rs.118.45 crores and Rs.202.69 crores for the quarter and nine months ended December 31, 2017 respectively and total assets of Rs.3,559.39 crores as on December 31, 2017, as considered in the Statement. The Statement also includes the Group's share of profit after tax of Rs.10.15 crores and Rs.51.28 crores for the quarter and nine months ended December 31, 2017 respectively, in respect of 4 associates, based on their interim financial results which have not been reviewed/audited by their auditors. These financial results have been prepared by the management and our conclusion is based solely on the management certified accounts.

- (c) In forming their conclusion on the valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists as at December 31, 2017, the auditors of a subsidiary, Kotak Mahindra Life Insurance Company Limited (formerly known as "Kotak Mahindra Old Mutual Life Insurance Limited") (the "Company") have relied on the appointed actuary of the Company (the "Appointed Actuary"). The actuarial valuation of these liabilities has been duly certified by the Appointed Actuary 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 in concurrence with the IRDAI.

Our conclusion on the Statement is not modified in respect of the above matters.

5. Based on our review conducted as stated above and based on the consideration of the reports of other auditors referred to and read with other comments in paragraph 4 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid accounting standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement or that it has not been prepared in accordance with the relevant prudential norms issued by the Reserve Bank of India in respect of income recognition, asset classification, provisioning and other related matters.

For S.R. BATLIBOI & CO. LLP

ICAI Firm registration number: 301003E/E300005

Chartered Accountants



per Viren H. Mehta

Partner

Membership No.: 048749

Place: Mumbai

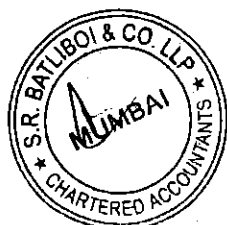
Date: January 19, 2018



KOTAK MAHINDRA BANK LIMITED (CONSOLIDATED)
Registered Office: 27BKC, C 27, G Block, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051

UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2017

Sr No	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		31-Dec-17 (Unaudited)	30-Sep-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Dec-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Mar-17 (Audited)
1	Interest earned (a+b+c+d)	6,390.71	6,072.85	5,666.07	18,398.71	16,669.45	22,324.21
	(a) Interest/discount on advances/bills	4,712.93	4,451.44	4,228.47	13,499.43	12,425.60	16,619.84
	(b) Income on investments	1,284.83	1,299.45	1,239.36	3,797.16	3,692.79	4,855.36
	(c) Interest on balances with RBI & other interbank funds	262.11	197.14	62.68	720.00	126.70	307.87
	(d) Others	130.84	124.82	135.56	382.12	424.36	541.14
2	Other income (a+b+c)	3,722.74	3,074.18	2,003.97	9,472.40	7,282.42	11,581.23
	(a) Profit/(Loss) on sale of investments including revaluation (insurance business)	489.23	303.78	(340.80)	1,147.84	739.92	1,475.16
	(b) Premium on Insurance Business	1,564.41	1,325.25	1,098.51	3,866.71	2,999.74	5,137.77
	(c) Other income (Refer Notes 3, 4 & 5)	1,669.10	1,445.15	1,246.26	4,457.85	3,542.76	4,968.30
3	Total income (1+2)	10,113.45	9,147.03	7,670.04	27,871.11	23,951.87	33,905.44
4	Interest expended	3,204.81	2,987.59	2,919.02	9,123.04	8,692.46	11,457.51
5	Operating expenses (a+b+c)	4,268.35	3,732.74	2,671.81	11,448.60	9,344.22	14,167.08
	(a) Employees cost	1,089.95	1,060.35	993.61	3,175.82	2,958.84	3,982.31
	(b) Policy holders' reserves, surrender expense and claims	1,855.50	1,450.10	631.29	4,529.24	3,432.49	6,020.15
	(c) Other operating expenses (Refer Note 4 and 6)	1,322.90	1,222.29	1,046.91	3,743.54	2,952.89	4,164.62
6	Total expenditure (4+5) (excluding provisions and contingencies)	7,473.16	6,720.33	5,590.83	20,571.64	18,036.68	25,624.59
7	Operating Profit (3-6) (Profit before provisions and contingencies)	2,640.29	2,426.70	2,079.21	7,299.47	5,915.19	8,280.85
8	Provisions (other than tax) and contingencies (Refer Note 7)	226.29	252.86	217.81	711.37	649.31	948.92
9	Exceptional items	-	-	-	-	-	-
10	Profit from ordinary activities before tax (7-8-9)	2,414.00	2,173.84	1,861.40	6,588.10	5,265.88	7,331.93
11	Tax expense	795.94	711.31	611.46	2,171.00	1,738.18	2,382.85
12	Net Profit from ordinary activities after tax before Minority Interest (10-11)	1,618.06	1,462.53	1,249.94	4,417.10	3,527.70	4,949.08
13	Extraordinary items (net of tax expense)	-	-	-	-	-	-
14	Net Profit from ordinary activities after tax before Minority Interest (12-13)	1,618.06	1,462.53	1,249.94	4,417.10	3,527.70	4,949.08
15	Less: Share of Minority Interest	3.97	25.97	17.62	56.64	52.49	78.83
16	Add: Share in Profit of associates	10.15	4.12	34.27	51.28	60.88	70.18
17	Profit after tax (14-15+16)	1,624.24	1,440.68	1,266.59	4,411.74	3,536.09	4,940.43
18	Paid Up Equity Capital - (Face value of ₹ 5 per share)	952.35	952.00	919.63	952.35	919.63	920.45
19	Group Reserves (excluding Minority Interest and Revaluation reserves)						37,570.39
20	Minority Interest						474.43



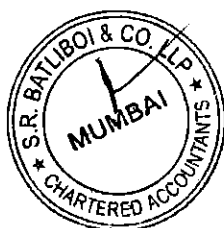
Sr No	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		31-Dec-17 (Unaudited)	30-Sep-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Dec-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Mar-17 (Audited)
21	Analytical Ratios						
	(i) Capital Adequacy ratio – Basel III (standalone)	17.09	18.36	15.99	17.09	15.99	16.77
	(ii) Earnings per share						
	- Basic (not annualised) ₹	8.53	7.57	6.89	23.30	19.26	26.89
	- Diluted (not annualised) ₹	8.52	7.56	6.88	23.27	19.23	26.86
	(iii) NPA Ratios (unaudited)						
	(a) Gross NPA	3,979.06	4,065.41	3,367.67	3,979.06	3,367.67	3,803.92
	(b) Net NPA	1,846.86	2,036.13	1,450.43	1,846.86	1,450.43	1,814.23
	(c) % of Gross NPA to Gross Advances	2.01	2.14	2.11	2.01	2.11	2.25
	(d) % of Net NPA to Net Advances	0.94	1.08	0.92	0.94	0.92	1.09
	(iv) Return on average Assets (not annualised) (unaudited)	0.52	0.48	0.50	1.48	1.43	1.95

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 Statements" specified under section 133 of the Companies Act, 2013, read with Paragraph 7 of the Companies (Accounts) Rules, 2014 and Companies (Accounting Standards) Amendment Rules, 2016.
- The above financial results have been approved by the Board of Directors at its meeting held on 19th January, 2018. The consolidated results for the quarter and nine months ended 31st December, 2017 have been subjected to limited review by the statutory auditors, S.R. Batliboi & Co. LLP, Chartered Accountants and there are no qualifications in the limited review report.
- Details of other income forming part of the consolidated results are as follows:

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	31-Dec-17 (Unaudited)	30-Sep-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Dec-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Mar-17 (Audited)
Commission, fees, exchange, brokerage and others	1,574.18	1,282.96	1,094.77	4,073.52	3,041.63	4,343.26
Profit on sale of investments (other than insurance business)	94.92	162.19	151.49	384.33	501.13	625.04
Total – Other income	1,669.10	1,445.15	1,246.26	4,457.85	3,542.76	4,968.30

- Other Income in the consolidated results for the reporting periods is net of sub-brokerage paid in the broking subsidiary amounting to ₹ 41.85 crore for the quarter ended 31st December, 2017 and for nine months ended 31st December, 2017 ₹ 82.22 crore (for the quarter ended 30th September, 2017 ₹ 20.04 crore, quarter ended 31st December, 2016 ₹ 19.01 crore, nine months ended 31st December, 2016 ₹ 56.53 crore, for the year ended 31st March, 2017 ₹ 78.33 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.



6. Details of other expenditure forming part of consolidated results are as follows:

₹ crore

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	31-Dec-17 (Unaudited)	30-Sep-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Dec-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Mar-17 (Audited)
Brokerage	175.09	159.74	112.95	472.18	307.36	485.72
Depreciation	94.63	94.78	93.08	283.03	270.67	362.21
Rent, taxes and lighting	156.15	159.54	151.45	477.06	459.81	616.29
Others	897.03	808.23	689.43	2,511.27	1,915.05	2,700.40
Total – Other operating expenses	1,322.90	1,222.29	1,046.91	3,743.54	2,952.89	4,164.62

7. 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			Nine Months Ended		Year Ended
	31-Dec-17 (Unaudited)	30-Sep-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Dec-17 (Unaudited)	31-Dec-16 (Unaudited)	31-Mar-17 (Audited)
Provision towards advances / others (including provisions for exposures to entities with Unhedged Foreign Currency Exposures) (Net)	189.03	222.23	153.54	633.16	509.91	797.39
Provision /(Write back of provisions) towards investments (net)	37.26	30.63	64.27	78.21	139.40	151.53
Total – Provisions (other than tax) and contingencies	226.29	252.86	217.81	711.37	649.31	948.92

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. On 13th October, 2017, Kotak Mahindra Bank Limited has acquired the entire 26% equity stake held by Old Mutual Plc. in Kotak Mahindra Life Insurance Limited (formerly known as Kotak Mahindra Old Mutual Life Insurance Limited) for a consideration of ₹ 1,292.70 crore. Kotak Mahindra Group now holds 100% of the equity shareholding of Kotak Mahindra Life Insurance Limited.
10. 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 nine months ended 31st December, 2017 amounting to ₹ 1,185.86 crore and ₹ 2,573.41 crore respectively (for the quarter ended 30th September, 2017 ₹ 823.47 crore) has been included in "Policy holders' reserves, surrender expense and claims" under "Operating Expenses".
11. There has been no change to significant accounting policies during the quarter and nine months ended 31st December, 2017.





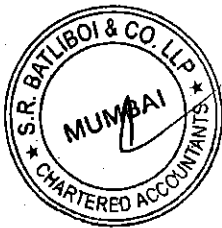
Figures for the previous periods / year have been regrouped wherever necessary to conform to current period's presentation.

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

A handwritten signature in black ink, appearing to read "Dipak", with a long horizontal stroke extending to the right.

Dipak Gupta
Joint Managing Director

Mumbai, 19th January, 2018



EARNINGS UPDATE

Q3FY18

Presentation on financial results for the period ended December 31, 2017

January 19, 2018



Consolidated Highlights Q3FY18

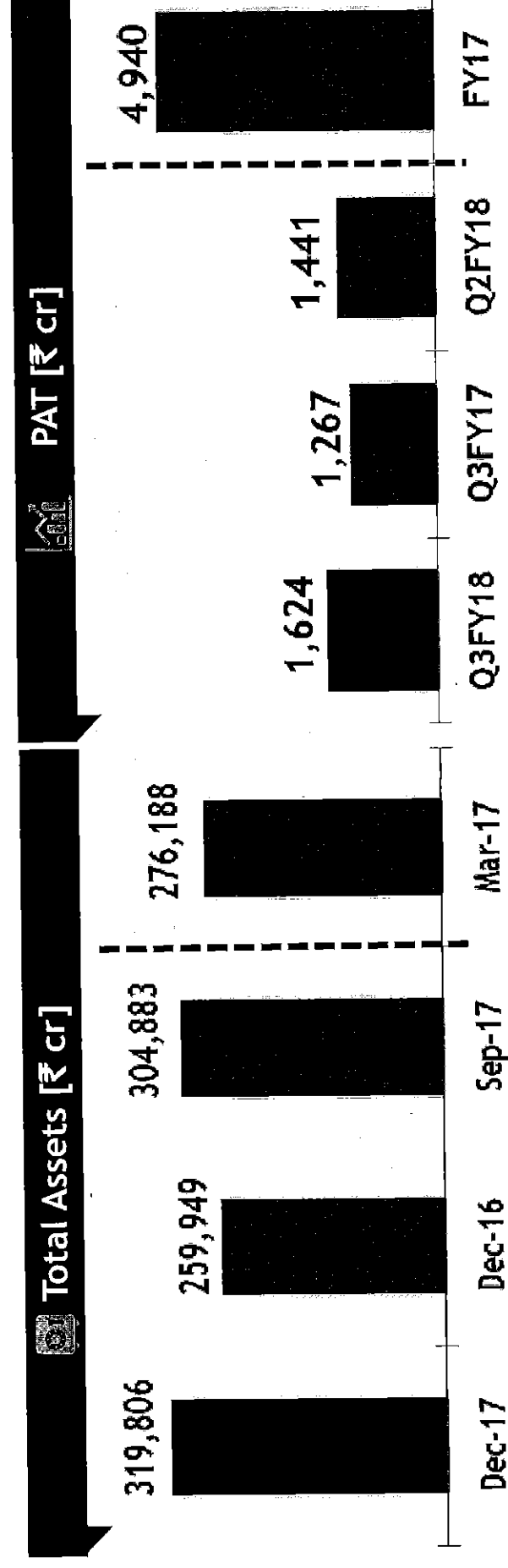
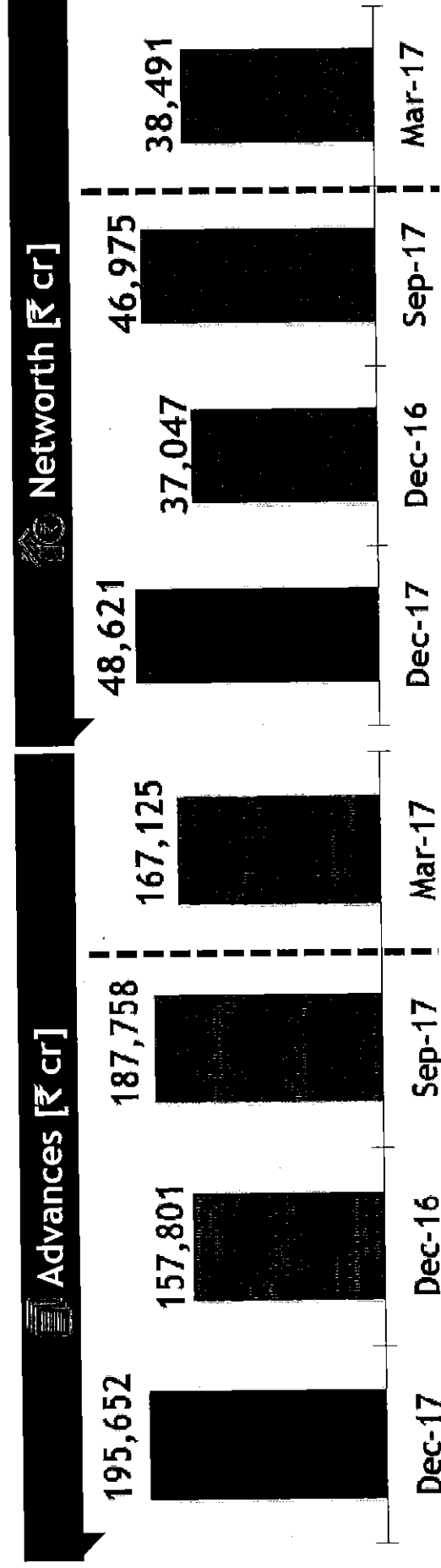


	PAT		CAR		LOANS		BOOK VALUE PER SHARE
	₹ 1,624 cr [₹ 1,267 cr]		18.4%# [18.0%] Tier I		₹ 195,652 cr [₹ 157,801 cr]		₹ 255.3 [₹ 201.4]
			17.9%# [17.2%]				
	NIM		NETWORTH		NET NPA		TOTAL ASSETS
	4.2% [4.5%]		₹ 48,621 cr [₹ 37,047 cr]		0.94% [0.92%]		₹ 319,806 cr [₹ 259,949 cr]

Figures in [brackets] are Q3FY17 numbers

As per Basel III, including unaudited profits. Excluding profits CAR 16.8%, Tier I 16.2% [CAR 16.4% and Tier I 15.5%]

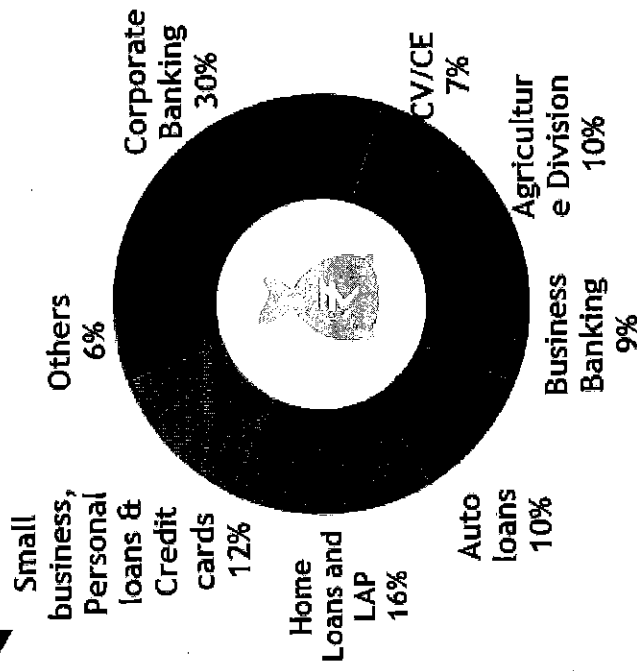
Consolidated Key Financials



Consolidated Customer Assets



31-Dec-17 (₹ 195,652 cr)



Advances

Advances growth: 24% YoY

GNPA: 2.01%, NNPA: 0.94%

Customer Assets

₹ cr	31-Dec-17	31-Dec-16	30-Sep-17
Corporate Banking	58,182	48,167	56,493
CV/CE	13,251	9,645	12,205
Agriculture Division	20,550	16,519	19,741
Business Banking	18,017	16,628	18,113
Auto loans	20,005	17,490	19,900
Home Loans and LAP	30,944	25,046	29,429
Small Business, PL & Credit Cards	22,958	15,797	20,918
Others	11,745	8,509	10,959
Total Advances	195,652	157,801	187,758
Investment Credit Substitutes	7,927	6,473	9,007
Total Customer Assets	203,579	164,274	196,765

Consolidated PAT



₹ cr	Q3FY18	Q3FY17	Q2FY18	FY17
Kotak Mahindra Bank	1,053	880	994	3,411
Kotak Mahindra Prime	148	133	150	515
Kotak Mahindra Investments	50	48	55	196
Kotak Securities	154	85	118	361
Kotak Mahindra Capital	36	7	(1)	46
Kotak Mahindra Life Insurance*	97	68	100	303
Kotak AMC and TC	38	16	23	56
International Subsidiaries	32	22	28	86
Others	12	(9)	(2)	(23)
Total	1,620	1,250	1,465	4,951
Minority Interest	(4)	(18)	(26)	(79)
Affiliates and Others	8	35	2	68
Consolidated PAT	1,624	1,267	1,441	4,940

*Formerly known as Kotak Mahindra Old Mutual Life Insurance Limited

Entity wise Network



₹ cr	31-Dec-17	31-Dec-16	30-Sep-17	31-Mar-17
Kotak Mahindra Bank	36,297	26,568	35,206	27,616
Kotak Mahindra Prime	4,657	4,094	4,509	4,227
Kotak Mahindra Investments	1,187	981	1,137	1,038
Kotak Securities	3,393	2,875	3,239	2,996
Kotak Mahindra Capital	533	482	497	493
Kotak Mahindra Life Insurance	2,124	1,723	2,027	1,825
Kotak AMC and TC	295	215	257	229
Kotak Infrastructure Debt Fund	320	307	316	309
Kotak Mahindra General Insurance	108	101	114	90
International Subsidiaries	760	705	744	693
Kotak Investment Advisors	336	280	332	277
Other Entities	147	45	137	44
Total	50,157	38,376	48,515	39,837
Add: Affiliates	801	741	791	750
Less: Minority, Inter-company and Others	(2,337)	(2,070)	(2,331)	(2,096)
Consolidated Network	48,621	37,047	46,975	38,491

Standalone Highlights Q3FY18



 PAT	 NIM	 LOANS	 NET NPA
₹ 1,053 cr [₹ 880 cr]	4.2% [4.5%]	₹ 159,071 cr [₹ 129,261 cr]	1.09% [1.07%]
 TOTAL ASSETS	 CAR	 BRANCHES	 CASA
₹ 248,646 cr [₹ 201,786 cr]	18.7%# [17.6%] Tier I	1,375 [1,348]	46.7% [42.0%]
	18.0%# [16.5%]		

Figures in [brackets] are Q3FY17 numbers

As per Basel III, including unaudited profits. Excluding profits CAR 17.1%, Tier I 16.4% [CAR 16.0% and Tier I 14.9%]

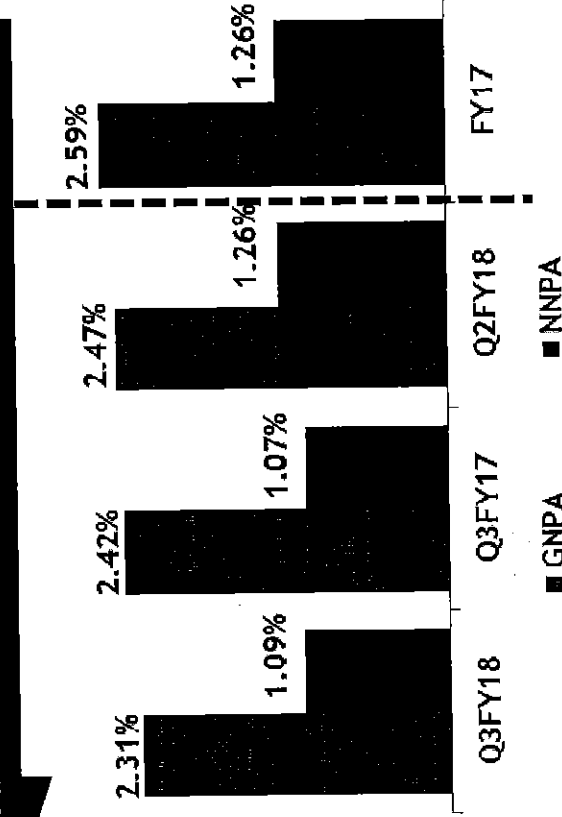
Profit and Loss Account

₹ cr	Q3FY18	Q3FY17	Q2FY18	FY17
Net Interest Income	2,394	2,050	2,313	8,126
Other Income	1,040	910	954	3,477
Net Total Income	3,434	2,960	3,267	11,603
Employee Cost	734	697	723	2,745
Other Operating Expenses	880	735	819	2,873
Operating Expenditure	1,614	1,432	1,542	5,618
Operating Profit	1,820	1,528	1,725	5,985
Provision On Advances/Receivables (net)	170	137	206	698
Provision On Investments	43	55	11	139
Provision & Contingencies	213	192	217	837
PBT	1,607	1,336	1,508	5,148
Provision For Tax	554	456	514	1,737
PAT	1,053	880	994	3,411

Income and Asset Quality



GNPA and NNPA



Asset Quality

- Restructured loans considered standard ₹ 67 cr; 0.04% of net advances
- SMA2 outstanding - ₹ 308 cr
 - 0.19% of net advances
- GNPA: 2.31%
- NNPA: 1.09%

Other Income (₹ cr)	Q3FY18	Q3FY17	Q2FY18	FY17
Fee and Services	829	725	810	2,677
Others	211	185	144	800
Total	1,040	910	954	3,477

Segment Performance

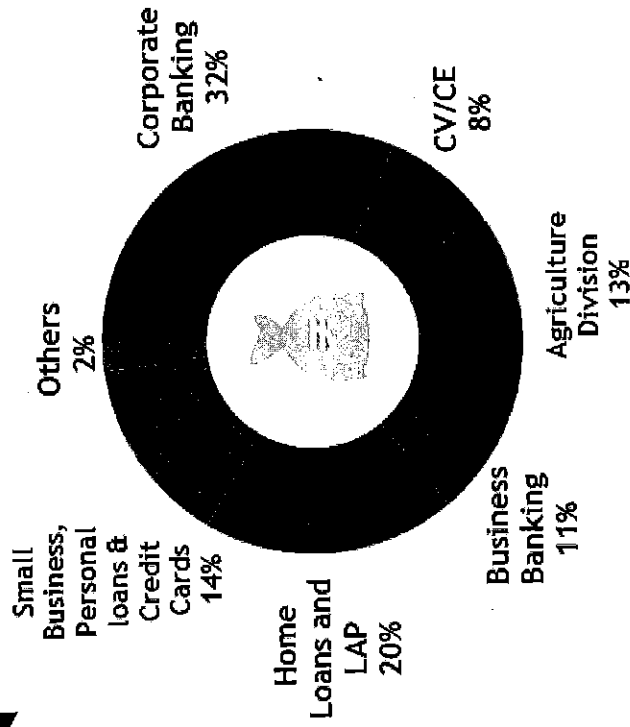


Bank Segmental PBT				
As per RBI (₹ cr)	Q3FY18	Q3FY17	Q2FY18	FY17
Corporate/Wholesale Banking	784	729	685	2,695
Retail Banking	391	322	341	1,195
Treasury, BMU* & Corporate Centre	432	285	482	1,258
Total	1,607	1,336	1,508	5,148

* Balance Sheet Management Unit

Customer Assets

31-Dec-17 (₹ 159,071 cr)



Advances

Advances growth: 23% YoY

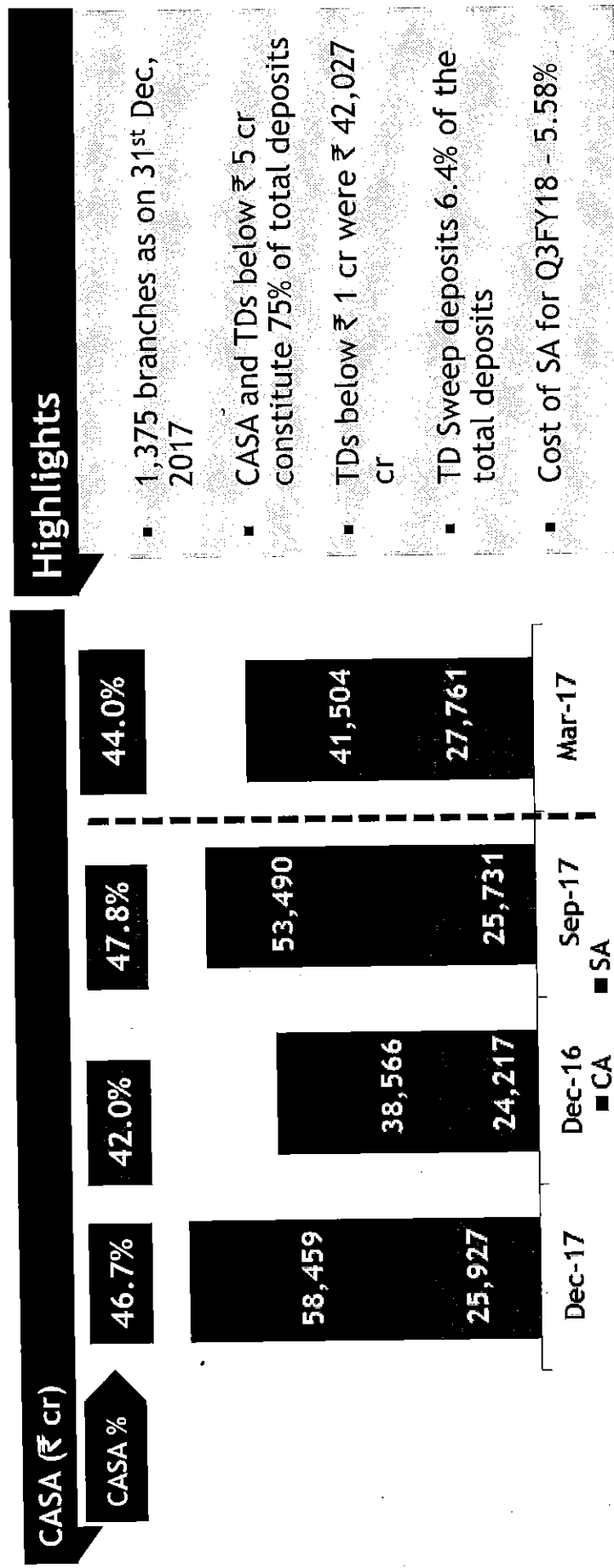


Customer Assets				
₹ cr	31-Dec-17	31-Dec-16	30-Sep-17	
Corporate Banking	49,961	42,578	48,995	
CV/CE	13,251	9,645	12,205	
Agriculture Division	20,550	16,519	19,741	
Business Banking	18,017	16,628	18,113	
Home Loans and LAP	30,944	25,046	29,429	
Small Business, PL & Credit Cards	22,904	15,784	20,876	
Others	3,444	3,062	3,215	
Total Advances	159,071	129,261	152,574	
Investment Credit Substitutes	7,286	5,541	8,483	
Total Customer Assets	166,357	134,802	161,057	

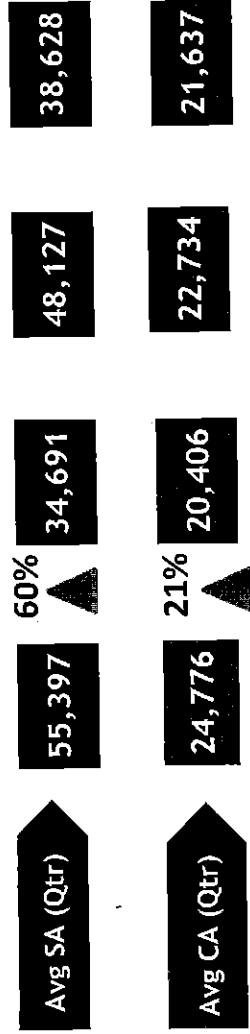
As per segmental classification

₹ cr	31-Dec-17	31-Dec-16	30-Sep-17	
Retail	65,381	51,582	61,178	
Corporate	93,690	77,679	91,396	
Total Advances	159,071	129,261	152,574	
Investment Credit Substitutes	7,286	5,541	8,483	
Total Customer Assets	166,357	134,802	161,057	

Branches & Deposits



YoY %



Balance Sheet



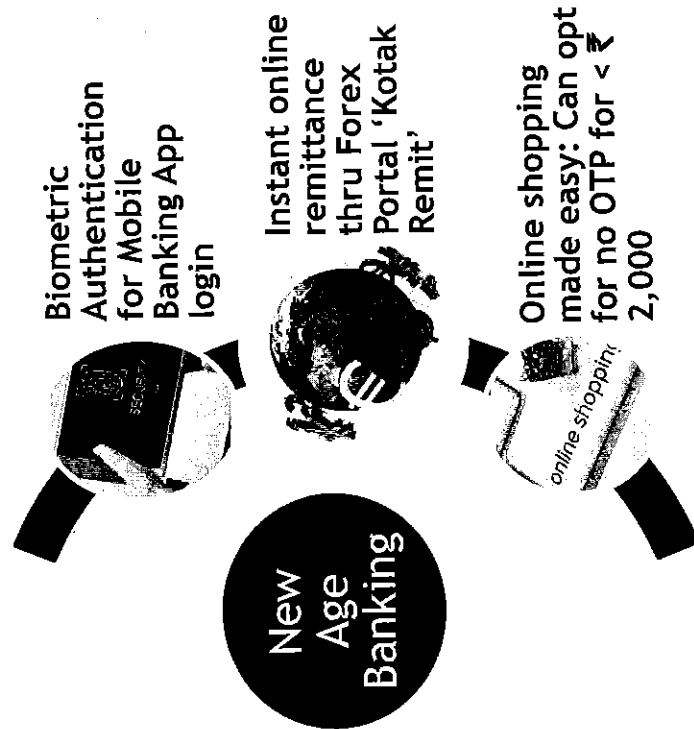
₹ cr	31-Dec-17	31-Dec-16	30-Sep-17	31-Mar-17
Networth	36,297	26,568	35,206	27,616
Deposits	180,826	149,352	165,671	157,426
CA	25,927	24,217	25,731	27,761
SA	58,459	38,566	53,490	41,504
Term Deposits	96,440	86,569	86,450	88,161
Of which: TD Sweep	11,532	10,941	11,559	10,079
Borrowings	23,193	18,160	25,923	21,095
Other Liabilities and Provisions	8,330	7,706	10,170	8,453
Total Liabilities	248,646	201,786	236,970	214,590

₹ cr	31-Dec-17	31-Dec-16	30-Sep-17	31-Mar-17
Cash, Bank and Call	24,172	15,046	20,823	22,572
Investments	55,170	46,550	52,796	45,074
Government Securities	44,193	39,499	41,922	36,190
Others	10,977	7,051	10,874	8,884
Advances	159,071	129,261	152,574	136,082
Fixed Assets and Other Assets	10,233	10,929	10,777	10,862
Total Assets	248,646	201,786	236,970	214,590

Digital - Best In Class Experience



Q3FY18



83%

Recurring Deposit sourced digitally

65%

Fixed Deposit sourced digitally

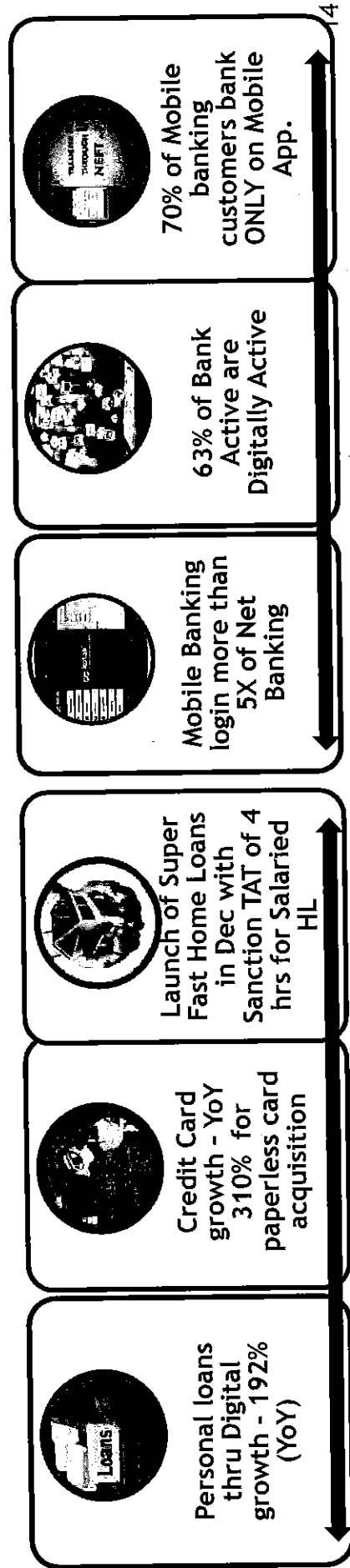
32%

Digital share of Salaried Personal Loan (Value)

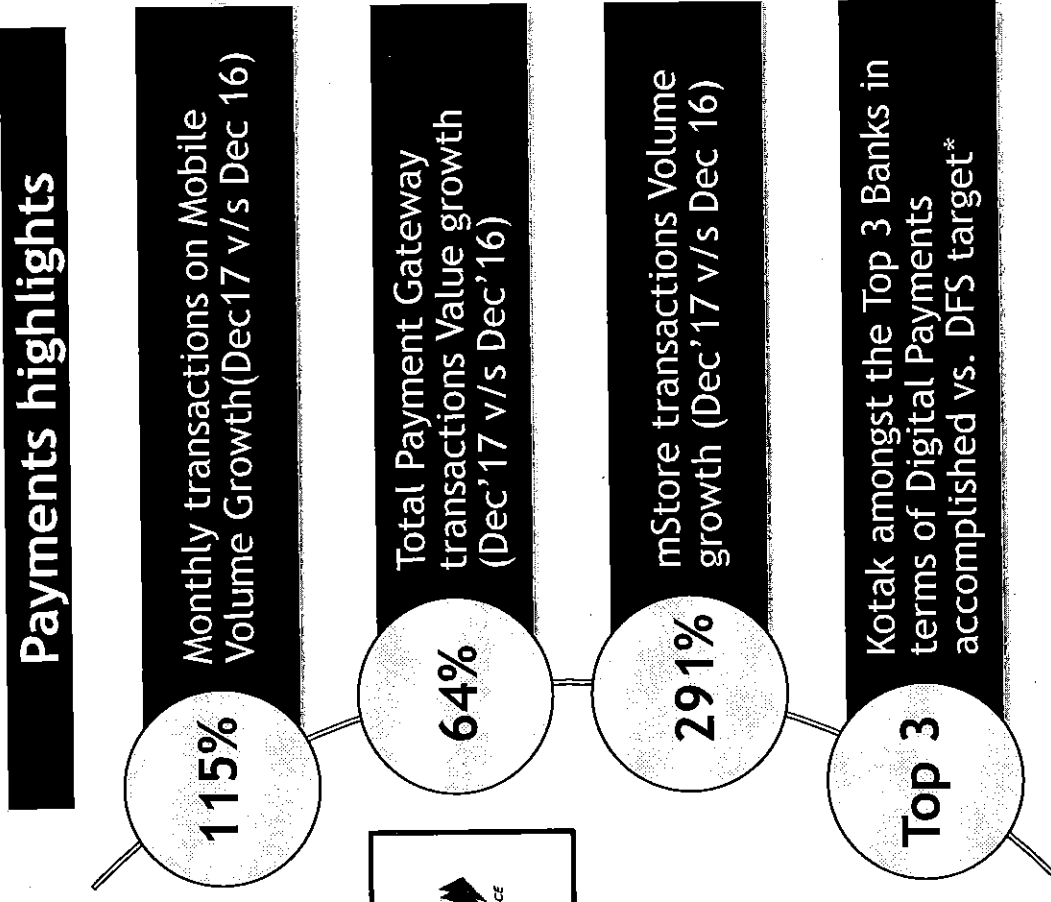
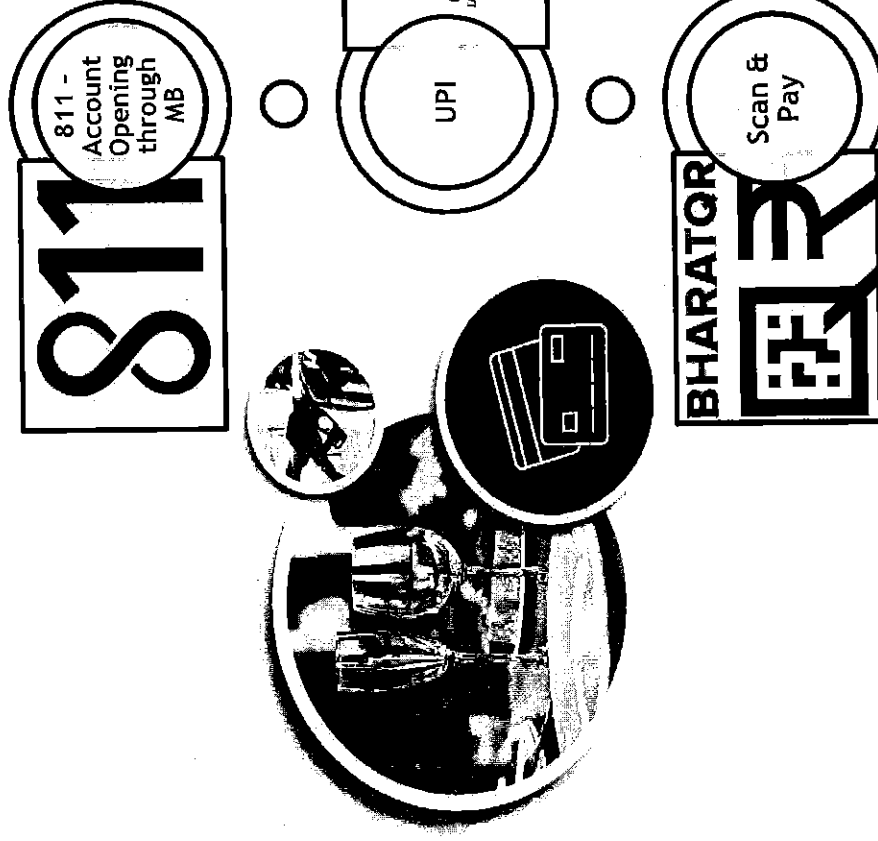
Mobile Banking Growth

Value (YoY) 111%

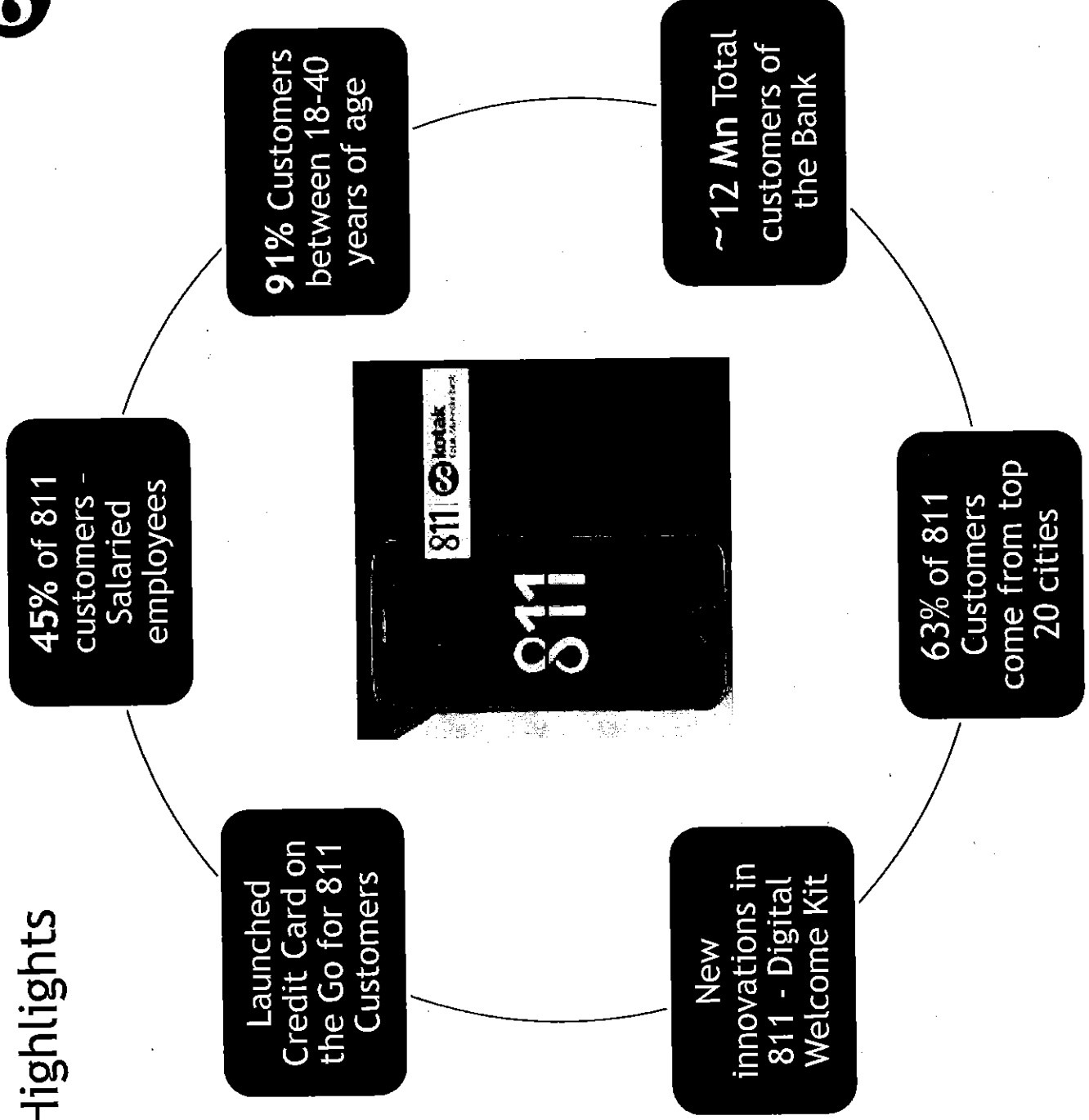
Volume (YoY) 120%



Lifestyle made easy with Mobile App & Payments



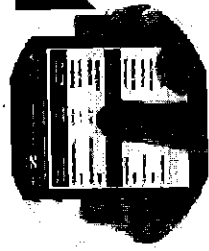
811 Highlights



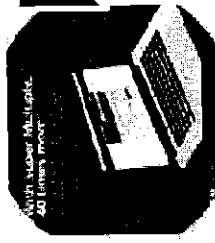
Digital Update - Subsidiaries



Kotak Securities



127% growth YoY
in Mobile average
daily volumes



Launched 'Super
Multiple product'
with limit order &
'Offer to buy' order
placement across
online platforms



Launched products
like 'Chat to Trade',
for all online
customers, Kotak
Stock Trader app
exclusively for iPad
& Tablet

Kotak Life Insurance

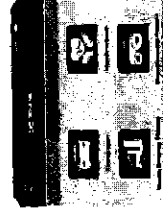
78%

Individual Policies sourced
in Q3FY18 through Genie
(Tablet based end to end
sales solution)

90%

Business (sales in Q3FY18)
comes through Genie for
BANCA channel

Kotak General Insurance

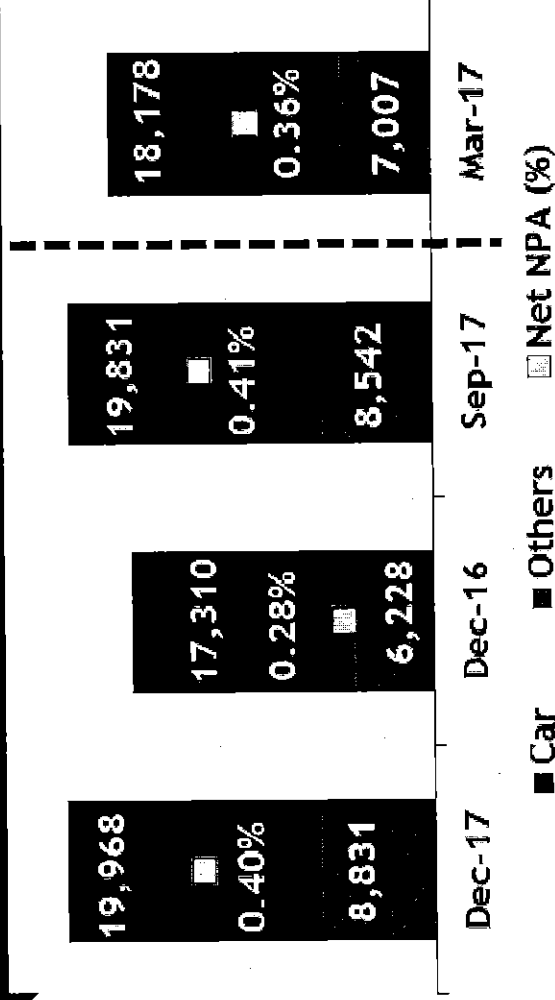


135%

YoY growth in
digital
business



Customer Assets* (₹ cr) & NNPA (%)

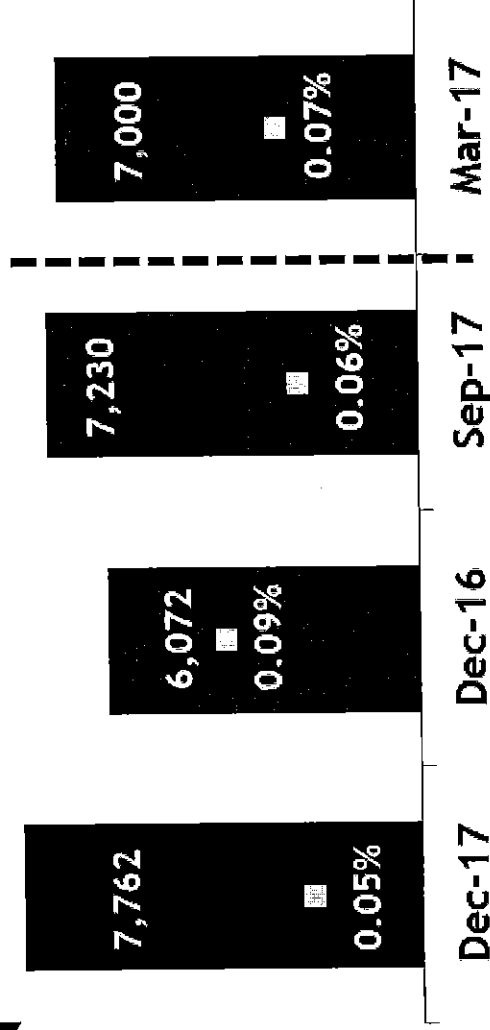


₹ cr	Q3FY18	Q3FY17	Q2FY18	FY17
NII	286	263	276	1,017
Other Income	61	47	64	225
NII and Other Income	347	310	340	1,242
Profit Before Tax	226	203	229	788
Profit After Tax	148	133	150	515
CAR (incl unaudited profits) (%)	16.6			
ROA (%) - annualised	1.9			

* Includes loans and credit substitutes

Kotak Mahindra Investments

Customer Assets* (₹ cr) & NNPA (%)

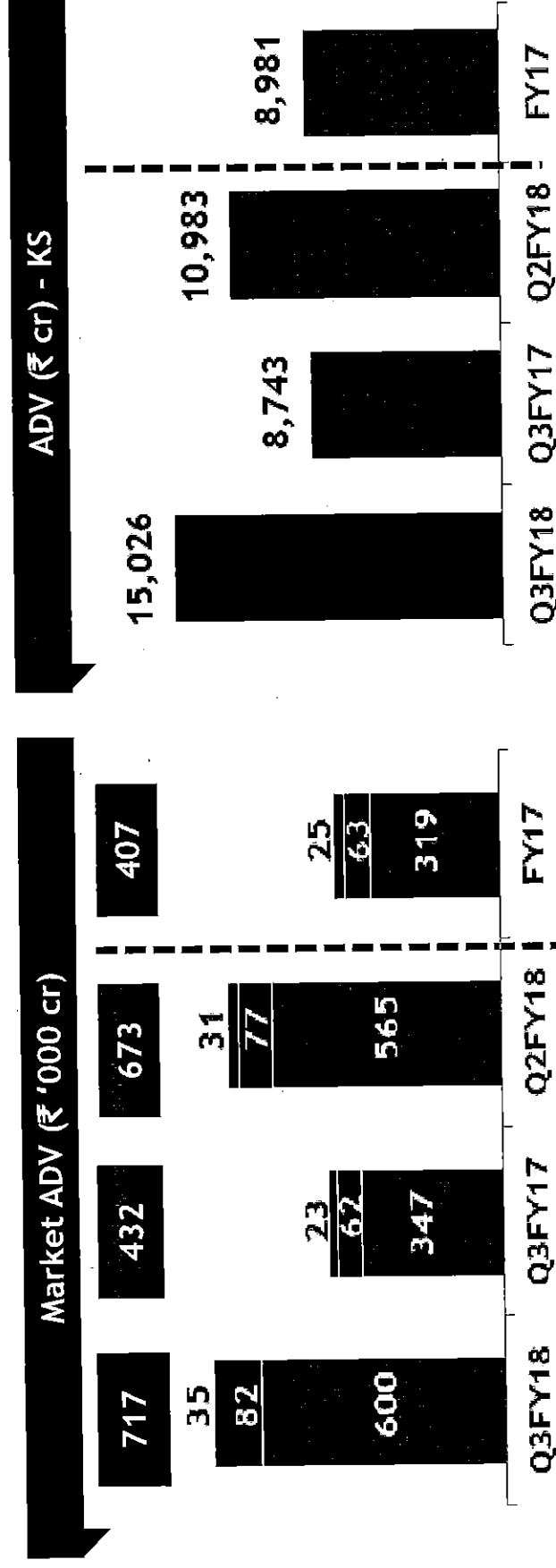


■ Customer Assets □ Net NPA (%)

₹ cr	Q3FY18	Q3FY17	Q2FY18	FY17
NII	77	71	76	270
Other Income	16	15	24	81
NII and Other Income	93	86	100	351
Profit Before Tax	77	71	84	290
Profit After Tax	50	48	55	196
CAR (incl unaudited profits) (%)	16.8			
ROA (%) - annualised	2.4			

* Includes loans and credit substitutes

Kotak Securities



₹ cr	Q3FY18	Q3FY17	Q2FY18	FY17
Total Income	452	287	351	1,184
Profit Before Tax	231	125	177	543
Profit After Tax	154	85	118	361
Market Share * (%) (YTD)	2.0	2.2	1.9	2.2

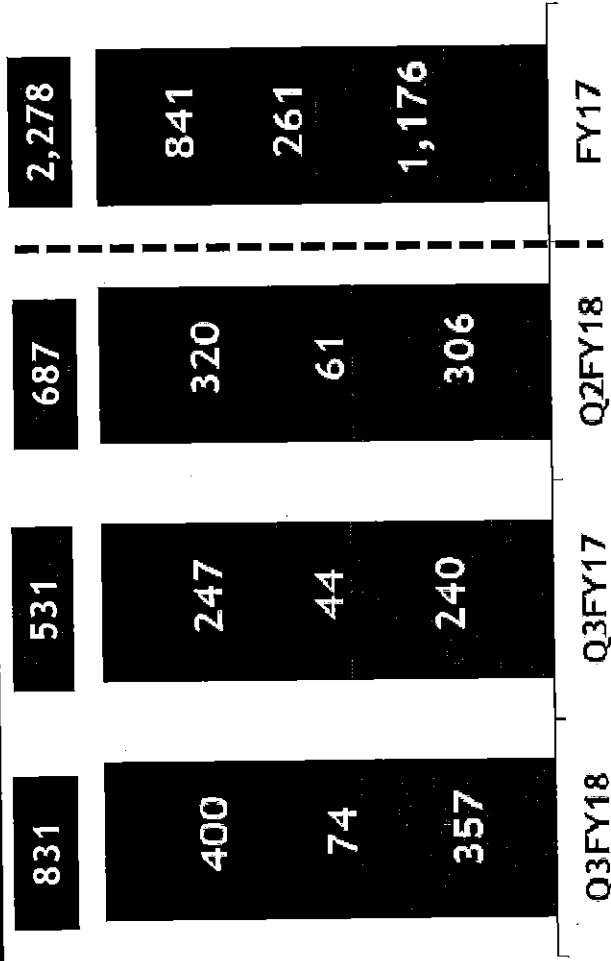
*excluding BSE Derivative segment

~ 1.5 million secondary market customers serviced thru' 1,305 branches, franchises and referral co-ordinators

Kotak Mahindra Life Insurance



New Business Premium (₹ cr)



■ Group ■ Single ■ Individual Regular

Highlights

- Individual Regular NBP grew at 37.9% YoY (9MFY18)
- Individual renewal premium grew 27.3% YoY (9MFY18)
- Investment Performance of 100% Frontline Equity Funds Quartile 1 on three and five year basis
- 9MFY18 conservation ratio of 87.2%
- Sum assured increased by 21.9% YoY
- Claims settlement ratio FY17: 99.5%

₹ cr	Q3FY18	Q3FY17	Q2FY18	FY17
Capital	562	562	562	562
Other Reserves and Surplus	1,562	1,161	1,465	1,263
Total Premium	1,540	1,090	1,308	5,140
Profit After Tax	97	68	100	303
Solvency Ratio (x)	3.08	3.06	3.08	3.00

Kotak Mahindra Capital Company



Equity

General Insurance Corp. of India Initial Public Offering ₹ 11,257 cr	Punjab National Bank Qualified Institutional Placement ₹ 5,000 cr
New India Assurance Co. Ltd Initial Public Offering ₹ 9,586 cr	Piramal Enterprises Ltd Qualified Institutional Placement ₹ 4,996 cr
Housing Finance Ltd Offer For Sale ₹ 1,306 cr	Edelweiss Financial Services Ltd Qualified Institutional Placement ₹ 1,528 cr
Interglobe Aviation Ltd Offer For Sale ₹ 1,265 cr	apollo Tyres Ltd. Qualified Institutional Placement ₹ 1,500 cr
Godrej Agrovet Ltd Initial Public Offering ₹ 1,157 cr	Mahindra Finance Qualified Institutional Placement ₹ 1,056 cr
Indian Energy Exchange Ltd Initial Public Offering ₹ 1,001 cr	Sunteck Realty Ltd. Qualified Institutional Placement ₹ 500 cr
Mahindra Logistics Ltd Initial Public Offering ₹ 829 cr	

Advisory

TATA CHEMICALS Transaction Advisor to Tata Chemicals Limited for Sale of its phosphatic Fertilisers Business by way of Slump sale to IRC Agrochemicals Pvt Ltd ₹ 375 cr	AMERICAN TOWER CORPORATION Transaction Advisor to American Tower Corporation for the acquisition of 20,000 communications sites from Vodafone India Ltd and Idea Cellular Ltd ₹ 7,850 cr
Undisclosed Financial Advisor to Karam Chand Thapar Group for the sale of wind assets (aggregating 103 MW) to ReNew Power	Tech Mahindra Financial Advisor to Tech Mahindra for the acquisition of 30% stake in Mahindra Comviva from Bharti Group & Westbridge ₹ 328 cr
TATA Financial Advisor to Tata Group for sale of 51% stake in Tata Business Support Services by Tata Sons to Qess Corp Limited ₹ 153 cr	SWARAJ Buyback of equity shares by Swaraj Engines via tender offer route ₹ 71 cr

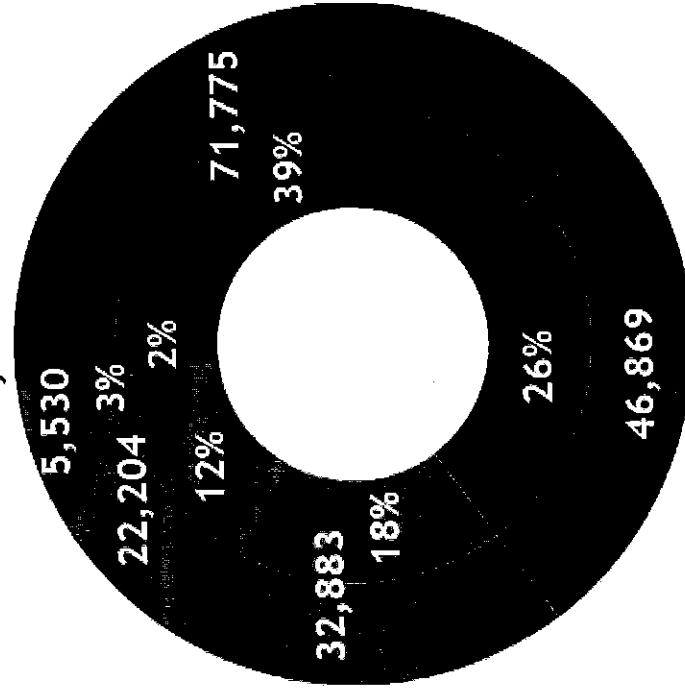
₹ cr	Q3FY18	Q3FY17	Q2FY18	FY17
Total Income	76	26	15	136
Profit Before Tax	54	9	(2)	61
Profit After Tax	36	7	(1)	46
				22

Assets Under Management



Dec 31, 2017

3,618



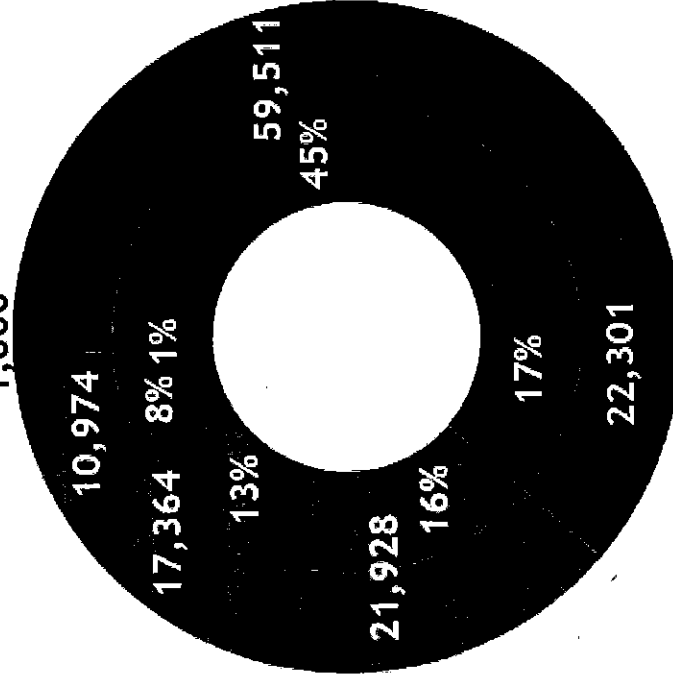
- Domestic MF Debt
- Domestic MF Equity
- Offshore Funds
- Insurance
- Alternate Asset
- PMS



AUM ₹ 182,879 cr

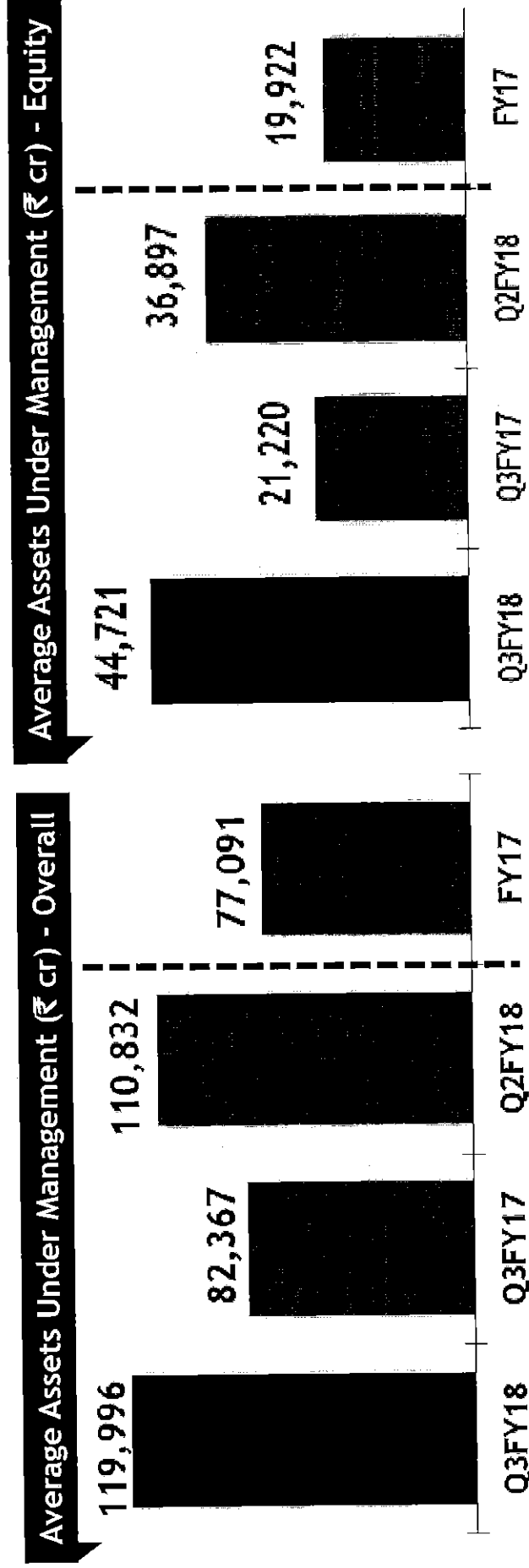
Dec 31, 2016

1,000



AUM ₹ 133,078 cr

Kotak Mahindra AMC & Trustee Co.

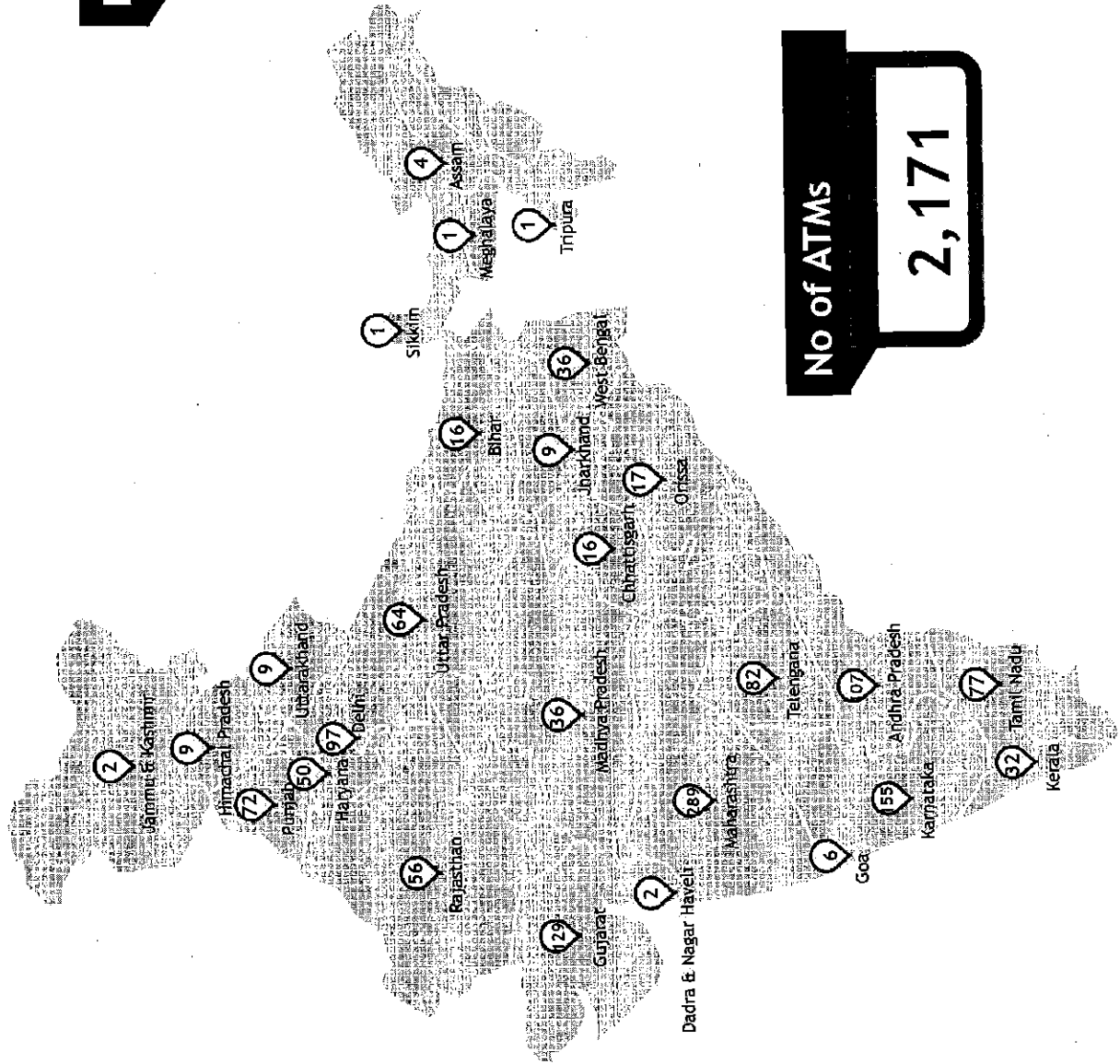


₹ cr	Q3FY18	Q3FY17	Q2FY18	Q2FY18	FY17
Profit Before Tax	57	24	34	84	
Profit After Tax	38	16	23	56	

Highlights

- Equity AAUM (Incl Arbitrage) grew by 111% YoY compared to Industry growth of 68%
- Over all AAUM grew by 46% YoY compared to Industry growth of 32%
- PMS AUM grew 3x YoY

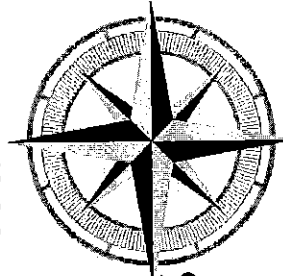
Geographical Presence



Branches 1,375 [No./%]

North

411/30%



West 426/31%

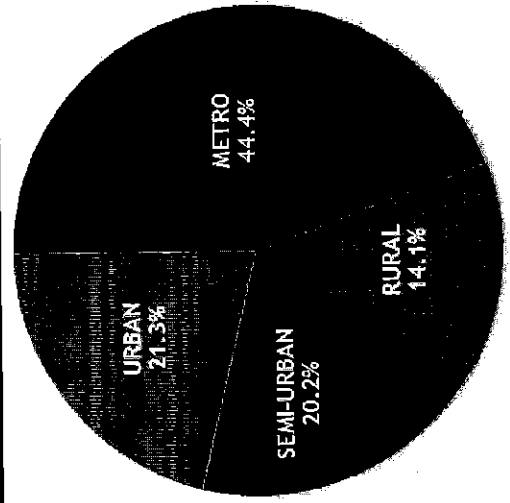
East

85/6%

South

453/33%

Branch Classification



No of ATMs

2,171

Bank Awards & Recognition

811-Best Corporate Innovation
India Fintech Forum 2017

Best Bank in India
Asiamoney Cash Management
Customer Satisfaction Awards
2017

In-House legal team-The Legal
500 GC Powerlist
India Teams

Best Corporate & Investment
Bank for India
Asiamoney Best Bank Awards
2017 - India

Fastest Growing Midsized Bank
2017
Business Today-Money Today
Financial Awards

Best Growing Mid-Size Bank
Businessworld Magna Best Banks
Awards 2017

National Payments Excellence
Awards 2016 by NPCI:
Best Mid-Sized Bank for
excellent performance in:
• Cheque Truncation System
• IMPS

Company with Great Managers
The Great Managers Award
2016 by People Business & Tol

Best Savings Bank Product
FE India's Best Banks Award
2015-16

AsiaMoney Cash Management
Poll 2016
• Best Local Bank in Indian
mid-cap space

D&B Banking Awards 2017
Best Digital Bank (Online
Transaction) Award

Best Cash Management Bank
Asian Banker Transaction
Banking Awards 2017, 2016
(India)

Best Private Bank India
Global Private Banking
Awards 2016

Best Private Bank India
FinanceAsia Country Awards
2016



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

Mr. Narayan SA
recognized as CA
Business Leader
Banking at ICAI Awards
2016

Mr. G Murlidhar
recognized as CA
Business Leader
Banking at ICAI Awards
2016

Ms. Shanti Ekambaram
recognized as one of the
Most Powerful Women in
Business
Business Today

Company of the Year 2016
The Economic Times Awards
for Corporate Excellence

Mr. Uday Kotak
Lifetime Achievement
FE Best Banks' Awards 2015-
16

Business Leader
LakshmiPat Singhania IIM
Lucknow National
Leadership Awards 2017

Businessman of The Year
2016 - Business India

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

Entrepreneur of the Year
Forbes India Leadership
Awards 2015



Awards and Recognition



India Equity House
2017 IFR Asia

Most Innovative Bank
Asia Pacific award by The Banker
Magazine

Securities Advisory Firm of the
Year in India
Corporate Intl Global Awards -
2017, 2016, 2014, 2012

The Asset Triple A Country
Awards 2016, India
• Best Equity House
• Best IPO, QIP
• Best M&A Deal

IPO Dealmaker of the Year
Businessworld PwC I-Banking
Survey 2016

Best Domestic Equity House
Asiamoney - 2016

Best Domestic Investment Bank
and Best Domestic Equity
House over the last 20 years
FinanceAsia Platinum Awards -20
Years of Excellence



Best Campaign Management
Award (Gold Medal) for the
Agar Magar Jigar campaign
DMA Asia 2017

Best Broker in India
FinanceAsia Country Awards
for Achievement 2015

BSE recognised K-Sec (FY 15-16)
• Top 5 in Equity Retail Segment,
Equity Institutional Segment
• Top 3 in OFS Segment

NSDL Star Performer Awards, 2016
#1 in New Accounts opened
(Non-Bank category)

Institutional Investor's 2016
• #1 in All-India Research Team
• #1 in All-India Sales Team



Business World Award
Excellence in L&D for 2016



Special award for Innovative Approach
to Investor Awareness
Outlook Money

Best new ETF and ETF Manager of the
Year -India
ETFI - ETF & Indexing Awards 2016
by Asia Asset Management - Hong Kong

I - invest (London) in 2016 ETF Awards
• Best Asia - Focused ETF Manager
• Best Open-Ended Gold ETF (Since
inception): Kotak Gold ETF

Disclaimer



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MEDIA RELEASE

KOTAK MAHINDRA BANK ANNOUNCES RESULTS

Consolidated PAT for Q3FY18 ₹ 1,624 cr up 28%

Bank PAT for Q3FY18 ₹ 1,053 cr up 20%

Mumbai, January 19, 2018: The Board of Directors of Kotak Mahindra Bank ('Kotak Bank') took on record the unaudited standalone and consolidated results for Q3FY18, at the Board meeting held in Mumbai, today

Consolidated results at a glance

PAT for Q3FY18 increased to ₹ 1,624 cr from ₹ 1,267 cr in Q3FY17 up 28%

Advances up 24% to ₹ 195,652 cr as on December 31, 2017 from ₹ 157,801 cr as on December 31, 2016. Customer assets (Advances + Investment Credit Substitutes) stood at ₹ 203,579 cr as on December 31, 2017.

NIM for Q3FY18 stood at 4.2%

Capital adequacy ratio (CAR), including unaudited profits as per Basel III, as on December 31, 2017 is 18.4%. Tier 1 ratio is 17.9%.

Total assets managed / advised by the Group as on December 31, 2017 were up 37% at ₹182,879 cr (₹ 133,078 cr as on December 31, 2016).

Networth as on December 31, 2017 was ₹ 48,621 cr (₹ 37,047 cr as on December 31, 2016).

In addition to the Bank, major subsidiaries who contributed to profit after tax for Q3FY18 are Kotak Mahindra Prime ₹ 148 cr, Kotak Securities ₹ 154 cr, Kotak Mahindra Life Insurance ₹ 97 cr and Kotak Mahindra Investments ₹ 50 cr.

Kotak Mahindra Bank standalone results

Bank PAT for Q3FY18 increased to ₹ 1,053 cr from ₹ 880 cr in Q3FY17, up by 20%

Net Interest Income (NII) for Q3FY18 up 17% to ₹ 2,394 cr from ₹ 2,050 cr in Q3FY17

Net Interest Margin (NIM) for Q3FY18 at 4.2%

Advances as on December 31, 2017 were up 23% to ₹ 159,071 cr (₹ 129,261 cr as on December 31, 2016). Bank's customer assets (Advances + Investment Credit Substitutes) stood at ₹ 166,357 cr as on December 31, 2017 up by 23%.



Average Savings deposits grew by 60% to ₹ 55,397 cr as on December 31, 2017 compared to ₹ 34,691 cr as on December 31, 2016. Average Current Account deposits grew by 21% to ₹ 24,776 cr as on December 31, 2017 compared to ₹ 20,406 cr as on December 31, 2016. CASA ratio as on December 31, 2017 stood at 46.7% compared to 42.0% as on December 31, 2016. TD Sweep deposits as on December 31, 2017 were 6.4% of the total deposits.

Capital adequacy ratio of the Bank, including unaudited profits as per Basel III, as on December 31, 2017 is 18.7% and Tier I ratio is 18.0%.

As on December 31, 2017, the Bank has a network of 1,375 full-fledged branches and 2,171 ATMs affording it the capacity and means to serve its customers through its wide presence.

As on December 31, 2017, the branch footprint was as under:

Zone	
West	31%
North	30%
South	33%
East	6%
Total	1375

As on December 31, 2017, GNPA was 2.31% & NNPA was 1.09%. As on December 31, 2017, restructured loans considered standard were at ₹ 67 cr i.e. 0.04% of net advances and SMA2 outstanding was ₹ 308 cr (0.19% of net advances).

Digital Update

On March 29, 2017, the Bank launched 811 – a completely digital and paperless account opening experience. The Total customers of the Bank are around 12 mn as on December 31, 2017.

Digital remains an area of focus for the Group. Bank and other subsidiaries like Securities, Insurance, Asset Management and Kotak Prime are gaining significant traction and market share. Transactions for the Bank on mobile platform grew by 120% in terms of volume in Q3FY18 vis a vis a year ago. During Q3FY18, the share of Recurring Deposits sourced digitally was 83% and that of Term Deposits was 65%. The digital share of salaried personal loans rose to 32% in Q3FY18. During the quarter, the Bank also launched a new customer centric; mobile first website with a view to service customers better. On a YoY basis, total payment gateway transactions for the month of December 2017 have grown 115% in terms of volume and 64% in terms of value. mstore transactions have grown 322% in terms of volume in December, 2017.

Kotak Securities mobile transaction ADVs grew 127% in Q3FY18. 78% of the individual policies written by Kotak Life Insurance were sourced through Genie - tablet based end to end sales solution. Further, 90% of the Banca channel sales in Q3FY18 were through Genie. In the case of Kotak General Insurance, more than 30% of new business sourced through digital channels in Q3FY18.



About Kotak Mahindra Group

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

As on December 31, 2017, Kotak Mahindra Bank Ltd, has a national footprint of 1,375 branches spread across 700 locations and 2,171 ATMs. The consolidated net worth of the Group stands at ₹ 48,621 cr as on December 31, 2017. The Group offers a wide range of financial services that encompass every sphere of life. From commercial banking, to stock broking, mutual funds, insurance and investment banking, the Group caters to the diverse financial needs of individuals and the corporate sector. The Group has a wide distribution network through branches and franchisees across India, an International Business Unit at GIFT city, Gujarat and international offices in London, New York, Texas, California, Dubai, Abu Dhabi, Mauritius and Singapore.

For more information, please visit the company's website at www.kotak.com

For further information, please contact

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