KOTAK MAHINDRA BANK LIMITED (CONSOLIDATED)
Registered Office: 36-38A, Nariman Bhavan, 227, Nariman Point, Mumbai 400 021

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTH ENDED 31ST DECEMBER, 2011

₹ lakhs

Sr No	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		Dec-11 (Unaudited)	Sep-11 (Unaudited)	Dec-10 (Unaudited)	Dec-11 (Unaudited)	Dec-10 (Unaudited)	March-11 (Audited)
1	**Interest earned (a+b+c+d)**	**222,279.15**	**202,935.56**	**160,925.93**	**612,175.59**	**429,902.31**	**597,311.23**
	(a) Interest/discount on advances/bills	174,241.18	156,956.97	123,305.97	474,389.70	324,555.41	454,252.54
	(b) Income on investments	46,273.18	44,116.00	35,074.65	132,347.09	99,783.79	135,518.78
	(c) Interest on balances with RBI & other banks	1,059.46	946.89	976.19	2,787.03	1,575.42	2,309.06
	(d) Others	705.33	915.70	1,569.12	2,651.77	3,987.69	5,230.85
2	**Other income (a+b +c)**	**90,051.61**	**71,148.12**	**106,288.62**	**245,203.55**	**364,900.36**	**502,431.75**
	(a) Profit/(Loss) on sale of investments including revaluation (insurance business)	(22,047.75)	(37,191.73)	1,493.27	(66,298.28)	49,065.99	28,510.11
	(b) Premium on Insurance Business	63,081.30	66,349.74	60,438.09	179,458.57	187,691.55	293,990.87
	(c) Other income (see Notes 1 and 5)	49,018.06	41,990.11	44,357.26	132,043.26	128,142.82	179,930.77
3	**Total income (1+2)**	**312,330.76**	**274,083.68**	**267,214.55**	**857,379.14**	**794,802.67**	**1,099,742.98**
4	Interest expended	122,308.56	107,028.64	73,454.37	324,260.80	187,226.29	266,824.05
5	**Operating expenses (a+b+c)**	**118,044.27**	**101,522.28**	**134,167.59**	**332,942.16**	**438,532.54**	**593,419.05**
	(a) Payments to and provisions for employees	41,163.78	39,504.13	39,671.79	119,149.39	112,182.64	152,234.49
	(b) Policy holders' reserves, surrender expense and claims	31,800.98	20,679.65	53,698.96	89,734.58	209,093.40	280,861.43
	(c) Other operating expenses (see Note 2 and 5)	45,079.51	41,338.50	40,796.84	124,058.19	117,256.50	160,323.13
6	**Total expenditure (4+5) (excluding provisions and contingencies)**	**240,352.83**	**208,550.92**	**207,621.96**	**657,202.96**	**625,758.83**	**860,243.10**
7	**Operating Profit (3-6) (Profit before provisions and contingencies)**	**71,977.93**	**65,532.76**	**59,592.59**	**200,176.18**	**169,043.84**	**239,499.88**
8	Provisions & contingencies (other than tax) (see Note 3)	4,521.66	2,706.40	5,343.49	9,644.26	15,617.09	14,759.97
9	Exceptional items	-	-	-	-	-	-
10	**Profit from ordinary activities before tax (7-8-9)**	**67,456.27**	**62,826.36**	**54,249.10**	**190,531.92**	**153,426.75**	**224,739.91**
11	Tax expense	20,833.93	19,209.25	16,145.77	58,355.84	47,049.44	67,816.41
12	**Profit from ordinary activities after tax before Minority Interest (10 – 11)**	**46,622.34**	**43,617.11**	**38,103.33**	**132,176.08**	**106,377.31**	**156,923.50**
13	Extraordinary items (net of tax expense)	-	-	-	-	-	-
14	**Profit from ordinary activities after tax before Minority Interest (12 – 13)**	**46,622.34**	**43,617.11**	**38,103.33**	**132,176.08**	**106,377.31**	**156,923.50**
15	Less: Share of Minority Interest	1,227.54	1,364.85	613.96	3,795.83	783.67	2,635.26
16	Add: Share in Profit of associates	868.12	1,005.71	867.19	2,750.74	1,943.05	2,386.23
17	**Profit after tax (14-15+16)**	**46,262.92**	**43,257.97**	**38,356.56**	**131,130.99**	**107,536.69**	**156,674.47**
18	Paid Up Equity Capital - (Face Value of ₹ 5 per share)	36,978.36	36,932.37	36,815.07	36,978.36	36,815.07	36,843.58
19	Group Reserves (excluding Minority Interest)						1,059,450.54
20	Minority Interest						10,721.12
21	**Analytical Ratios**						
	(i) Earnings per Share (before and after extraordinary items)						
	(a) Basic (not annualized) ₹	6.26	5.86	5.22	17.76	15.02	21.73
	(b) Diluted (not annualized) ₹	6.23	5.83	5.19	17.67	14.92	21.60
	(ii) NPA Ratios						
	(a) Gross NPA	67,800.27	70,524.33	86,370.39	67,800.27	86,370.39	71,198.46
	(b) Net NPA	24,652.87	23,257.06	27,471.95	24,652.87	27,471.95	24,267.10
	(c) % of Gross NPA/ Gross Advances	1.27	1.38	2.12	1.27	2.12	1.71
	(d) % of Net NPA/ Net Advances	0.47	0.46	0.69	0.47	0.69	0.59
	(e) % of Gross NPA/ Gross Advances (excluding NPAs acquired from other banks/ NBFCs)	0.95	0.93	1.49	0.95	1.49	1.13
	(f) % of Net NPA/ Net Advances (excluding NPAs acquired from other banks/ NBFCs)	0.41	0.36	0.51	0.41	0.51	0.43
	(iii) Return on Assets % (average) (not annualised)	0.54	0.53	0.60	1.62	1.69	2.39

NOTES:

1. Details of other income forming part of the Consolidated unaudited results are as follows:

₹ lakhs

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	Dec-11 (Unaudited)	Sep-11 (Unaudited)	Dec-10 (Unaudited)	Dec-11 (Unaudited)	Dec-10 (Unaudited)	March-11 (Audited)
Commission, fees, exchange, brokerage and others	45,497.00	41,523.12	37,681.42	125,579.64	116,377.58	163,506.52
Profit on sale of investments (other than insurance business)	3,521.06	466.99	6,675.84	6,463.62	11,765.24	16,424.25
Total – Other income	**49,018.06**	**41,990.11**	**44,357.26**	**132,043.26**	**128,142.82**	**179,930.77**

2. Details of other expenditure forming part of Consolidated unaudited results are as follows:

₹ lakhs

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	Dec-11 (Unaudited)	Sep-11 (Unaudited)	Dec-10 (Unaudited)	Dec-11 (Unaudited)	Dec-10 (Unaudited)	March-11 (Audited)
Brokerage	5,917.21	5,520.55	5,009.93	16,171.54	16,754.33	22,538.71
Depreciation	4,309.10	3,891.28	3,855.47	11,978.82	11,308.75	15,234.62
Rent, taxes and lighting	6,127.20	5,864.49	5,566.25	17,727.02	16,030.42	21,585.55
Others	28,726.00	26,062.18	26,365.19	78,180.81	73,163.00	100,964.25
Total – Other operating expenses	**45,079.51**	**41,338.50**	**40,796.84**	**124,058.19**	**117,256.50**	**160,323.13**

3. Provisions and contingencies are net of recoveries made against accounts which have been written off as bad in the previous year/s.

4. The consolidated financial results are prepared in accordance with Accounting Standard – 21, "Consolidated Financial Statements " and AS - 23 " Accounting for investment in associates in consolidated financial statement " issued by The Institute of Chartered Accountants of India.

5. Other income in the consolidated results for the reporting periods is net of sub-brokerage paid in the broking subsidiary amounting to ₹ 796.17 lakhs for the quarter ended 31st December, 2011 and for nine months ended 31st December, 2011 ₹ 4,121.70 lakhs (for the quarter ended 30th September, 2011 ₹ 1,226.17 lakhs, for the quarter ended 31st December, 2010 ₹ 1,982.55 lakhs, nine month ended 31st December, 2010 ₹ 5,152.35 lakhs, for the year ended 31st March, 2011 ₹ 6,553.38 lakhs).

6. There has been no change in significant accounting policies during the quarter.

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

KOTAK MAHINDRA BANK LIMITED (STANDALONE)
Registered Office: 36-38A, Nariman Bhavan, 227, Nariman Point, Mumbai 400 021
UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31st DECEMBER, 2011

₹ lakhs

Sr No	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		Dec-11 (Unaudited)	Sep-11 (Unaudited)	Dec-10 (Unaudited)	Dec-11 (Unaudited)	Dec-10 (Unaudited)	Mar-11 (Audited)
1	**Interest earned (a+b+c+d)**	**164,097.81**	**146,464.94**	**110,485.07**	**443,540.97**	**299,184.36**	**418,975.20**
	(a) Interest/ discount on advances/ bills	130,647.61	115,908.37	84,789.21	350,773.46	226,952.42	321,434.81
	(b) Income on investments	33,381.74	30,489.92	24,890.99	92,507.59	70,886.47	95,717.85
	(c) Interest on balances with RBI & other banks	60.03	54.69	795.87	202.96	1,284.18	1,718.84
	(d) Others	8.43	11.96	9.00	56.96	61.29	103.70
2	**Other Income** (Refer Note 2)	**28,196.15**	**21,249.06**	**19,956.14**	**72,311.42**	**53,289.80**	**78,053.49**
3	**Total income (1+2)**	**192,293.96**	**167,714.00**	**130,441.21**	**515,852.39**	**352,474.16**	**497,028.69**
4	**Interest expended**	98,952.75	85,918.98	56,759.04	261,064.96	145,949.65	209,217.68
5	**Operating expenses (a+b)**	**48,979.77**	**43,793.67**	**42,209.89**	**133,819.06**	**110,842.59**	**155,332.02**
	(a) Payments to and provisions for employees	22,601.02	21,516.15	19,848.82	64,736.22	53,285.13	75,114.84
	(b) Other Operating expenses	26,378.75	22,277.52	22,361.07	69,082.84	57,557.46	80,217.18
6	**Total expenditure (4+5)** (Excluding provisions & contingencies)	**147,932.52**	**129,712.65**	**98,968.93**	**394,884.02**	**256,792.24**	**364,549.70**
7	**Operating Profit (3-6)** (Profit before provisions and contingencies)	**44,361.44**	**38,001.35**	**31,472.28**	**120,968.37**	**95,681.92**	**132,478.99**
8	Provisions & contingencies (Other than tax) (Refer Note 1)	3,072.44	(236.09)	4,265.84	5,044.84	14,426.10	13,708.81
9	Exceptional items	-	-	-	-	-	-
10	**Profit from ordinary activities before tax (7-8-9)**	**41,289.00**	**38,237.44**	**27,206.44**	**115,923.53**	**81,255.82**	**118,770.18**
11	Provision for taxes	13,680.79	12,236.43	8,419.08	37,110.82	24,307.74	36,951.97
12	**Net Profit from ordinary activities after tax (10-11)**	**27,608.21**	**26,001.01**	**18,787.36**	**78,812.71**	**56,948.08**	**81,818.21**
13	Extraordinary items (Net of tax expense)	-	-	-	-	-	-
14	**Net Profit for the Period (12-13)**	**27,608.21**	**26,001.01**	**18,787.36**	**78,812.71**	**56,948.08**	**81,818.21**
15	**Paid Up Equity Capital - (Face Value ₹ 5 per share)**	**36,978.36**	**36,932.37**	**36,815.07**	**36,978.36**	**36,815.07**	**36,843.58**
16	**Reserves excluding revaluation reserves**						642,803.62
17	**Analytical Ratios**						
	(i) % of shares held by Govt. of India	-	-	-	-	-	-
	(ii) % Capital adequacy ratio (Basel II)	16.87	17.80	18.66	16.87	18.66	19.92
	(iii) Earnings Per Share (EPS) for the period						
	- Basic ₹	3.74	3.52	2.56	10.68	7.95	11.35
	- Diluted ₹	3.72	3.50	2.54	10.62	7.90	11.28
	(iv) NPA Ratios						
	a) Gross Non-performing assets	60,970.37	60,906.46	74,420.30	60,970.37	74,420.30	60,349.33
	b) Net Non-performing assets	22,369.15	21,005.10	23,528.33	22,369.15	23,528.33	21,115.94
	c) % of Gross NPA to Gross Advances	1.52	1.61	2.53	1.52	2.53	2.03
	d) % of Net NPA to net Advances	0.56	0.56	0.81	0.56	0.81	0.72
	e) % of Gross NPA to Gross Advances (Excluding NPAs acquired from other banks and NBFCs)	1.10	1.01	1.66	1.10	1.66	1.23
	f) % of Net NPA to net Advances (Excluding NPAs acquired from other banks and NBFCs)	0.49	0.43	0.57	0.49	0.57	0.50
	g) Return on Assets %(Average) – Not Annualized	0.45	0.45	0.38	1.37	1.26	1.77

Sr No	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		Dec-11 (Unaudited)	Sep-11 (Unaudited)	Dec-10 (Unaudited)	Dec-11 (Unaudited)	Dec-10 (Unaudited)	Mar-11 (Audited)
18	**Public Shareholding**						
	(i) No. of shares	403,776,945	402,857,204	400,511,062	403,776,945	400,511,062	401,081,236
	(ii) % of shareholding	54.60	54.54	54.39	54.60	54.39	54.43
19	Promoters and promoter group Shareholding						
	a) Pledged/Encumbered						
	- Number of shares	-	-	100,000	-	100,000	100,000
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	0.03%	-	0.03%	0.03%
	- Percentage of shares (as a % of the total share capital of the company)	-	-	0.01%	-	0.01%	0.01%
	b) Non-encumbered						
	- Number of Shares	335,790,268	335,790,268	335,690,268	335,790,268	335,690,268	335,690,268
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	99.97%	100%	99.97%	99.97%
	- Percentage of shares (as a % of the total share capital of the company)	45.40%	45.46%	45.60%	45.40%	45.60%	45.56%

Segment Results

The reportable segments of the bank are as under:

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

₹ lakhs

		Quarter Ended			Nine Months Ended		Year Ended
		Dec-11 (Unaudited)	Sep-11 (Unaudited)	Dec-10 (Unaudited)	Dec-11 (Unaudited)	Dec-10 (Unaudited)	Mar-11 (Audited)
1	**Segment Revenue**						
	a. Treasury and BMU	52,438.92	48,214.89	39,325.09	144,742.17	106,244.82	149,755.27
	b. Corporate/ Wholesale Banking	75,815.06	59,753.50	41,539.40	190,804.07	110,916.20	160,386.97
	c. Retail Banking	118,288.45	109,994.31	82,632.12	328,272.92	220,928.83	311,286.78
	Sub-total	**246,542.43**	**217,962.70**	**163,496.61**	**663,819.16**	**438,089.85**	**621,429.02**
	Less : Inter-segmental revenue	54,248.47	50,248.70	33,055.40	147,988.30	85,641.47	124,426.11
	Add : Unallocated Income	-	-	-	21.53	25.78	25.78
	Total	**192,293.96**	**167,714.00**	**130,441.21**	**515,852.39**	**352,474.16**	**497,028.69**
2	**Segment Results**						
	a. Treasury and BMU	301.11	1,899.21	5,725.73	1,306.30	19,836.85	30,483.36
	b. Corporate/ Wholesale Banking	26,488.72	19,849.09	13,105.64	70,094.43	37,418.23	54,389.11
	c. Retail Banking	14,499.17	16,489.32	8,375.07	44,501.51	23,974.96	33,871.93
	Sub-total	**41,289.00**	**38,237.62**	**27,206.44**	**115,902.24**	**81,230.04**	**118,744.40**
	Add : Unallocated Income /(expense)	-	(0.18)	-	21.29	25.78	25.78
	Total Profit Before Tax	**41,289.00**	**38,237.44**	**27,206.44**	**115,923.53**	**81,255.82**	**118,770.18**
3	**Capital employed (Segmental Assets less Segmental Liabilities)**						
	a. Treasury and BMU	109,694.77	120,765.40	187,014.86	109,694.77	187,014.86	189,618.97
	b. Corporate/ Wholesale Banking	274,509.51	253,080.17	165,824.27	274,509.51	165,824.27	178,330.91
	c. Retail Banking	369,087.22	349,528.67	284,864.22	369,087.22	284,864.22	299,226.15
	Sub-total	**753,291.50**	**723,374.24**	**637,703.35**	**753,291.50**	**637,703.35**	**667,176.03**
	Add: Unallocated	13,696.92	12,759.00	20,054.78	13,696.92	20,054.78	12,471.17
	Total Capital Employed	**766,988.42**	**736,133.24**	**657,758.13**	**766,988.42**	**657,758.13**	**679,647.20**

Notes

1. Provisions and contingencies are net of recoveries made against accounts which have been written off as bad in the previous period/year.

2. 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. During the quarter, the Bank has not granted any options under employee stock option scheme. Stock options aggregating to 919,741 (Post Split) were exercised during the quarter and 13,264,702 (Post Split) stock options were outstanding with employees of the Bank and its subsidiaries as at 31st December, 2011.

4. The Bank had one outstanding shareholder complaint as at 30th September, 2011, which was subsequently resolved. During the quarter, the Bank received eight complaints from shareholders out of which one complaint was pending as at 31st December, 2011, which was subsequently resolved.

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

6. There has been no change in significant accounting policies during the quarter.

7. The above Results have been approved by the Board of Directors of the Bank at its meeting held today.

8. The results for the periods ended 31st December, 2011 have been subject to limited review by the statutory auditors of the Bank.

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

Dipak Gupta
Joint Managing Director

Mumbai, 23rd January, 2012