

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

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31st December, 2012

₹ crore

Sr No	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		Dec-12 (Unaudited)	Sep-12 (Unaudited)	Dec-11 (Unaudited)	Dec-12 (Unaudited)	Dec-11 (Unaudited)	March-12 (Audited)
1	Interest earned (a+b+c+d)	2,811.47	2,609.78	2,222.79	7,891.08	6,121.76	8,470.42
	(a) Interest/discount on advances/bills	2,139.32	1,989.97	1,742.41	5,993.44	4,743.90	6,551.93
	(b) Income on investments	636.56	581.54	462.73	1,793.78	1,323.47	1,840.54
	(c) Interest on balances with RBI & other inter-bank funds	25.63	29.37	10.59	75.37	27.87	41.10
	(d) Others	9.96	8.90	7.06	28.49	26.52	36.85
2	Other income (a+b+ c)	1,345.65	1,425.97	900.52	3,633.43	2,452.03	4,466.97
	(a) Profit/(Loss) on sale of investments including revaluation (insurance business)	261.17	361.40	(220.47)	644.85	(662.98)	(212.69)
	(b) Premium on Insurance Business	584.34	604.05	630.81	1,633.25	1,794.58	2,891.54
	(c) Other income (see Notes 1,5 & 6)	500.14	460.52	490.18	1,355.33	1,320.43	1,788.12
3	Total income (1+2)	4,157.12	4,035.75	3,123.31	11,524.51	8,573.79	12,937.39
4	Interest expended	1,579.93	1,449.09	1,223.09	4,398.23	3,242.61	4,541.95
5	Operating expenses (a+b+c)	1,683.59	1,799.97	1,180.44	4,787.93	3,329.42	5,640.20
	(a) Employees Cost	439.43	420.36	411.63	1,293.12	1,191.49	1,601.54
	(b) Policy holders' reserves, surrender expense and claims	767.02	900.75	318.02	2,104.35	897.35	2,313.07
	(c) Other operating expenses (see Note 2 and 5)	477.14	478.86	450.79	1,390.46	1,240.58	1,725.59
6	Total expenditure (4+5) (excluding provisions and contingencies)	3,263.52	3,249.06	2,403.53	9,186.16	6,572.03	10,182.15
7	Operating Profit before provisions and contingencies (3-6)	893.60	786.69	719.78	2,338.35	2,001.76	2,755.24
8	Provisions (other than tax) and contingencies (see Note 3)	58.90	61.37	45.22	139.57	96.44	98.70
9	Exceptional items	-	-	-	-	-	-
10	Profit from ordinary activities before tax (7-8-9)	834.70	725.32	674.56	2,198.78	1,905.32	2,656.54
11	Tax expense	248.92	219.19	208.34	668.58	583.56	806.01
12	Profit from ordinary activities after tax before Minority Interest (10-11)	585.78	506.13	466.22	1,530.20	1,321.76	1,850.53
13	Extraordinary items (net of tax expense)	-	-	-	-	-	-
14	Profit from ordinary activities after tax before Minority Interest (12-13)	585.78	506.13	466.22	1,530.20	1,321.76	1,850.53
15	Less: Share of Minority Interest	13.81	12.19	12.28	34.37	37.96	52.84
16	Add: Share in Profit of associates	5.24	8.23	8.69	27.03	27.51	34.55
17	Profit after tax (14-15+16)	577.21	502.17	462.63	1,522.86	1,311.31	1,832.24
18	Paid Up Equity Capital - (Face value of ₹ 5 per share)	372.10	371.65	369.78	372.10	369.78	370.34
19	Group Reserves (excluding Minority Interest)	-	-	-	-	-	12,530.70
20	Minority Interest	-	-	-	-	-	160.06
21	Analytical Ratios						
	(i) Earnings per share (before and after extraordinary items)						
	- Basic (not annualised) ₹	7.76	6.76	6.26	20.51	17.76	24.81
	- Diluted (not annualised) ₹	7.72	6.72	6.23	20.40	17.67	24.67
	(ii) NPA Ratios						
	(a) Gross NPA	824.10	829.95	678.00	824.10	678.00	699.74
	(b) Net NPA	364.80	383.25	246.53	364.80	246.53	273.43
	(c) % of Gross NPA/ Gross Advances	1.22	1.35	1.27	1.22	1.27	1.31
	(d) % of Net NPA/ Net Advances	0.54	0.63	0.47	0.54	0.47	0.51
	(e) % of Gross NPA/ Gross Advances (excluding NPAs acquired from other	1.02	1.13	0.95	1.02	0.95	1.05

Sr No	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		Dec-12 (Unaudited)	Sep-12 (Unaudited)	Dec-11 (Unaudited)	Dec-12 (Unaudited)	Dec-11 (Unaudited)	March-12 (Audited)
	banks/ NBFCs)						
	(f) % of Net NPA/ Net Advances (excluding NPAs acquired from other banks/ NBFCs)	0.53	0.61	0.41	0.53	0.41	0.49
	(iii) Return on Assets (average) (not annualised)	0.53	0.50	0.54	1.50	1.62	2.20

NOTES:

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

₹ crore

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	Dec-12 (Unaudited)	Sep-12 (Unaudited)	Dec-11 (Unaudited)	Dec-12 (Unaudited)	Dec-11 (Unaudited)	March-12 (Audited)
Commission, fees, exchange, brokerage and others	451.44	408.87	454.96	1,230.84	1,255.79	1,664.35
Profit on sale of investments (other than insurance business)	48.70	51.65	35.22	124.49	64.64	123.77
Total – Other income	500.14	460.52	490.18	1,355.33	1,320.43	1,788.12

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

₹ crore

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	Dec-12 (Unaudited)	Sep-12 (Unaudited)	Dec-11 (Unaudited)	Dec-12 (Unaudited)	Dec-11 (Unaudited)	March-12 (Audited)
Brokerage	71.26	60.85	59.18	184.58	161.72	230.97
Depreciation	45.08	45.42	43.09	134.54	119.79	164.33
Rent, taxes and lighting	70.27	71.02	61.27	202.86	177.27	232.73
Others	290.53	301.57	287.26	868.48	781.81	1,097.56
Total – Other operating expenses	477.14	478.86	450.79	1,390.46	1,240.58	1,725.59

3. Provisions and contingencies are net of recoveries made against accounts which have been written off as bad in the previous periods/ 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
	Dec-12 (Unaudited)	Sep-12 (Unaudited)	Dec-11 (Unaudited)	Dec-12 (Unaudited)	Dec-11 (Unaudited)	March-12 (Audited)
Provision towards Advances and Receivables	44.33	83.31	34.56	184.52	64.60	85.55
Provision / (Write back of provisions) towards investments	14.57	(21.94)	10.66	(44.95)	31.84	13.15
Total – Provisions (other than tax) and contingencies	58.90	61.37	45.22	139.57	96.44	98.70

4. 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" notified under the Companies (Accounting Standard) Rules, 2006 "as amended".
5. Other income in the consolidated results for the reporting periods is net of sub-brokerage paid in the broking subsidiary amounting to ₹ 9.37 crore for the quarter ended 31st December, 2012 and for nine months ended 31st December, 2012 ₹ 24.84 crore (for the quarter ended 30th September, 2012 ₹ 3.08 crore, for the quarter ended 31st December, 2011 ₹ 7.96 crore, nine months ended 31st December, 2011 ₹ 41.22 crore, for the year ended 31st March, 2012 ₹ 76.43 crore).
6. 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 exchange transactions and profit/loss from the sale of securities.
7. There has been no change in significant accounting policies during the quarter.
8. 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 ENDED 31st DECEMBER, 2012 AND AUDITED FINANCIAL RESULTS FOR THE NINE MONTHS ENDED 31st DECEMBER, 2012.

₹ Crore

Sr No	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		Dec-12 (Unaudited)	Sep-12 (Unaudited)	Dec-11 (Unaudited)	Dec-12 (Audited)	Dec-11 (Unaudited)	March-12 (Audited)
1	Interest earned (a+b+c+d)	2,094.58	1,923.70	1,640.98	5,834.11	4,435.41	6,180.24
	(a) Interest/ discount on advances/ bills	1,597.49	1,484.34	1,306.48	4,475.68	3,507.73	4,867.44
	(b) Income on investments	491.64	428.38	333.82	1,338.85	925.08	1,306.35
	(c) Interest on balances with RBI & other inter-bank funds	5.22	10.24	0.60	17.66	2.03	4.07
	(d) Others	0.23	0.74	0.08	1.92	0.57	2.38
2	Other Income (Refer Note 1)	304.86	250.80	281.96	796.81	723.11	977.34
3	Total income (1+2)	2,399.44	2,174.50	1,922.94	6,630.92	5,158.52	7,157.58
4	Interest expended	1,271.73	1,165.57	989.53	3,531.84	2,610.65	3,667.75
5	Operating expenses (a+b)	555.09	526.72	489.80	1,595.86	1,338.18	1,834.82
	(a) Employees Cost	263.59	242.77	226.01	762.91	647.36	872.19
	(b) Other Operating expenses	291.50	283.95	263.79	832.95	690.82	962.63
6	Total expenditure (4+5) (Excluding provisions & contingencies)	1,826.82	1,692.29	1,479.33	5,127.70	3,948.83	5,502.57
7	Operating Profit (3-6) (Profit before provisions and contingencies)	572.62	482.21	443.61	1,503.22	1,209.69	1,655.01
8	Provisions (other than tax) and contingencies (Refer Note 2)	42.36	70.62	30.72	147.12	50.45	55.08
9	Exceptional items	-	-	-	-	-	-
10	Profit from Ordinary Activities before tax (7-8-9)	530.26	411.59	412.89	1,356.10	1,159.24	1,599.93
11	Tax expense	168.58	131.21	136.81	431.59	371.11	514.88
12	Net Profit from Ordinary Activities after tax (10-11)	361.68	280.38	276.08	924.51	788.13	1,085.05
13	Extraordinary items (Net of tax expense)	-	-	-	-	-	-
14	Net Profit for the Period (12-13)	361.68	280.38	276.08	924.51	788.13	1,085.05
15	Paid Up Equity Capital - (Face Value ₹ 5 per share)	372.10	371.65	369.78	372.10	369.78	370.34
16	Reserves excluding revaluation reserves						7,575.59
17	Analytical Ratios						
	(i) % of shares held by Govt. of India	-	-	-	-	-	-
	(ii) % Capital adequacy ratio (Basel II)	15.63	15.40	16.87	15.63	16.87	17.52
	(iii) Earnings Per Share (EPS) for the period -Not Annualised						
	- Basic ₹	4.86	3.77	3.74	12.45	10.68	14.69
	- Diluted ₹	4.84	3.75	3.72	12.38	10.62	14.61
	(iv) NPA Ratios						
	a) Gross Non-performing assets	740.02	739.87	609.70	740.02	609.70	614.19
	b) Net Non-performing assets	322.71	341.07	223.69	322.71	223.69	237.38
	c) % of Gross NPA to Gross Advances	1.46	1.61	1.52	1.46	1.52	1.56
	d) % of Net NPA to net Advances	0.64	0.75	0.56	0.64	0.56	0.61
	e) % of Gross NPA to Gross Advances (excluding NPAs acquired from other banks and NBFCs)	1.20	1.33	1.10	1.20	1.10	1.22
	f) % of Net NPA to net Advances (excluding NPAs acquired from other banks and NBFCs)	0.62	0.73	0.49	0.62	0.49	0.57
	g) Return on Assets %(Average) – Not Annualised	0.46	0.39	0.45	1.27	1.37	1.83
18	Public Shareholding						
	(i) No. of shares	408,511,231	407,625,120	403,776,945	408,511,231	403,776,945	405,006,286
	(ii) % of shareholding	54.89	54.84	54.60	54.89	54.60	54.68

Sr No	Particulars	Quarter Ended			Nine Months Ended		Year Ended
		Dec-12 (Unaudited)	Sep-12 (Unaudited)	Dec-11 (Unaudited)	Dec-12 (Audited)	Dec-11 (Unaudited)	March-12 (Audited)
19	Promoters and promoter group Shareholding						
	a) Pledged/Encumbered						
	- Number of shares	-	-	-	-	-	-
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-	-	-
	- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-	-	-
	b) Non-encumbered						
	- Number of Shares	335,681,874	335,682,374	335,790,268	335,681,874	335,790,268	335,683,224
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100	100	100	100	100	100
	- Percentage of shares (as a % of the total share capital of the company)	45.11	45.16	45.40	45.11	45.40	45.32

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.

₹ Crore							
		Quarter Ended			Nine Months Ended		Year Ended
		Dec-12 (Unaudited)	Sep-12 (Unaudited)	Dec-11 (Unaudited)	Dec-12 (Audited)	Dec-11 (Unaudited)	March-12 (Audited)
1	Segment Revenue						
	a. Treasury and BMU	685.83	554.59	524.39	1,816.80	1,447.42	1,981.00
	b. Corporate/ Wholesale Banking	926.56	828.77	758.15	2,486.82	1,908.04	2,696.85
	c. Retail Banking	1,502.43	1,456.15	1,182.88	4,315.88	3,282.73	4,523.61
	Sub-total	3,114.82	2,839.51	2,465.42	8,619.50	6,638.19	9,201.46
	Less : Inter-segmental revenue	715.38	665.55	542.48	1,989.82	1,479.89	2,045.68
	Add : Unallocated Income	-	0.54	-	1.24	0.22	1.80
	Total	2,399.44	2,174.50	1,922.94	6,630.92	5,158.52	7,157.58
2	Segment Results						
	a. Treasury and BMU	46.56	(5.91)	3.01	83.08	13.06	35.15
	b. Corporate/ Wholesale Banking	325.30	295.51	264.89	858.78	700.95	997.14
	c. Retail Banking	158.40	121.45	144.99	413.00	445.02	565.84
	Sub-total	530.26	411.05	412.89	1,354.86	1,159.03	1,598.13
	Add : Unallocated Income /(expense)	-	0.54	-	1.24	0.21	1.80
	Total Profit Before Tax	530.26	411.59	412.89	1,356.10	1,159.24	1,599.93
3	Capital employed (Segmental Assets less Segmental Liabilities)						
	a. Treasury and BMU	785.55	920.36	1,096.95	785.55	1,096.95	1,001.81
	b. Corporate/ Wholesale Banking	3,490.72	3,243.97	2,745.09	3,490.72	2,745.09	2,972.14
	c. Retail Banking	4,556.69	4,319.73	3,690.87	4,556.69	3,690.87	3,880.84
	Sub-total	8,832.96	8,484.06	7,532.91	8,832.96	7,532.91	7,854.79
	Add: Unallocated	159.12	113.33	136.97	159.12	136.97	91.14
	Total Capital Employed	8,992.08	8,597.39	7,669.88	8,992.08	7,669.88	7,945.93

NOTES:

1. 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.
2. 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
	Dec-12 (Unaudited)	Sep-12 (Unaudited)	Dec-11 (Unaudited)	Dec-12 (Audited)	Dec-11 (Unaudited)	March-12 (Audited)
Provision towards Advances and Receivables	39.24	78.02	31.86	169.66	60.54	73.13
Provision /(Write Back of provisions) towards Investments	3.12	(7.40)	(1.14)	(22.54)	(10.09)	(18.05)
Total Provisions (other than Tax) and Contingencies	42.36	70.62	30.72	147.12	50.45	55.08

3. During the quarter, the Bank has granted Nil options under employee stock option scheme. Stock options aggregating to 885,611 were exercised during the quarter and 9,385,961 stock options were outstanding with employees of the Bank and its subsidiaries as at 31st December, 2012.
4. The Bank had three outstanding shareholder complaints as at 30th September, 2012 which were subsequently resolved. During the quarter, the Bank received nine complaints from shareholders out of which one complaint was pending as on 31st December, 2012, which were subsequently resolved.
5. Figures for the previous period 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 nine months ended 31st December, 2012 have been audited 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, 22nd January, 2013