Earnings Update

Jan 22, 2013

Kotak Bank - Standalone Highlights

PAT	Networth	Loans	Restructured Loans- standard
₹ 362 cr (₹ 276 cr) up **31**% yoy	**₹ 8,992 cr** (₹ 7,670 cr)	**₹ 50,245 cr** (₹ 39,772 cr) up **26%** yoy	**₹ 9.7 cr** (₹ 25.1 cr)

Net NPA *	CAR#	RoA	CASA
0.62% (0.49%)	**15.6%** (17.5%) Tier 1 **14.2%** (15.6%)	**1.8%** (1.8%)	**₹ 13,359 cr** (₹ 10,615 cr) up **26%** yoy

* *Excluding acquired stressed assets*

\# *As per Basel II. Includes audited profit for 9MFY13. CAR and Tier I excluding profit for 9MFY12 - 16.9% & 15.0%*

Figures in brackets are Q3FY12 numbers

Consolidated Highlights

PAT	Networth	Loans	Net NPA *
₹ 577 cr (₹ 463 cr) up **25%** yoy	**₹ 14,568 cr** (₹ 12,416 cr)	**₹ 67,021 cr** (₹ 52,847 cr) up **27%** yoy	**0.53%** (0.41%)

NIM	RoA	Total Assets	Book Value
4.6% (4.7%)	**2.1%** (2.1%)	**₹ 113,545 cr** (₹ 88,514 cr) up **28%** yoy	**₹ 195.8 per share** (₹ 167.9 per share)

* *Excluding acquired stressed assets*

Figures in brackets are Q3FY12 numbers

kotak®

Consolidated Advances & Investments

₹ cr	Mar 31, 2012	Sep 30, 2012	Dec 31, 2011	Dec 31, 2012	YoY Growth
Corporate Banking	12,321	15,678	14,743	18,291	24%
Commercial Vehicles & Construction Equipment	7,798	8,183	7,540	8,071	7%
Agriculture Division	5,714	6,419	4,894	7,310	49%
Business Banking	3,515	4,571	3,428	5,024	47%
Auto Loans	10,600	11,748	9,771	12,217	25%
Mortgage Loans	8,333	9,286	7,935	9,869	24%
Personal Loans	1,868	2,141	1,689	2,420	43%
Others	2,995	3,229	2,847	3,819	34%
Total Advances	**53,144**	**61,255**	**52,847**	**67,021**	**27%**
Investments/ Treasury Assets *	23,261	23,990	19,902	28,738	44%
Total Advances and Investments	**76,405**	**85,245**	**72,749**	**95,759**	**32%**

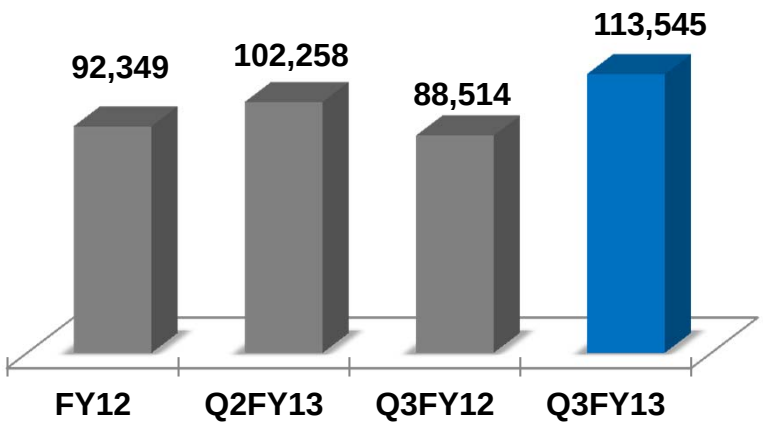
** Does not include policy holders' investments*

Consolidated PAT

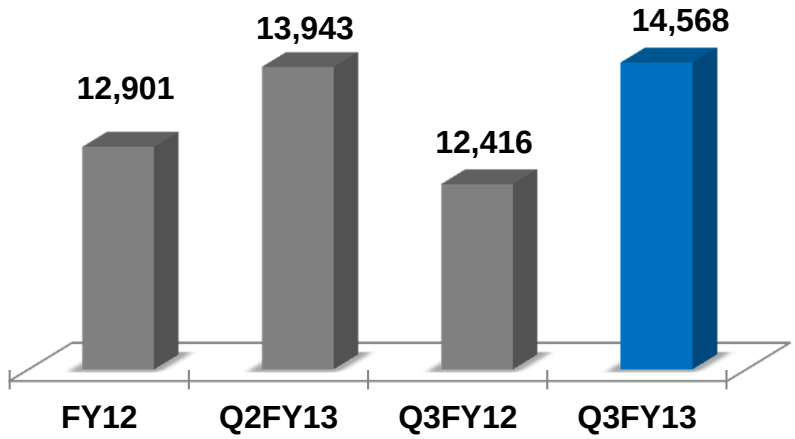
₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
Kotak Mahindra Bank	1,085	280	276	362
Kotak Mahindra Prime	385	114	104	105
Kotak Securities	126	40	24	38
Kotak Mahindra Capital Company	6	4	4	2
Kotak Mahindra Old Mutual Life Insurance	203	47	47	53
Kotak Mahindra AMC & Trustee Co	22	(5)	3	11
International subsidiaries	(11)	8	(4)	5
Kotak Investment Advisors	36	9	7	6
Kotak Mahindra Investments	15	16	3	8
Total	**1,867**	**513**	**464**	**590**
Minority Interest, Equity Affiliates, others	(35)	(11)	(1)	(13)
Consolidated PAT	**1,832**	**502**	**463**	**577**

Consolidated Key Financials

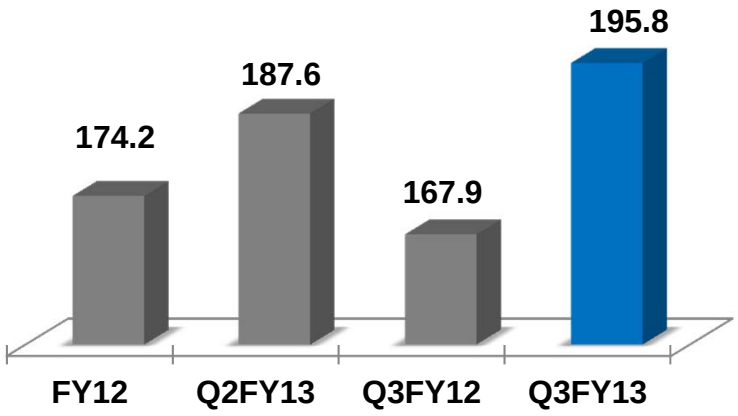
Total Assets (₹ cr)



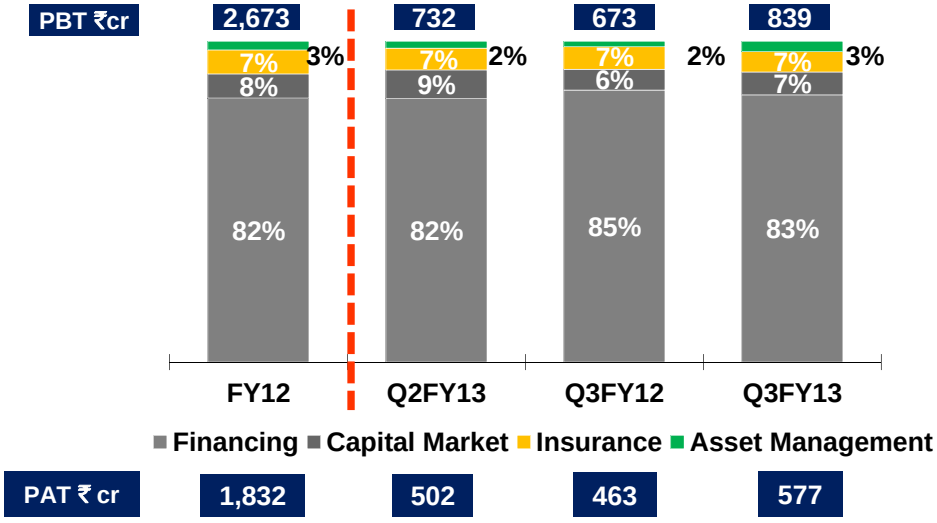
Networth (₹ cr)



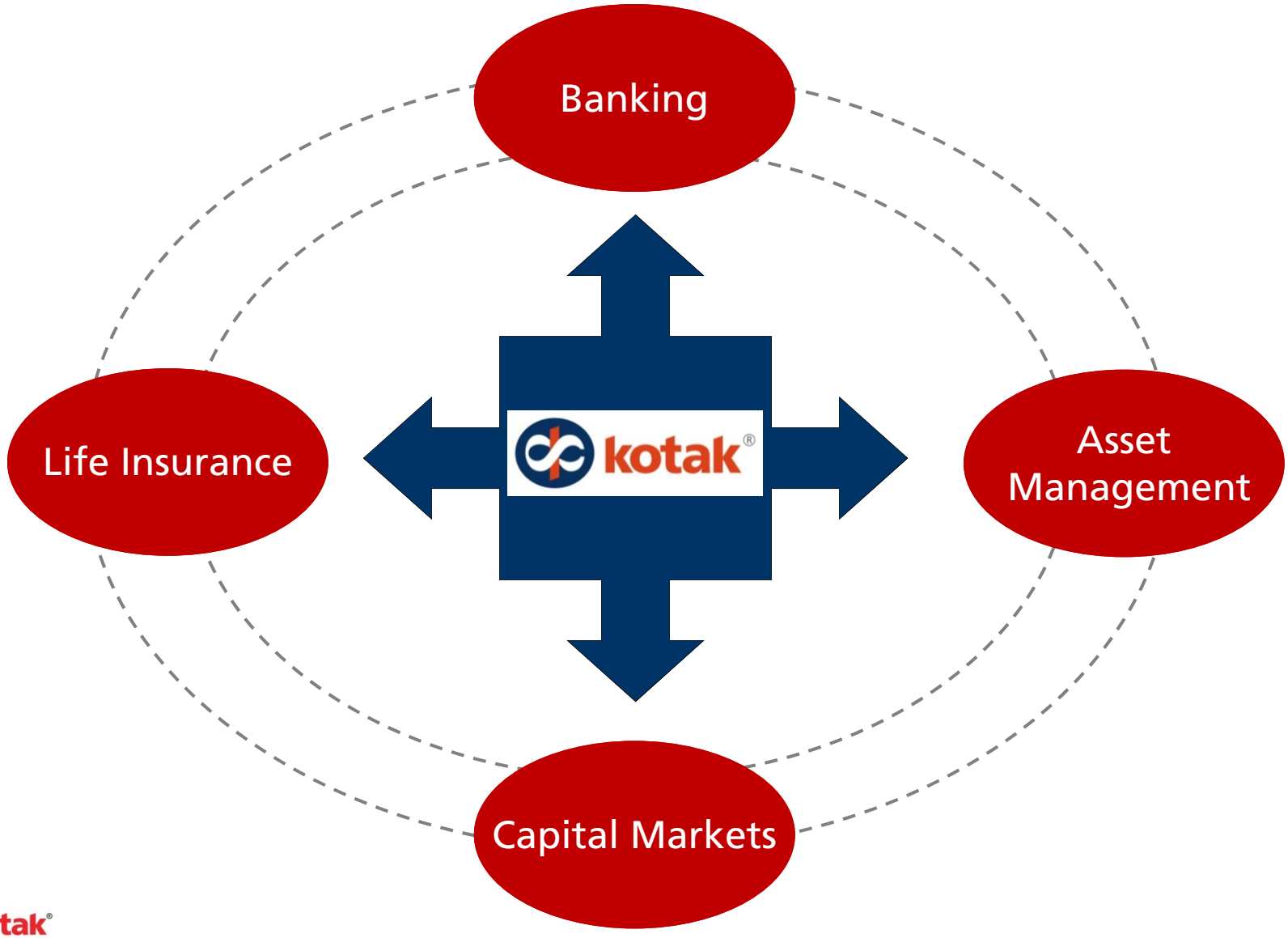
Book Value per share (₹)



PBT Mix

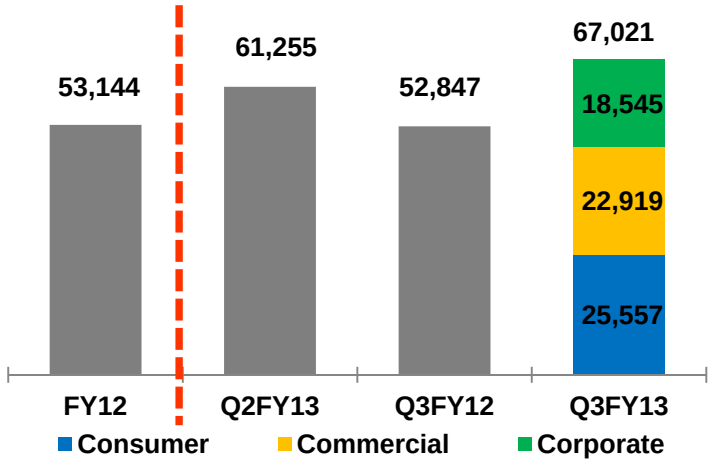


Integrated Financial Services

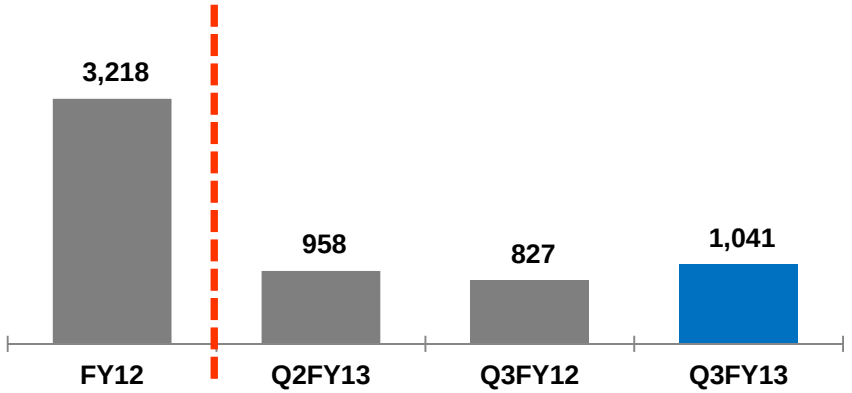


Financing Business

Advances (₹ cr)

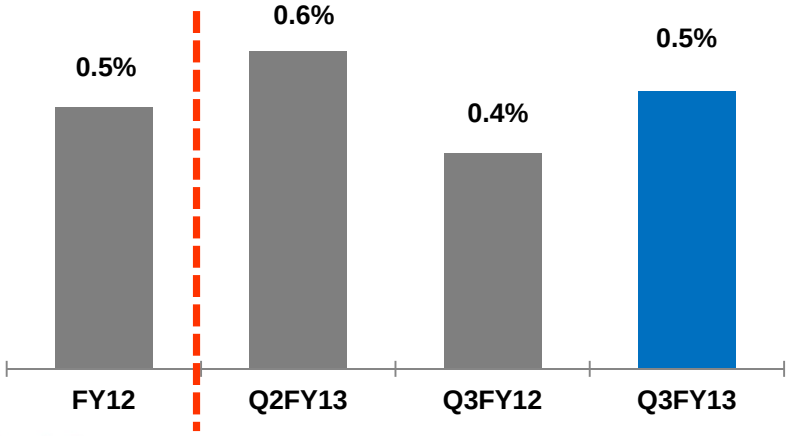


Net Interest Income (₹ cr)

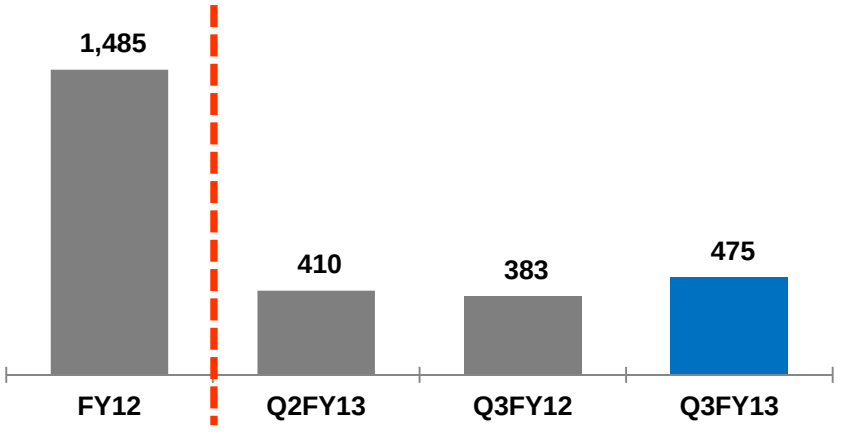


 # financing entities

Net NPA (%)*



PAT (₹ cr)



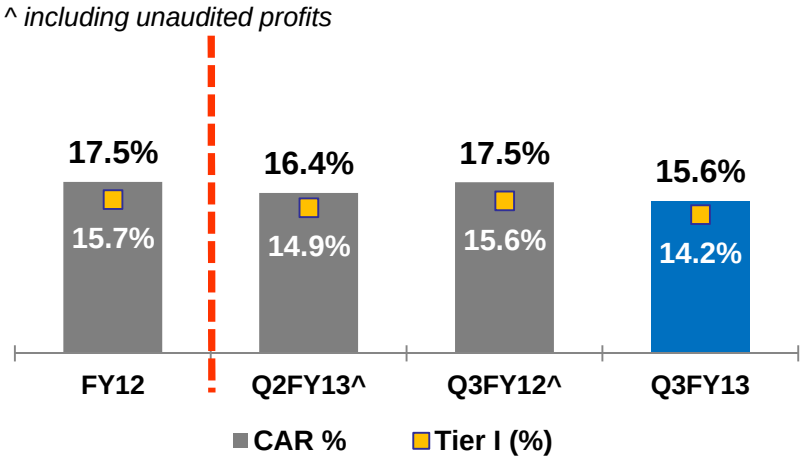
kotak®

* *Excluding acquired stressed assets portfolio*

Bank Key Ratios

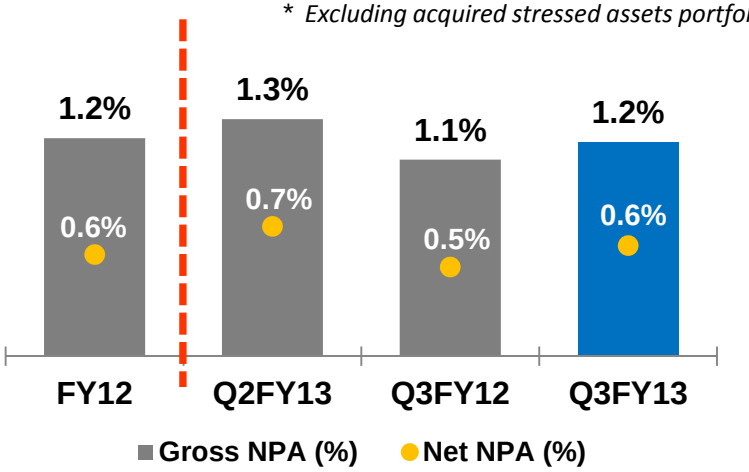
CAR & Tier I (%)

^ *including unaudited profits*

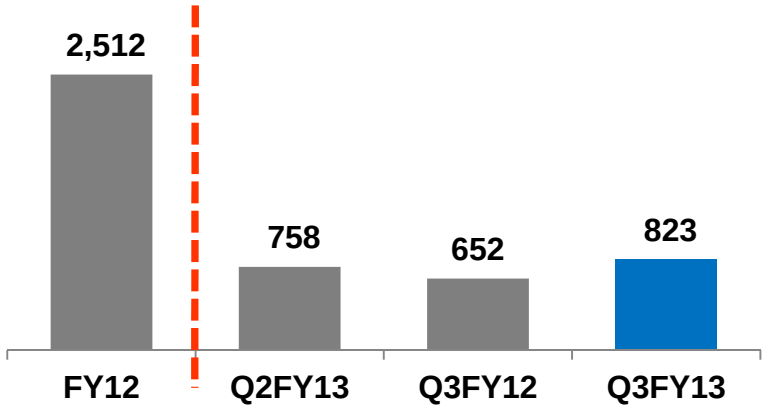


NPA * (%)

* *Excluding acquired stressed assets portfolio*



NII (₹ cr)



Asset Quality

- Restructured loans considered standard (as % of net advances)
  - ❖ Dec 31, 2012- ₹ 9.7 cr (0.02%)
  - ❖ Sep 30, 2012 - ₹ 8.4 cr (0.02%)
  - ❖ Dec 31, 2011- ₹ 25.1 cr (0.06%)
- PCR (as per RBI circular) as on Dec 31, 2012 – 66.6%

Bank Profit & Loss

₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13	YoY Growth
Net Interest Income	2,512	758	652	823	26%
Other Income	978	251	282	305	8%
Net Total Income	**3,490**	**1,009**	**934**	**1,128**	**21%**
Employee Cost	872	243	226	264	17%
Other Operating Expenses	963	284	264	291	10%
Operating Expenditure	**1,835**	**527**	**490**	**555**	**13%**
Operating Profit	**1,655**	**482**	**444**	**573**	**29%**
Provision on advances & receivables	73	78	32	40	23%
Provision on investments	(18)	(7)	(1)	3	-
Provision & contingencies	**55**	**71**	**31**	**43**	**38%**
PBT	**1,600**	**411**	**413**	**530**	**28%**
Provision for Tax	515	131	137	168	23%
PAT	**1,085**	**280**	**276**	**362**	**31%**

Bank Segmental Performance

₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
Corporate/Wholesale Banking	997	296	265	325
Retail Banking	566	121	145	158
Treasury & BMU*	35	(6)	3	47
Unallocated Income	2	-	-	-
Total	**1,600**	**411**	**413**	**530**

* *Balance Sheet Management Unit*

Bank Advances & Investments

₹ cr	Mar 31, 2012	Sep 30, 2012	Dec 31, 2011	Dec 31, 2012	YoY Growth
Corporate Banking	10,942	13,868	13,542	16,325	21%
Commercial Vehicles & Construction Equipment	7,798	8,183	7,540	8,071	7%
Agriculture Division	5,714	6,419	4,894	7,310	49%
Business Banking	3,510	4,568	3,424	5,022	47%
Mortgage Loans	8,333	9,286	7,935	9,869	24%
Personal Loans	1,868	2,121	1,689	2,399	42%
Others	914	998	748	1,249	67%
Total Advances	**39,079**	**45,443**	**39,772**	**50,245**	**26%**

Advances – as per segmental classification

₹ cr	Mar 31, 2012	Sep 30, 2012	Dec 30, 2011	Dec 31, 2012	YoY Growth
Retail	21,062	21,967	19,633	22,804	16%
Corporate	18,017	23,476	20,139	27,441	36%
Total Advances	**39,079**	**45,443**	**39,772**	**50,245**	**26%**
Investment / Treasury Assets	21,567	22,173	18,438	26,587	44%
Total Advances and Investments	**60,646**	**67,616**	**58,210**	**76,832**	**32%**

Bank Balance Sheet

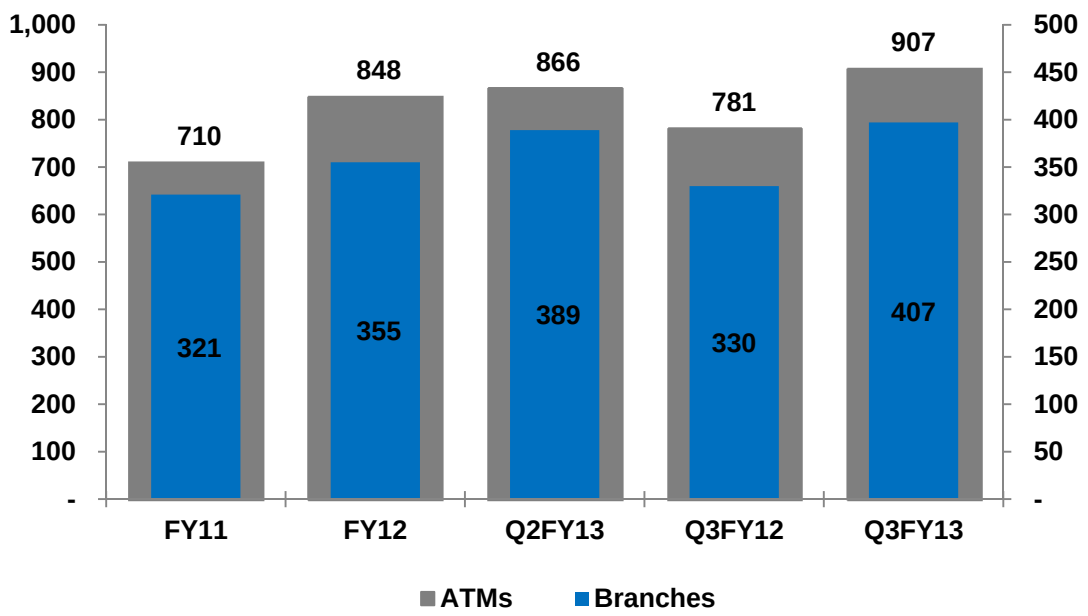
₹ cr	Mar 31, 2012	Sep 30, 2012	Dec 31, 2011	Dec 31, 2012	YoY Growth
Net Worth	7,946	8,597	7,670	8,992	17%
Deposits	38,537	45,463	38,385	51,524	34%
CA	*7,352*	*6,395*	*6,189*	*6,743*	*9%*
SA	*5,050*	*5,926*	*4,426*	*6,616*	*49%*
TD Sweep	*2,710*	*3,332*	*2,569*	*3,668*	*43%*
Certificate of Deposit	*3,604*	*7,031*	*5,929*	*11,054*	*22%*
Term Deposit Others	*19,821*	*22,780*	*19,272*	*23,443*	*86%*
Borrowings	16,595	15,991	15,242	18,566	22%
Other Liabilities and Provisions	2,588	2,843	2,876	3,346	11%
Total	**65,666**	**72,894**	**64,173**	**82,428**	**28%**

₹ cr	Mar 31, 2012	Sep 30, 2012	Dec 31, 2011	Dec 31, 2012	YoY Growth
Cash, Bank and Call	2,635	2,955	3,430	2,960	(14)%
Investments	21,567	22,173	18,438	26,587	44%
Government Securities	*16,587*	*16,672*	*15,360*	*20,477*	*33%*
Other Securities	*4,980*	*5,501*	*3,078*	*6,110*	*98%*
Advances	39,079	45,443	39,772	50,245	26%
Fixed Assets and Other Assets	2,385	2,323	2,533	2,636	(3)%
Total	**65,666**	**72,894**	**64,173**	**82,428**	**28%**

Consumer Banking - Liabilities

- 500 Branches in CY13
- Increased cross sell of asset products
- Savings balances increased 49.5% yoy
- Added around 2.1 lac customer accounts for the quarter
- TD sweep to total deposit ratio at 7.1%
- CASA and TDs below ₹ 5 cr constitute 54.7% of total deposits

No of Branches and ATMs

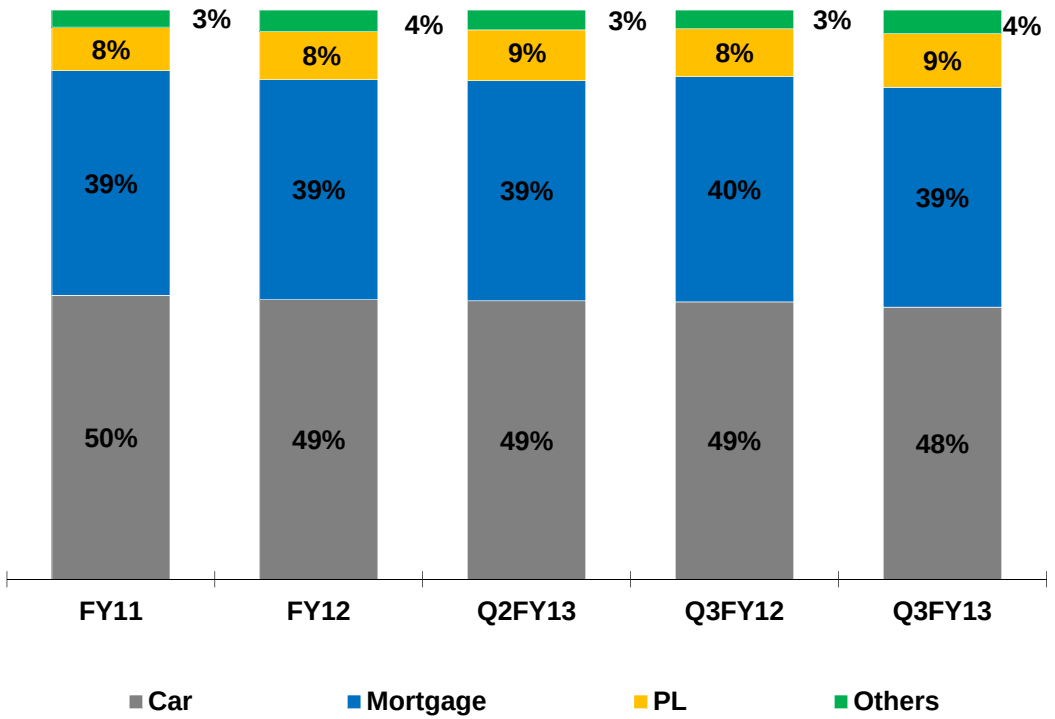


CA deposit ₹ cr	5,460	7,352	6,395	6,189	6,743
SA deposit ₹ cr	3,331	5,050	5,926	4,426	6,616
CASA %	30	32	27	28	26
TD Sweep deposit ₹ cr	1,897	2,710	3,332	2,569	3,668

Consumer Banking - Assets

- Focus on SENP and cross sell to bank branch
- Continued focus on Auto Sector
- Mortgages growth in select territories
- Selective growth in personal loans
- Continued low delinquencies

Advances break up



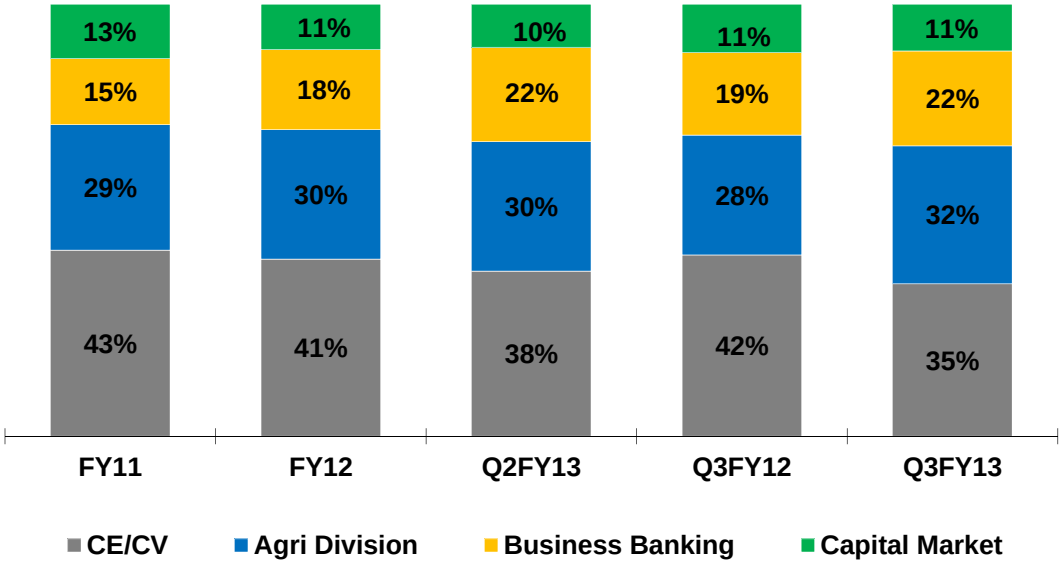
₹ cr	17,170	21,608	24,033	20,054	25,557

YoY 27%

Commercial Banking

- Focus on Bharat
  (semi urban / rural areas)
- Asset focused branches in rural areas
- Priority sector target met consistently
- Consistent growth in Agri

Advances break up



₹ cr	14,512	19,028	21,329	17,874	22,919

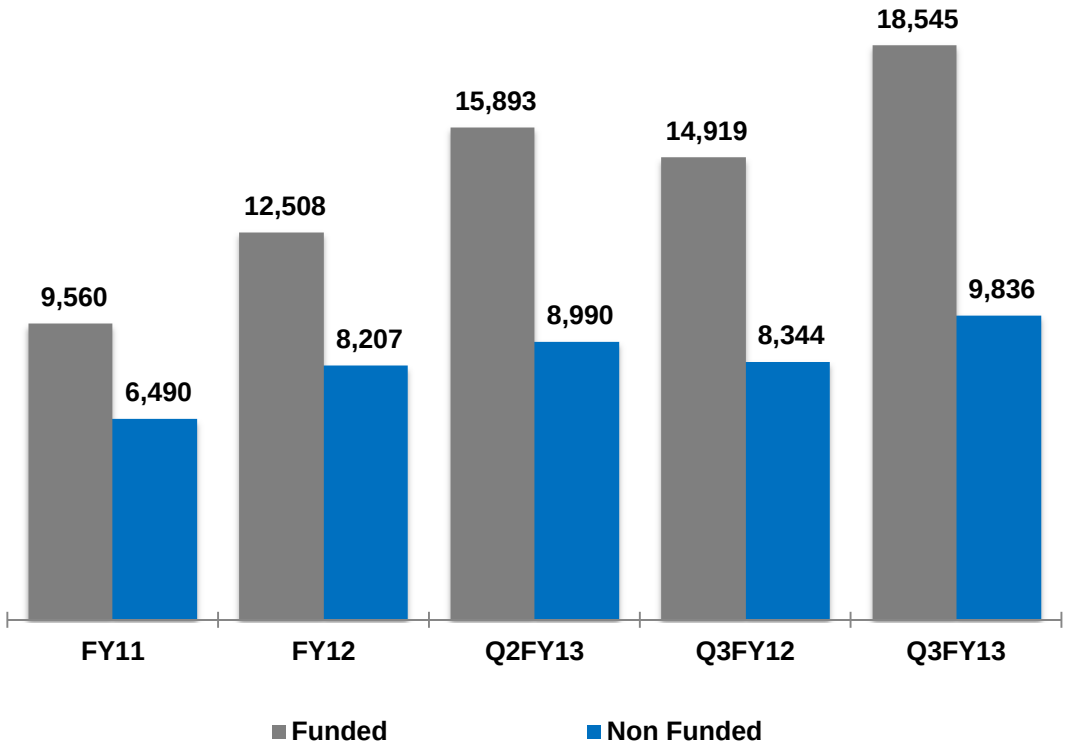
YoY 28%

Includes Business Banking which was earlier a part of Wholesale Banking

Wholesale Banking

- Largely Working Capital
- Continued focus on Transaction Banking
  - Vendor Financing, CMS and Operative Accounts
  - Focus on FX flows with increased treasury coverage
  - Custody & Transaction services
- Continued to deepen franchise across all customer segments

Funded & Non funded (₹ cr)



Excludes Business Banking which is now part of Commercial Banking

Kotak Mahindra Prime

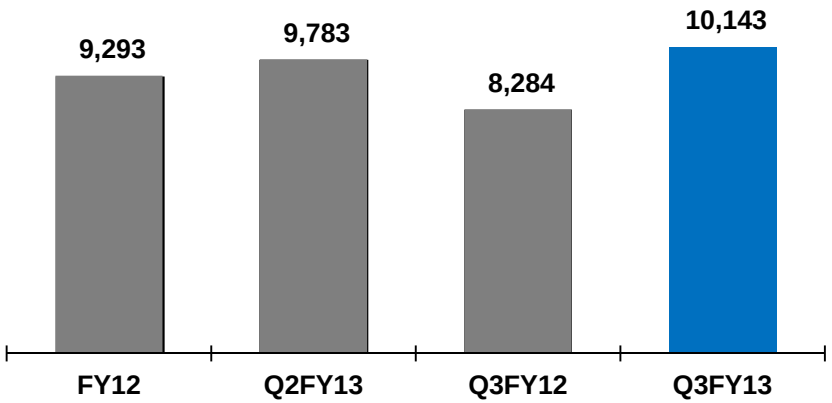
₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
NII and other income	816	225	231	244
Profit before tax	570	170	152	158
Profit after tax	**385**	**114**	**104**	**105**

₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
Total Advances	13,386	15,173	12,379	16,042
Car Advances	10,577	11,756	9,737	12,237
Net NPA*	22	30	23	30
Net NPA* (%)	0.2%	0.2%	0.2%	0.2%
CAR (%)	16.3%	15.8%	16.8%	15.8%
ROA (%)- annualised	2.9%	2.8%	3.0%	2.4%

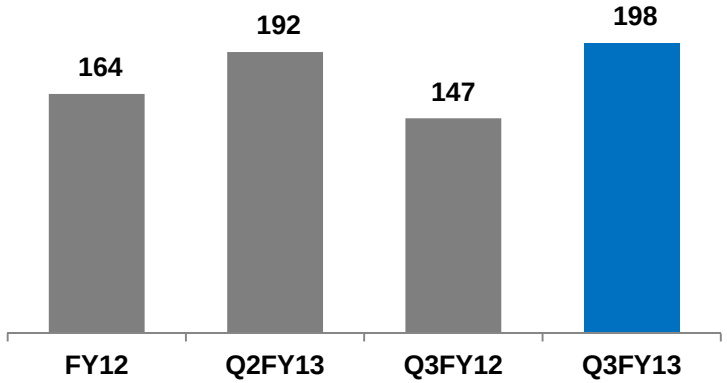
* Excluding acquired stressed assets portfolio

Kotak Mahindra Life Insurance

Policyholders' AUM (₹ cr)



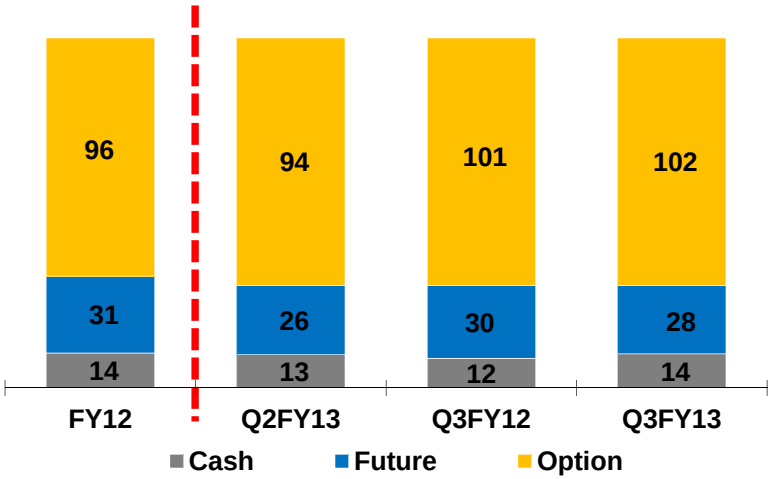
Sum Assured (₹ '000 cr)



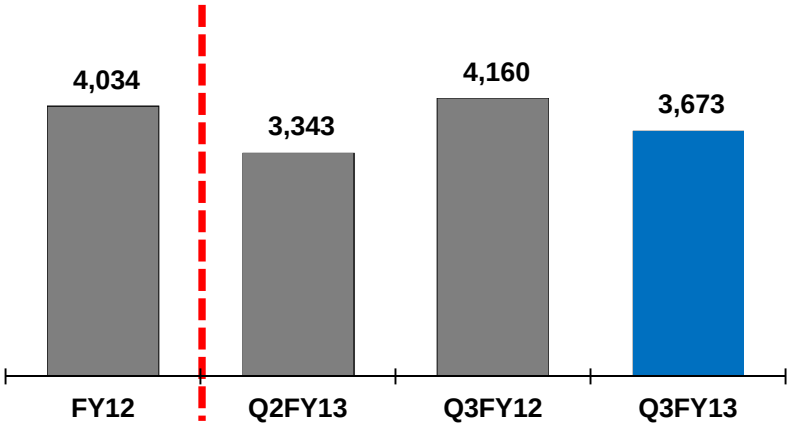
	FY12	Q2FY13	Q3FY12	Q3FY13
Capital (₹ cr)	562	562	562	562
Solvency ratio (%)	3.06	2.90	3.06	2.94
PAT	**203**	**47**	**47**	**53**
Individual Regular	436	96	97	96
Single	374	21	72	50
Renewal	1,773	396	413	359
Group	354	107	57	90
Total	**2,937**	**620**	**639**	**595**

Kotak Securities

Market ADV (₹ '000 cr)



ADV (₹ cr) - KS



₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
Total income	610	155	134	146
Profit before tax	191	59	37	57
Profit after tax	**126**	**40**	**24**	**38**
Market Share* (%)	2.9	2.5	2.9	2.6

*excluding BSE Derivative segment

Kotak Securities services around 8 lac secondary market customers through 1,358 branches and franchises

Kotak Mahindra Capital Co.

Client	Deals – Q3FY13	Size (₹ cr)
Bharti Infratel Limited	Initial Public Offerings (IPO)	4,173
REC Endless energy, Infinite possibilities	Tax Free Bonds in the nature of secured, redeemable, non-convertible debentures	2,017
Mahindra Finance	Qualified Institutional Program (QIP)	867
HINDUSTAN COPPER LIMITED A GOVERNMENT OF INDIA ENTERPRISE	Offer for Sale on Stock Exchange (OFS)	810
पी एफ सी PFC	Tax Free Bonds in the nature of secured, redeemable, non-convertible debentures	700
PCJ Jeweller for generations PC Jeweller	Initial Public Offerings (IPO)	601
CARE Ratings	Initial Public Offerings (IPO)	540
DB Corp Ltd	Offer for Sale on Stock Exchange (OFS)	250
EROS INTERNATIONAL	Offer for Sale on Stock Exchange (OFS)	51

Kotak Mahindra Capital Co.

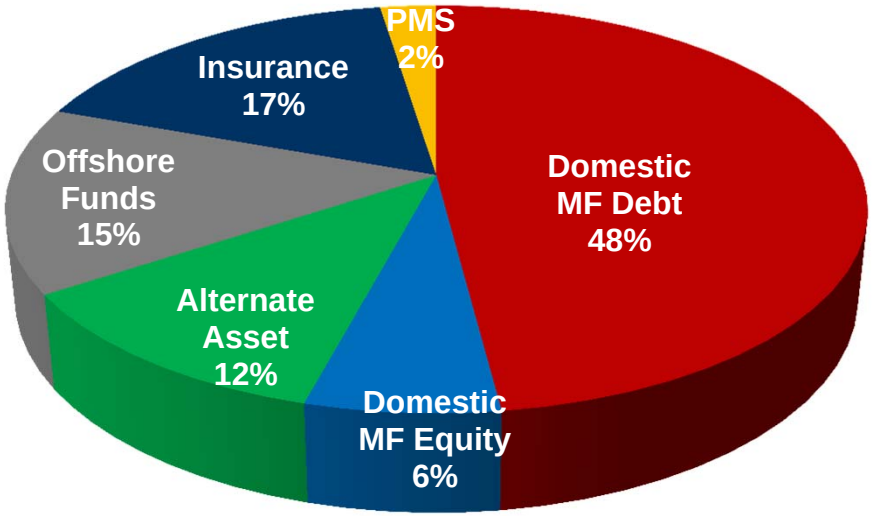
Client	Deals – Q3FY13	Size (₹ cr)
TRIVITRON HEALTHCARE speaking your language	Private equity investment led by Fidelity Growth Partners India	NA
Apollo Health Street	Sale of controlling stake to Sutherland	NA
indo tech TRANSFORMERS INDO TECH TRANSFORMERS LIMITED	Delisting offer by Prolec-GE to shareholders of Indo Tech Transformer Ltd.	NA
WIPRO Applying Thought	Restructuring of Wipro Limited (demerger of Wipro's non-IT business)	2,295*
SHRIRAM City MONEY WHEN YOU NEED IT MOST	Merger of Shriram Retail Holdings Private Limited and Shriram Enterprise Holdings Private Limited with Shriram City Union Finance Limited	NA

** Assuming swap of shareholding of public shareholders in non-IT business with promoter shareholding in Wipro Limited*

₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
Total income	79	20	22	18
Profit before tax	9	6	6	3
Profit after tax	**6**	**4**	**4**	**2**

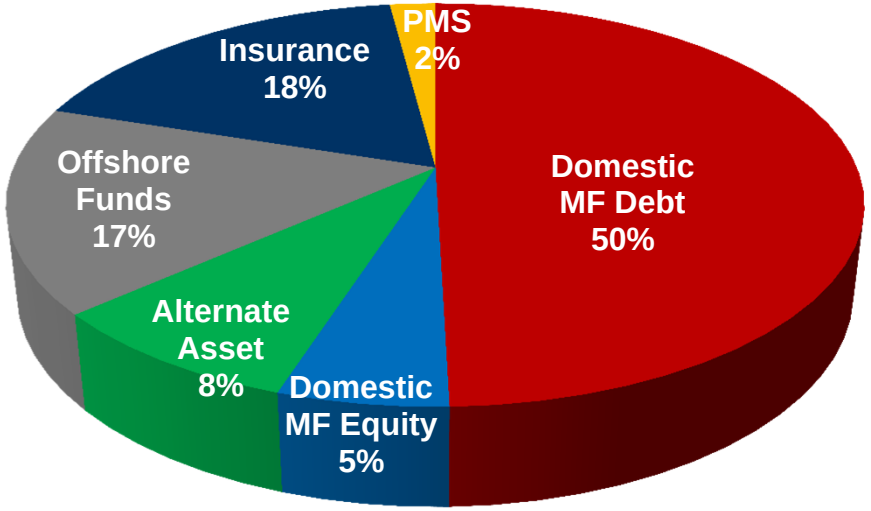
Asset Under Management

AUM ₹ 48,669cr



Dec 31, 2011

AUM ₹ 56,484 cr

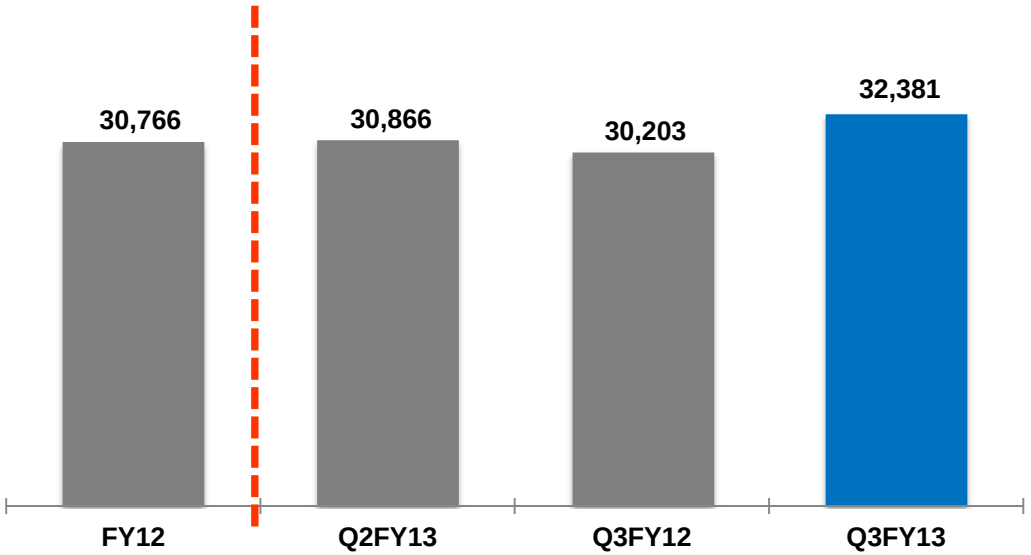


Dec 31, 2012

Kotak Mahindra AMC and Trustee Co.

- Over 8.8 lac folios
- 79 Branches
- 4 Kotak Equity Funds in quartile 1 of top performing equity funds

Average Assets Under Management ₹ cr



₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
Total income	125	23	27	41
Profit before tax	31	(5)	4	13
Profit after tax	**22**	**(5)**	**3**	**11**

Numbers in table are for KMAMC & KMTC combined

Kotak Investment Advisors

Realty Fund

- Corpus advised / managed – ₹ 2,791 cr
- 55 Investments

Private Equity Fund

- Corpus advised / managed – ₹ 2,001 cr
- 35 Investments

Propose to launch Infrastructure fund with SMBC and Brookfield

₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
Total income	97	22	23	20
Profit before tax	52	12	11	9
Profit after tax	**36**	**9**	**7**	**6**

Bank Awards and Recognition

Kotak Mahindra Bank's Board has been adjudged as one of the 'Best Managed Board' in the Aon Hewitt-Mint study of 2012

Kotak Mahindra Bank has made it once again in the list of the prestigious Forbes Asia's Fab 50 Companies in 2012 for the 3rd consecutive year (2010-12)

Kotak Mahindra Bank won the Asian E-payment Awards for the following categories at the Asian Leadership Awards –

- Best E-Payment Bank Award
- Best Online Payment Platform Award
- E-Payment Market Leadership award

Kotak Mahindra Bank's 6% campaign featuring Subbu won the Silver Effie - a prestigious advertising effectiveness award in the financial services category

Best Private Bank by Finance Asia Country Awards 2012

Best Local Cash Management Bank In India, as voted by corporates for Small companies (turnover < US$ 100 Mn) by Asiamoney in 2012

Ranked #1 in multiple categories including range of investment products / advisory services, private equity investments, real estate investment in India & family office services by Euromoney Private Banking survey 2012

Ranked #2 in India for companies with "Best Corporate Governance Practices" – IR Global Rankings 2010 & 2011.

Kotak Mahindra Bank has been rated amongst the Top 25 Best Employers in India for 3 consecutive studies conducted since 2007 by Aon Hewitt

Awarded Gold in the "Best Local Trade Bank in India" category of Trade and Forfaiting Review Awards 2012

Kotak Mahindra Bank has been rated amongst the Top 10 in Top Companies for Leaders to work, in Asia Pacific in a Study conducted by RBL Group, Aon Hewitt and Fortune in 2011

Awards and Recognition

kotak® Investment Banking

Businessworld India's
Best Dealmakers 2012

2012: Deal Maker of the year - QIP

2012: Deal of the year for the M&M Financial Services QIP

kotak Realty Fund

EUROMONEY REAL ESTATE AWARDS 2012

Best Investment Manager in India

Asiamoney Brokers Poll 2012

Best Local Brokerage

Among all domestic and foreign brokerages, ranked:

#2 for Best Overall Country Research
#2 for Best Execution
#2 for Most Independent Research Brokerage
#3 for Best in Sales Trading

kotak® Investment Banking

FinanceAsia COUNTRY AWARDS FOR ACHIEVEMENT

2012:Best Investment Bank in India
(Seventh year in a row)

2012: Best Equity House
(Third year in a row)

BSE IPF – D&B Equity Broking Awards for 2012

Fastest growing Equity Broking House
(Large Size Firms category)

FinanceAsia COUNTRY AWARDS FOR ACHIEVEMENT

Best Broker in India 2012

kotak® Investment Banking

Corporate INTL Global Awards 2012 Winner

Securities Advisory Firm of the Year in India

kotak® Investment Banking

ACQ Global Awards 2012

Investment Bank of the Year in India

kotak® Investment Banking

THE Asset

2012: Best Domestic Investment Bank

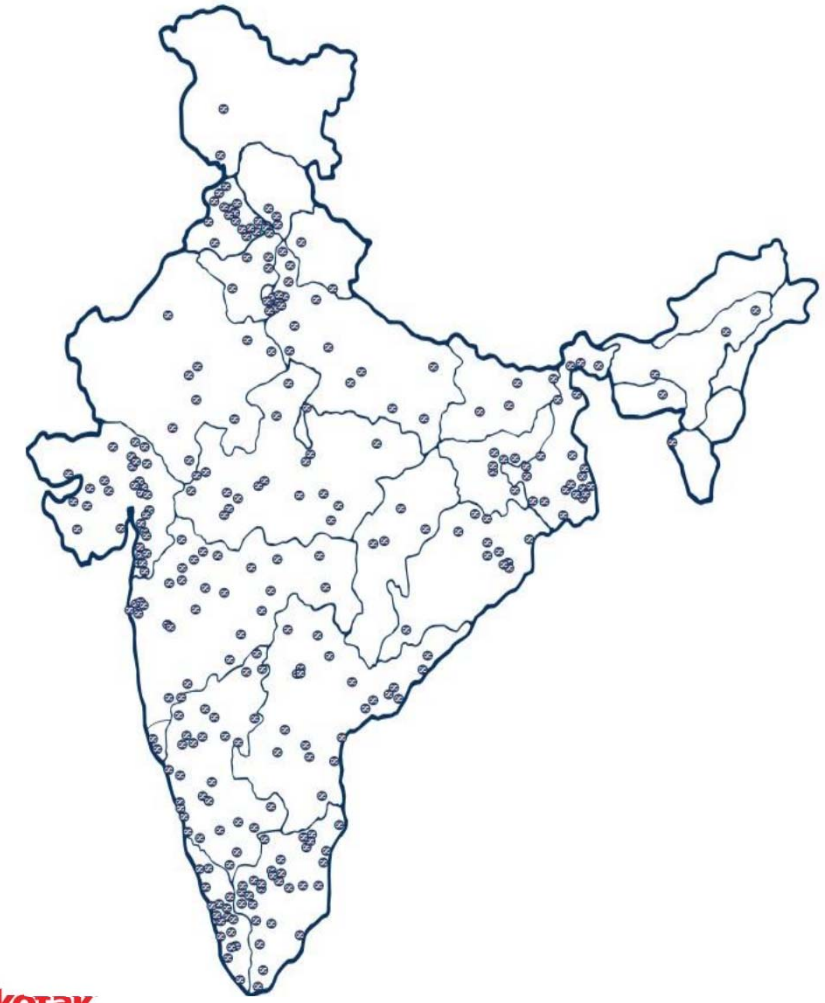
(Sixth year in a row)

KIE analysts ranked #1 in financial services; #3 in the media sector in the Wall Street Journal survey of Asia's best analysts – 2012

kotak®

Geographical Presence

Wide National Footprint …..



….. With Multiple Points of Presence

Business	Dec 31, 2012
Banking	407
Car Finance	68
Life Insurance	196
Securities	1,358
Mutual Fund	79
Total	**2,108**

International offices situated in Abu Dhabi, Bahrain, California, Dubai, London, Mauritius New York and Singapore

Disclaimer

This presentation is for information purposes only and does not constitute an offer, solicitation or advertisement with respect to the purchase or sale of any security of Kotak Mahindra Bank Limited (the "Bank") and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. No offering of securities of the Bank will be made except by means of a statutory offering document containing detailed information about the Bank.

This presentation is not a complete description of the Bank. Certain statements in the presentation contain words or phrases that are forward looking statements. All forward-looking statements are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated by the relevant forward looking statement. Any opinion, estimate or projection herein constitutes a judgment as of the date of this presentation, and there can be no assurance that future results or events will be consistent with any such opinion, estimate or projection. The information in this presentation is subject to change without notice, its accuracy is not guaranteed, it may be incomplete or condensed and it may not contain all material information concerning the Bank. We do not have any obligation to, and do not intend to, update or otherwise revise any statements reflecting circumstances arising after the date of this presentation or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.

All information contained in this presentation has been prepared solely by the Bank. No information contained herein has been independently verified by anyone else. No representation or warranty (express or implied) of any nature is made nor is any responsibility or liability of any kind accepted with respect to the truthfulness, completeness or accuracy of any information, projection, representation or warranty (expressed or implied) or omissions in this presentation. Neither the Bank nor anyone else accepts any liability whatsoever for any loss, howsoever, arising from any use or reliance on this presentation or its contents or otherwise arising in connection therewith. This presentation may not be used, reproduced, copied, distributed, shared, or disseminated in any other manner.

The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about, and observe, any such restrictions.

Figures for the previous period/ year have been regrouped wherever necessary to conform to current period's / year's presentation. Totals in some columns/ rows may not agree due to rounding off.

Contact

Jaimin Bhatt / R Sundarraman

Kotak Mahindra Bank Limited

Tel: +91 22 6672 6000, Fax: +91 22 6672 6430

E-mail: investor.relations@kotak.com