Earnings Update FY12

kotak®

Kotak Bank - Standalone Highlights (FY12)

FY12 PAT

₹ 1,085 cr
(₹ 818 cr)
up **33%** yoy

Networth

₹ 7,946 cr
(₹ 6,796 cr)

Loans

₹ 39,079 cr
(₹ 29,329 cr)
up **33%** yoy

Net NPA *

0.57% (0.50%)

Restructured Loans - Net

₹ 30 cr
(₹ 67 cr)
0.08% of Net Loans

CAR

17.5% (19.9%)

as per Basel II

Tier 1

15.7% (18.0%)

as per Basel II

CASA

₹ 12,402 cr
(₹ 8,791 cr)
32% of total deposits

* Excluding acquired stressed assets
Figures in brackets are FY11 numbers

Consolidated Highlights (FY12)

FY12 PAT	Networth	Loans	Net NPA *
₹ 1,832 cr (₹ 1,567 cr) up **17%** yoy	₹ 12,901 cr (₹ 10,963 cr)	₹ 53,144 cr (₹ 41,242 cr) up **29%** yoy	**0.49%** (0.43%)

NIM	RoA	Total Assets	Book Value
4.8% (5.2%)	**2.2%** (2.4%)	₹ 92,349 cr (₹ 73,681 cr) up **25%** yoy	₹ 174.2 per share (₹ 148.8 per share)

* Excluding acquired stressed assets
Figures in brackets are FY11 numbers

Consolidated Advances & Investments

₹ cr	As on Dec 31, 2011	As on Mar 31, 2011	As on Mar 31, 2012
Commercial vehicles & Construction equipment	7,540	6,251	7,798
Agriculture Finance	4,894	4,220	5,714
Auto loans	9,771	8,550	10,600
Mortgage Loans	7,935	6,877	8,333
Personal loans	1,689	1,307	1,868
Corporate Banking	16,698	10,916	14,168
Others	4,320	3,121	4,663
Total Advances	**52,847**	**41,242**	**53,144**
Investments/ Treasury Assets *	19,902	18,279	23,261
Total Advances and Investments	**72,749**	**59,521**	**76,405**

* Does not include policy holders' investments

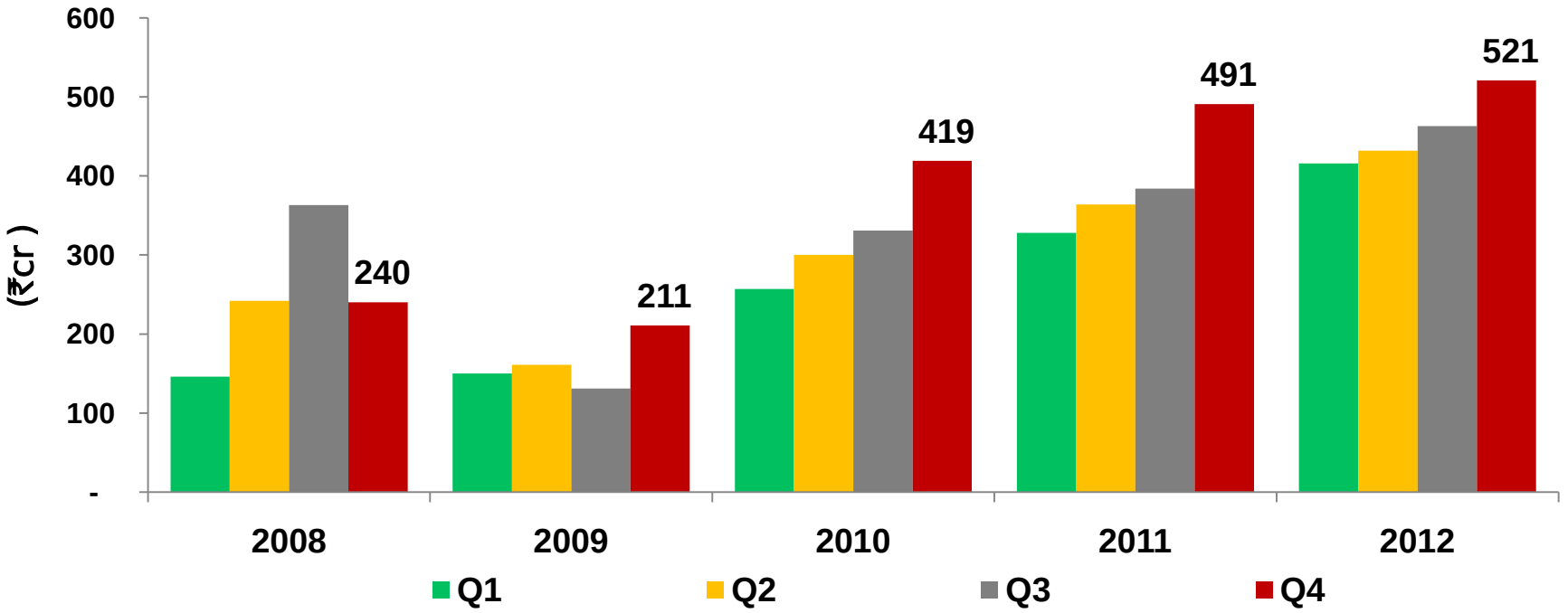
Consolidated PAT

₹ cr	FY03	FY07	FY08	FY09	FY10	FY11	FY12
Kotak Mahindra Bank	45	141	294	276	561	818	1,085
Kotak Mahindra Prime	11	57	101	157	166	318	385
Kotak Securities	24	256	409	107	260	182	126
Kotak Mahindra Capital Company	31	68	115	13	24	52	6
Kotak Mahindra Old Mutual Life Insurance	(42)	(58)	(72)	14	69	101	203
Kotak Mahindra AMC & Trustee Co	3	12	8	16	73	17	22
International subsidiaries	-	35	64	24	80	51	(11)
Kotak Investment Advisors	(1)	-	13	48	40	33	36
Kotak Mahindra Investments	15	27	43	14	34	24	15
Total	**86**	**538**	**975**	**669**	**1,307**	**1,596**	**1,867**
Minority Interest, Equity Affiliates, others	(13)	-	16	(17)	-	(29)	(35)
Consolidated PAT	**73**	**538**	**991**	**652**	**1,307**	**1,567**	**1,832**

Consolidated PAT – Quarterly

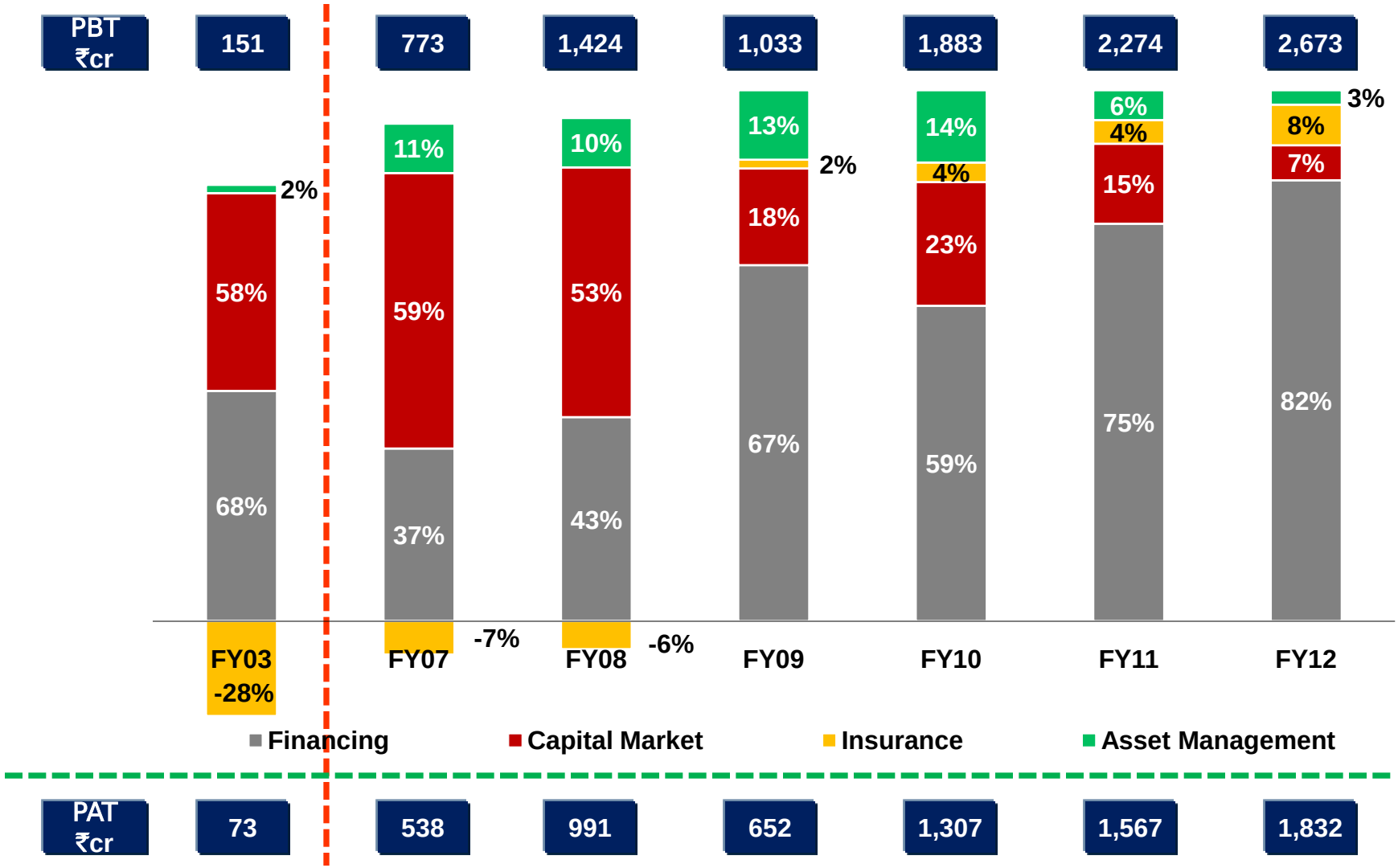
₹ cr	Q3FY12	Q4FY11	Q4FY12
Kotak Mahindra Bank	276	249	297
Kotak Mahindra Prime	104	87	97
Kotak Securities	24	36	50
Kotak Mahindra Capital Company	4	30	5
Kotak Mahindra Old Mutual Life Insurance	47	71	57
Kotak Mahindra AMC & Trustee Co	3	3	3
International subsidiaries	(4)	15	3
Kotak Investment Advisors	7	6	10
Kotak Mahindra Investments	3	6	6
Total	**464**	**503**	**528**
Minority Interest, Equity Affiliates, others	(1)	(12)	(7)
Consolidated PAT	**463**	**491**	**521**

Consolidated PAT – Quarterly Trend



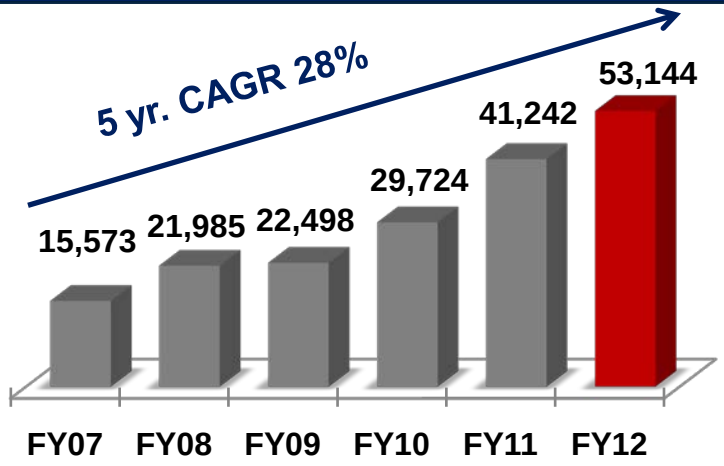
₹ cr	2008	2009	2010	2011	2012
Q1	146	150	257	328	416
Q2	242	160	300	364	432
Q3	363	131	331	384	463
Q4	240	211	419	491	521

Consolidated Profit (PBT) Mix

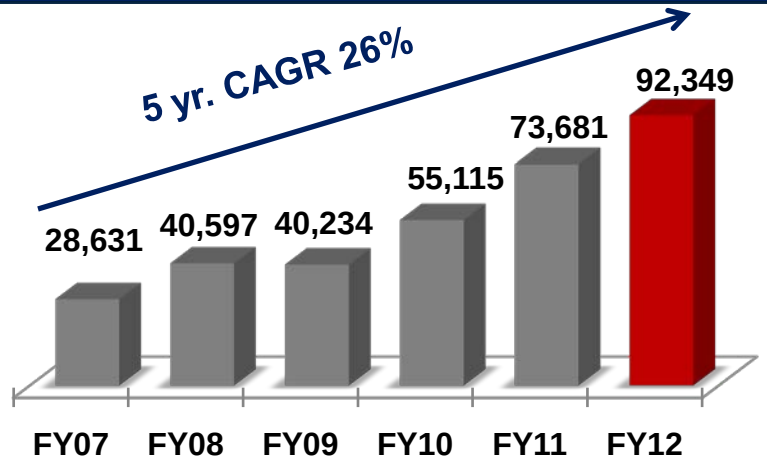


Consolidated Key Financials

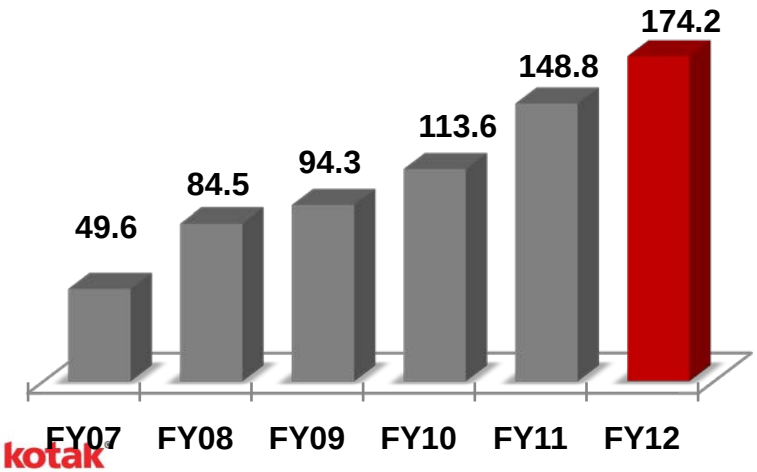
Advances (₹ cr)



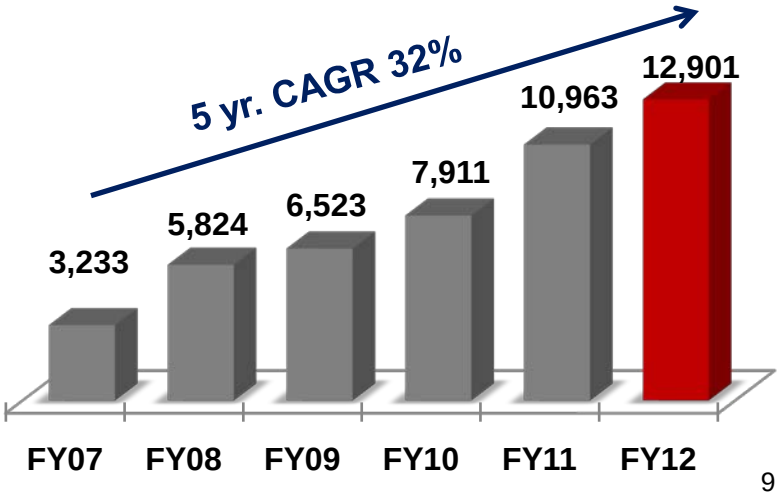
Total Assets (₹ cr)



Book Value per share (₹)

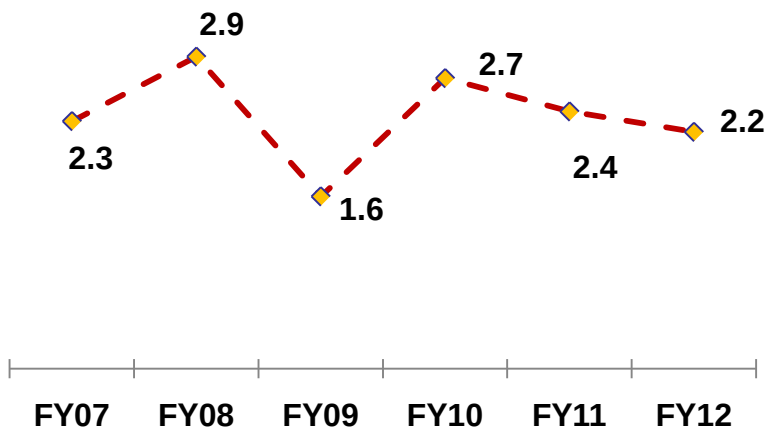


Networth (₹ cr)

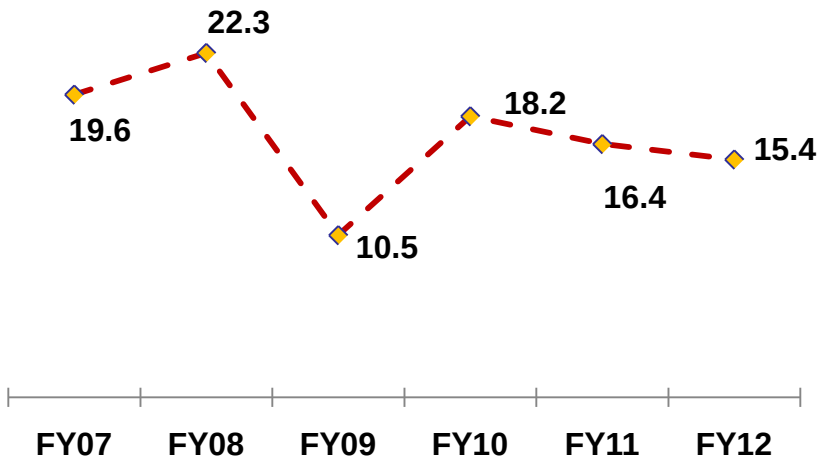


Consolidated Key Ratios

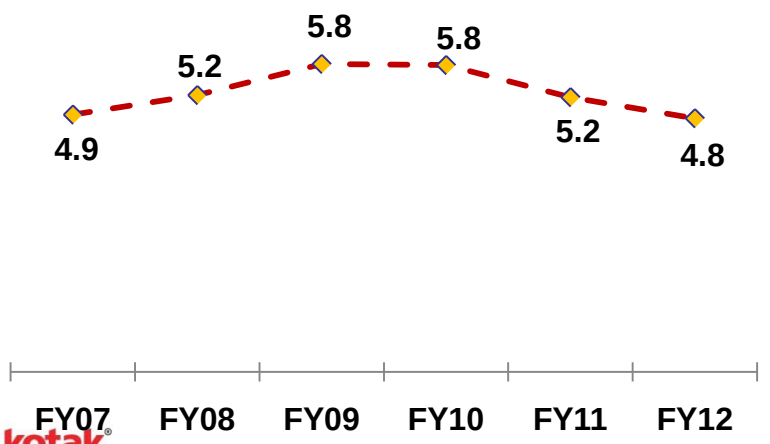
RoA (%)



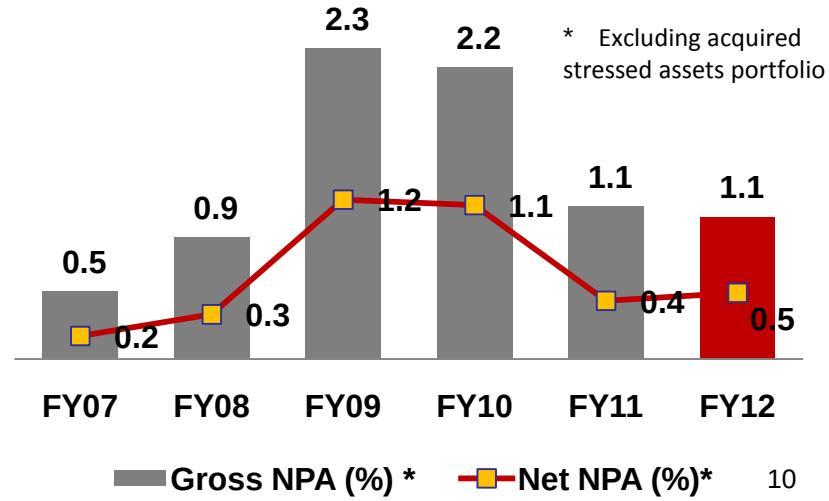
RoE (%)



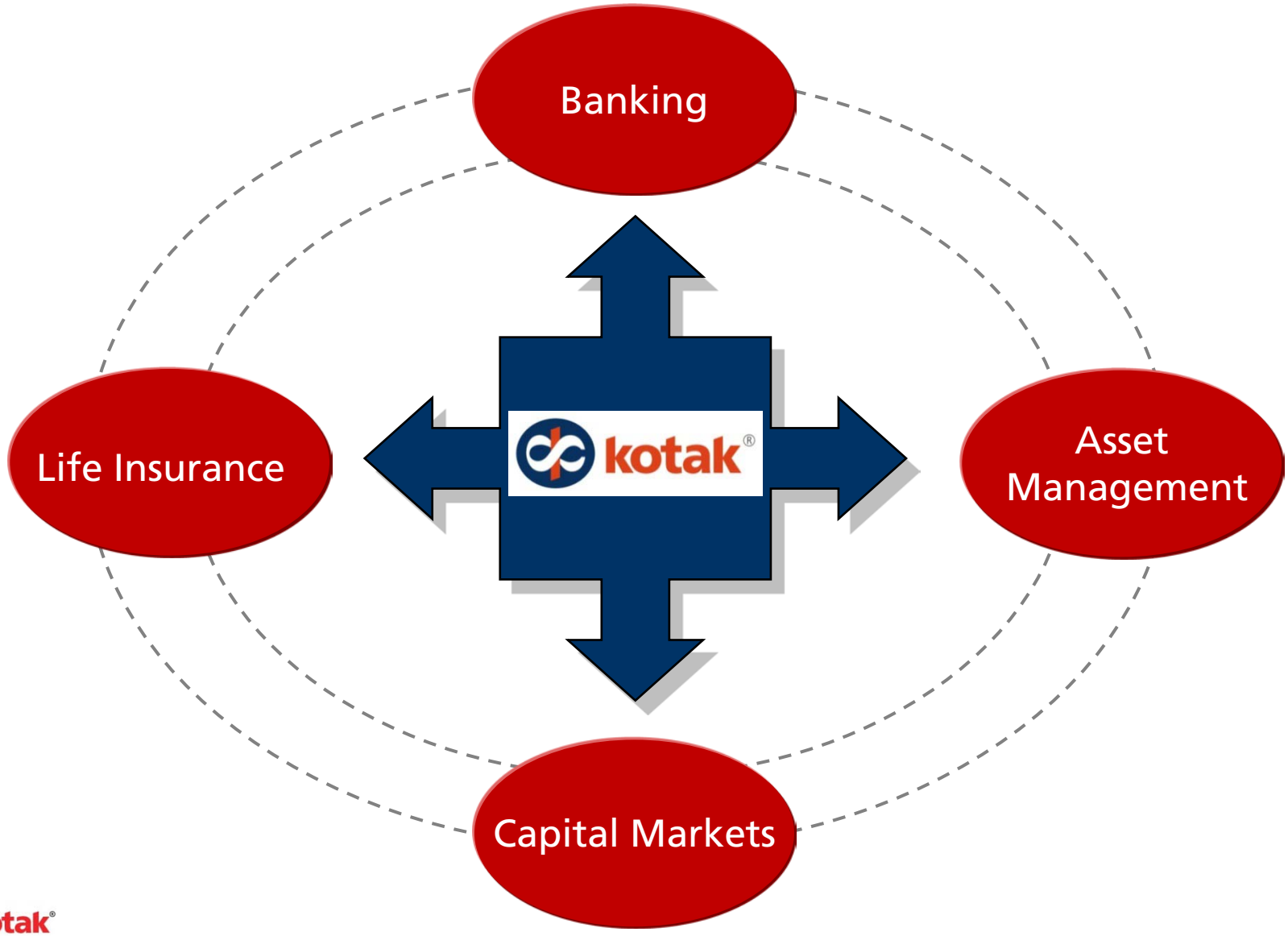
NIM (%)



NPA (%)

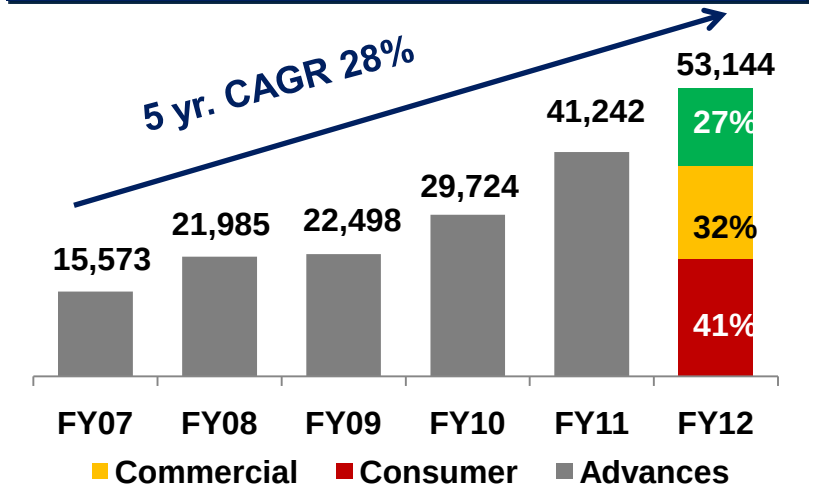


Integrated Financial Services

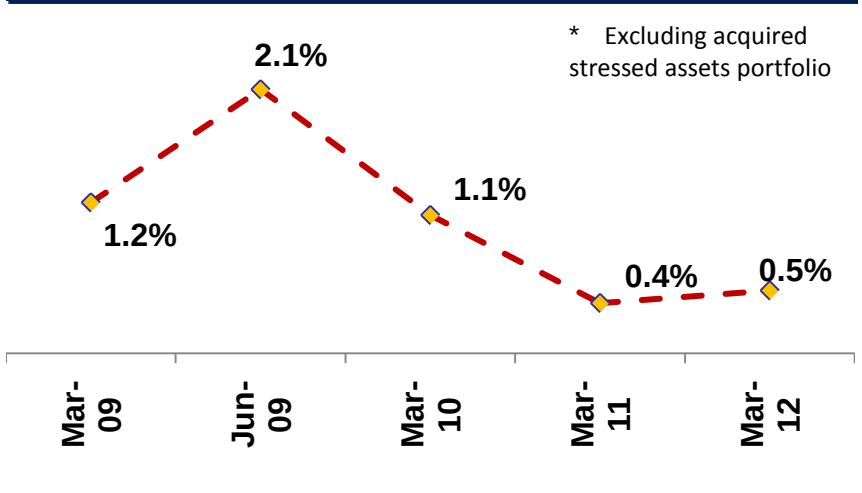


Financing Business

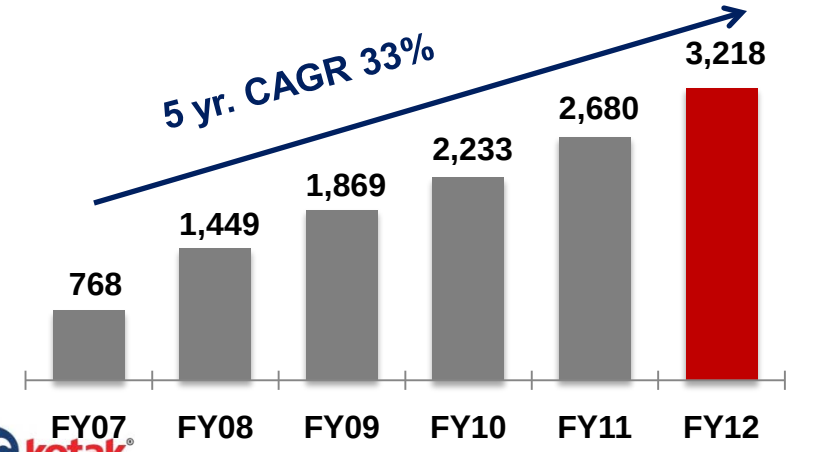
Advances (₹ cr)



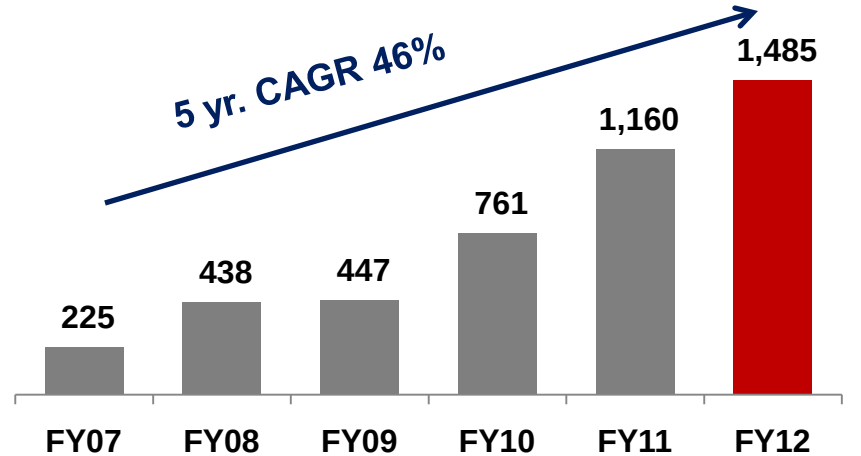
Net NPA (%)*



Net Interest Income (₹ cr) $



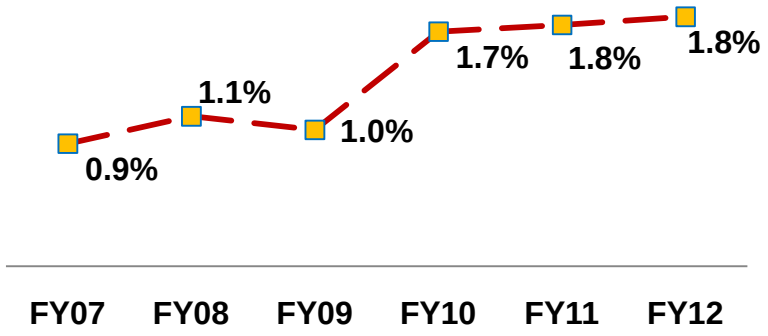
PAT (₹ cr) $



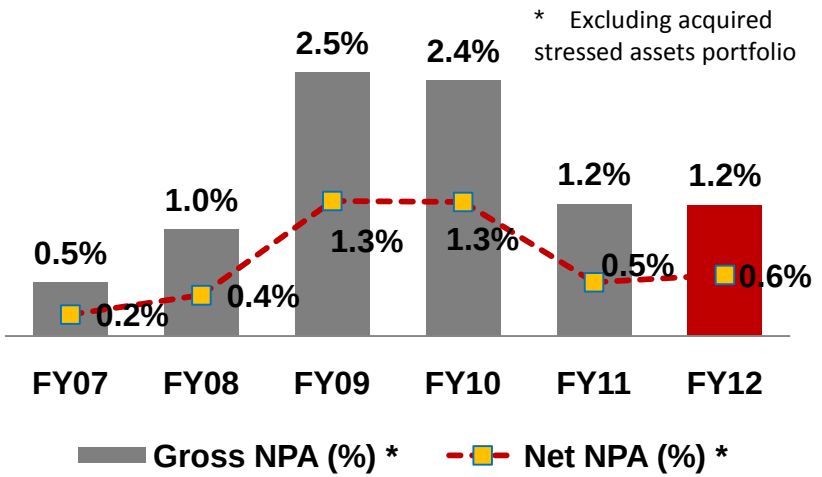
$ of financing entities

Bank Key Ratios

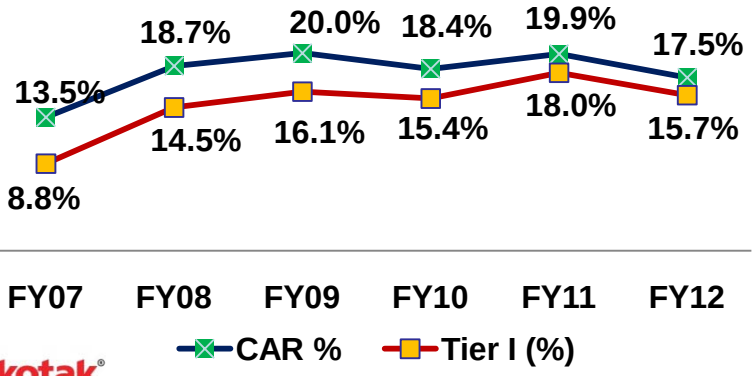
RoA (%)



NPA (%)



CAR & Tier I (%)



Asset Quality

- Net restructured loans outstanding in the Bank (as % of net advances) as on
  - ❖ Mar 31, 2011 - ₹ 67 cr (0.23%)
  - ❖ Dec 31, 2011 - ₹ 38 cr (0.10%)
  - ❖ Mar 31, 2012 - ₹ 30 cr (0.08%)
- PCR# as on Mar 31, 2012 - 70.14%

as per RBI circular.

Bank Profit and Loss

₹ cr	Q3FY12	Q4FY11	Q4FY12	FY11	FY12
Net Interest Income	651	565	688	2,097	2,513
Other Income	282	248	254	781	977
Net Total Income	**933**	**813**	**942**	**2,878**	**3,490**
Employee Cost	226	218	225	751	872
Other Operating Expenses	264	227	272	802	963
Operating Expenditure	**490**	**445**	**497**	**1,553**	**1,835**
Operating Profit	**444**	**368**	**445**	**1,325**	**1,655**
Provision & contingencies	31	(7)	4	137	55
PBT	**413**	**375**	**441**	**1,188**	**1,600**
Provision for Tax	137	126	144	370	515
PAT	**276**	**249**	**297**	**818**	**1,085**

Bank Segment performance

₹ cr	Q3FY12	Q4FY11	Q4FY12	FY11	FY12
Corporate/Wholesale Banking	265	170	296	544	997
Retail Banking	145	99	121	339	566
Treasury & BMU*	3	106	22	305	35
Unallocated Income	-	-	2	-	2
Total	**413**	**375**	**441**	**1,188**	**1,600**

* Balance Sheet Management Unit

Bank Advances & Investments

₹ cr	As on Dec 31, 2011	As on Mar 31, 2011	As on Mar 31, 2012
Commercial vehicles & Construction equipment	7,540	6,251	7,798
Agriculture Finance	4,894	4.220	5,714
Mortgage loans	7,935	6,877	8,333
Personal loans	1,689	1,305	1,868
Corporate Banking	15,492	9,417	12,785
Others	2,221	1,259	2,581
Total Advances	**39,772**	**29,329**	**39,079**

As per segmental classification

₹ cr	As on Dec 31, 2011	As on Mar 31, 2011	As on Mar 31, 2012
Retail	19.634	17,672	21,062
Corporate	20,139	11,657	18,017
Total Advances	**39,772**	**29,329**	**39,079**
Investment / Treasury Assets	18,438	17,121	21,567
Total Advances and Investments	**58,210**	**46,451**	**60,646**

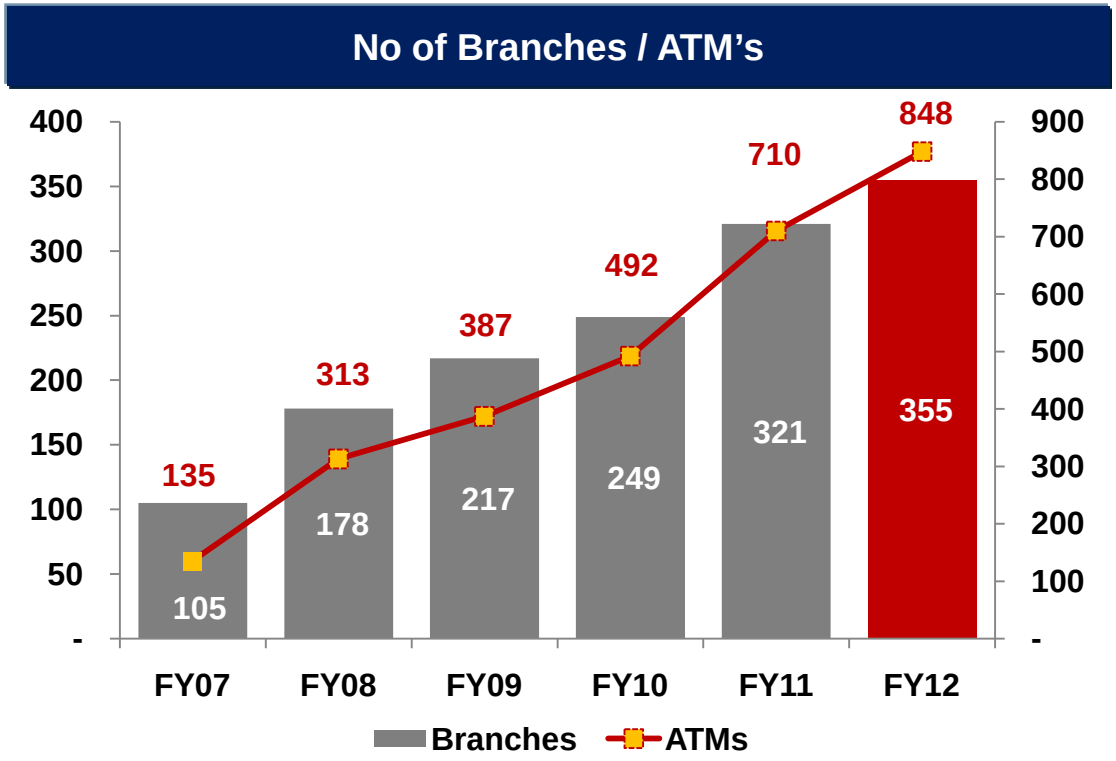
Bank Balance Sheet

₹ cr	As on Dec 31, 2011	As on Mar 31, 2011	As on Mar 31, 2012
Net Worth	7,670	6,796	7,946
Deposits	38,385	29,261	38,537
CA	6,189	5,460	7,352
SA	4,426	3,331	5,050
Term Deposit	21,841	15,388	22,531
Certificate of Deposit	*5,929*	*5,082*	*3,604*
Borrowings	15,242	11,724	16,595
Other Liabilities and Provisions	2,876	3,070	2,588
Total	**64,173**	**50,851**	**65,666**

₹ cr	As on Dec 31, 2011	As on Mar 31, 2011	As on Mar 31, 2012
Cash, Bank and Call	3,430	2,471	2,635
Investments	18,438	17,121	21,567
Government Securities	15,360	13,198	16,587
Other Securities	3,078	3,923	4,980
Advances	39,772	29,329	39,079
Fixed Assets & Other Assets	2,533	1,930	2,385
Total	**64,173**	**50,851**	**65,666**

Consumer Banking - Liabilities

- 500 Branches in CY13
- Increased cross sell of asset products
- Savings account interest deregulation positive impact
  - o savings balances
  - o number of savings accounts
- Added over 1.73 lac customer accounts for the quarter
- TD sweep to total deposit ratio at 7%
- Focus on affluent segment



	FY07	FY08	FY09	FY10	FY11	FY12
CA deposit ₹ cr *	1,360	2,734	3,418	4,992	5,460	7,352
SA deposit ₹ cr	887	1,518	1,700	2,471	3,331	5,050
CASA %	22	27	34	31	30	32

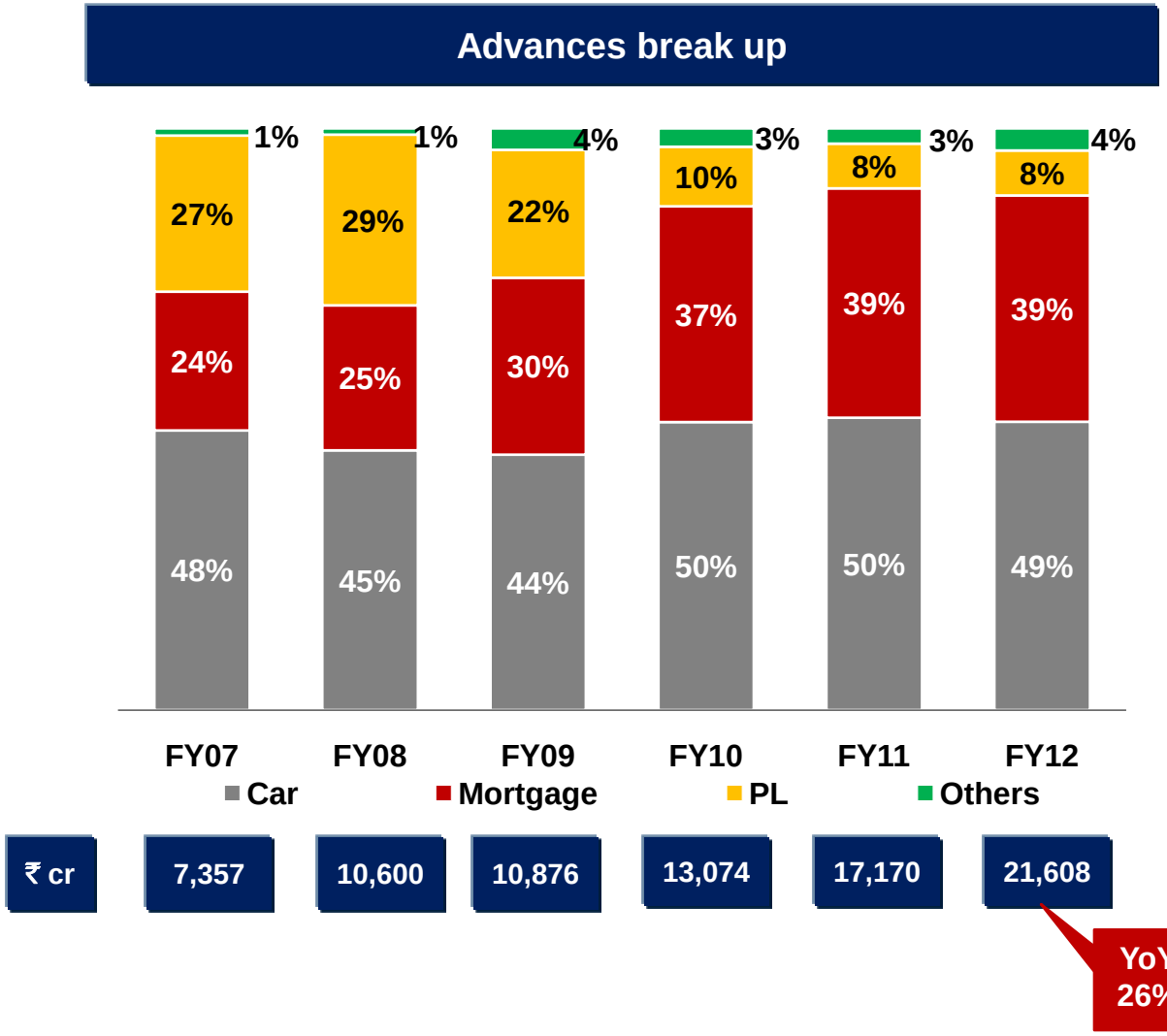
YoY 35%

YoY 52%

* excl IPO float

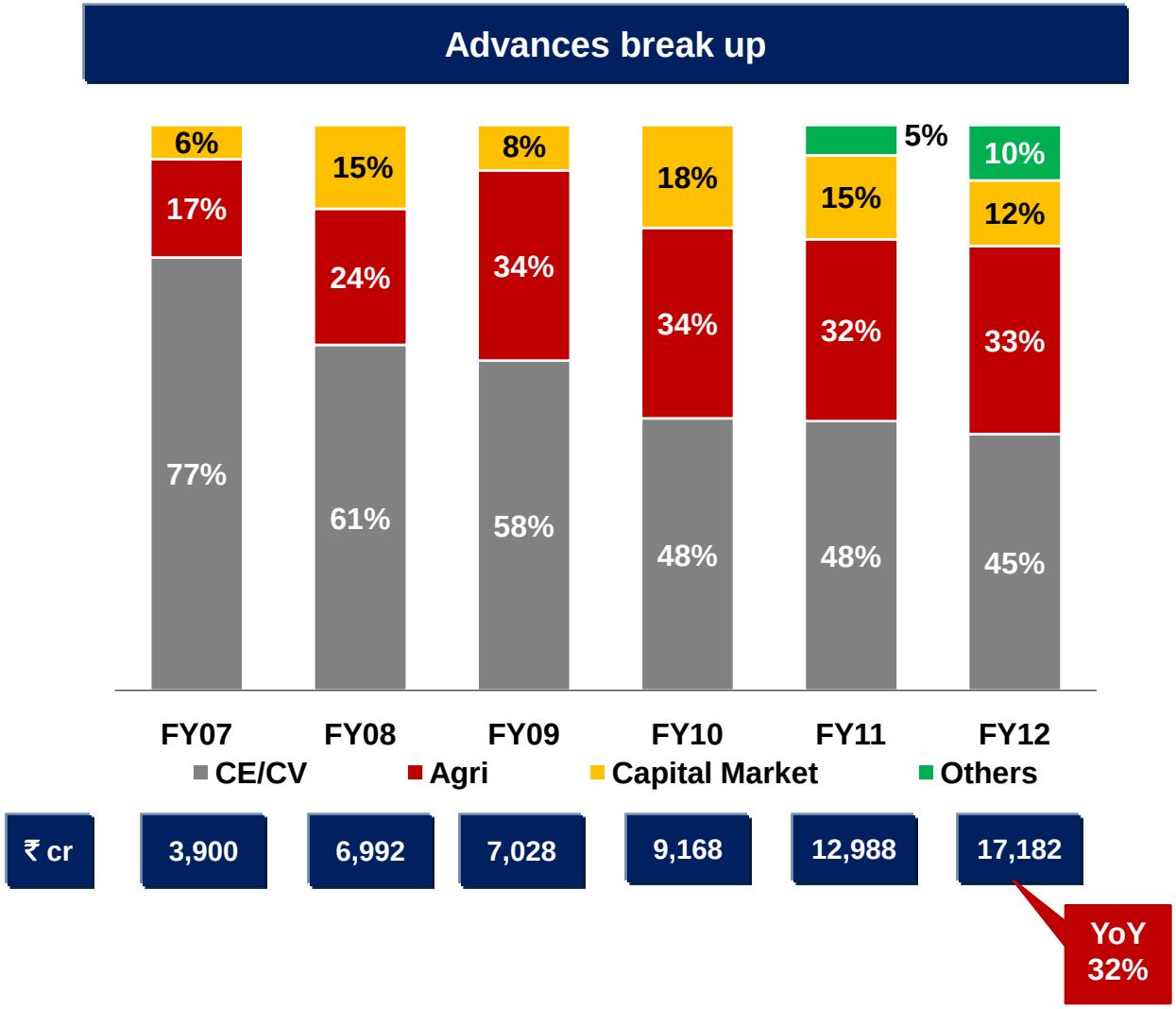
Consumer Banking - Assets

- 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



Commercial Financing

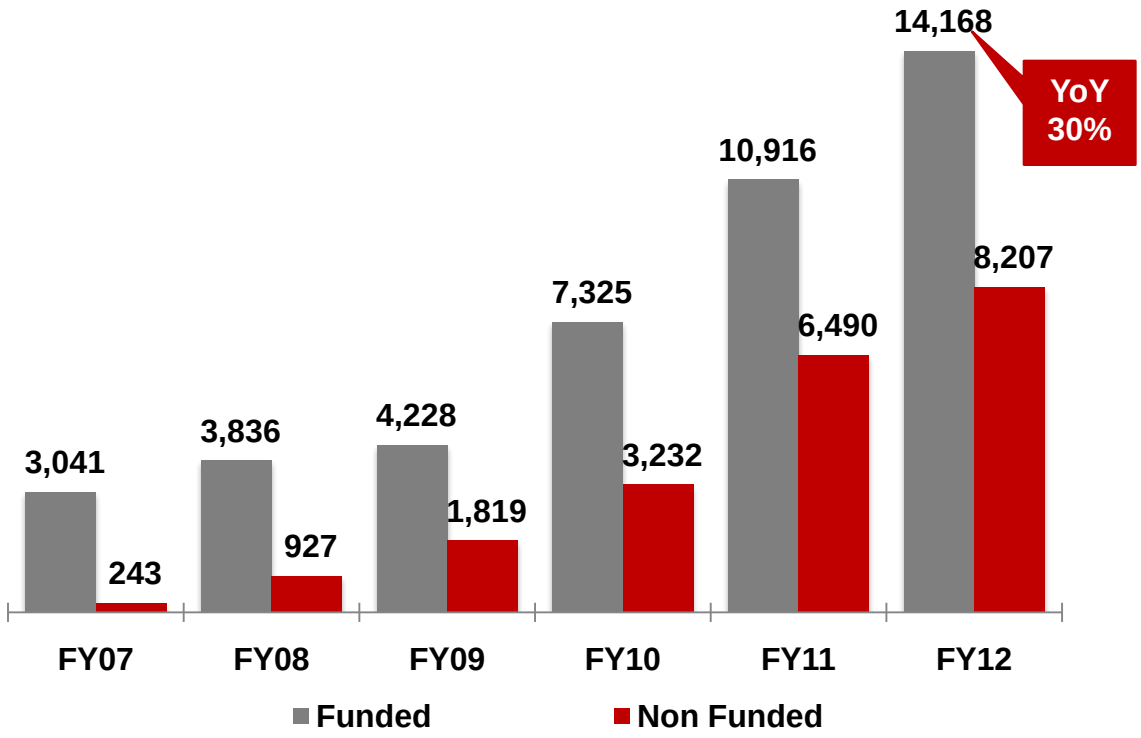
- Focus on Bharat
  (semi urban / rural areas)
- Asset focused branches in rural areas
- Priority sector target met consistently
- Consistent growth in Agri
- Gold loans launched selectively



Wholesale Banking

- Largely Working Capital
- Focus on quality end of credit curve
- 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
- Focus on Govt. business

Funded & Non funded (₹ cr)



Kotak Mahindra Prime

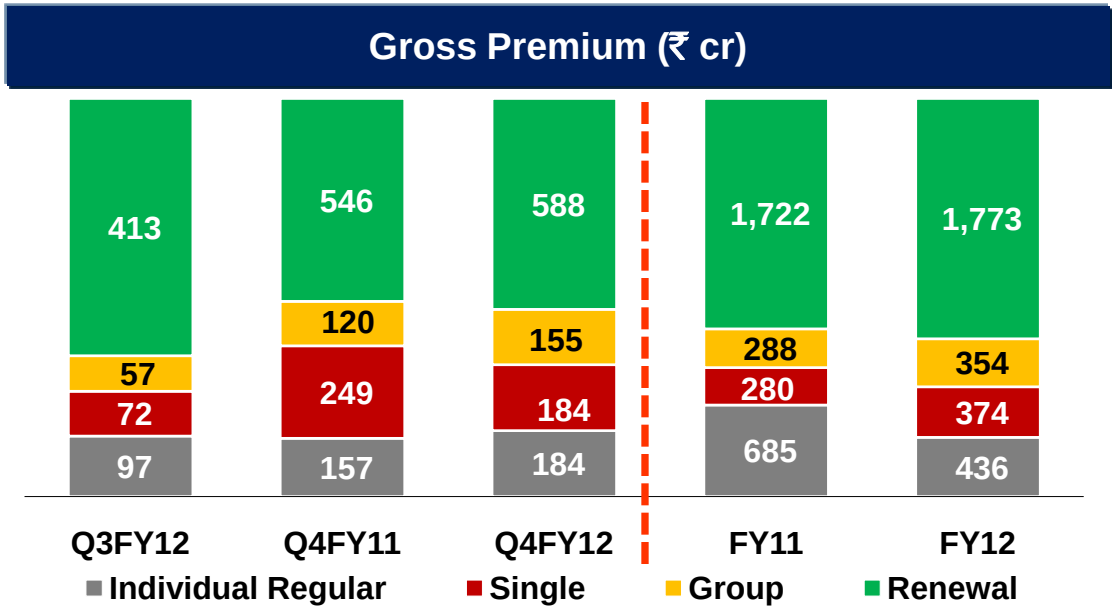
₹ cr	Q3FY12	Q4FY11	Q4FY12	FY11	FY12
Total income	474	365	470	1,373	1,805
Profit before tax	152	130	143	482	570
Profit after tax	**104**	**87**	**97**	**318**	**385**

₹ cr	As on Dec 31, 2011	As on Mar 31, 2011	As on Mar 31, 2012
Total Advances	12,379	11,145	13,386
Car Advances	9,737	8,489	10,577
Net NPA*	22	30	22
Net NPA* (%)	0.2	0.3	0.2
CAR (%)	16.8	15.5	16.3
ROA (%) - annualised	2.9	3.1	2.9

* Excluding acquired stressed assets portfolio

Kotak Mahindra Life Insurance

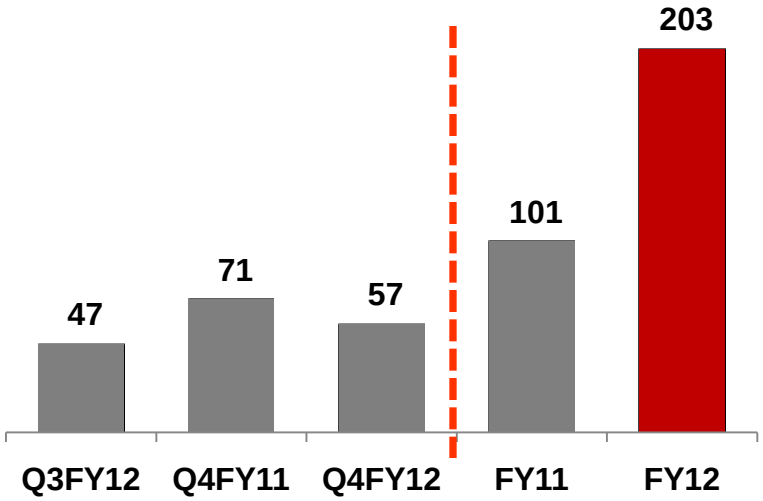
- All past losses recovered now
- Traditional / ULIP a healthy mix now
- Healthy solvency ratio
- Focus on long term savings and protection.



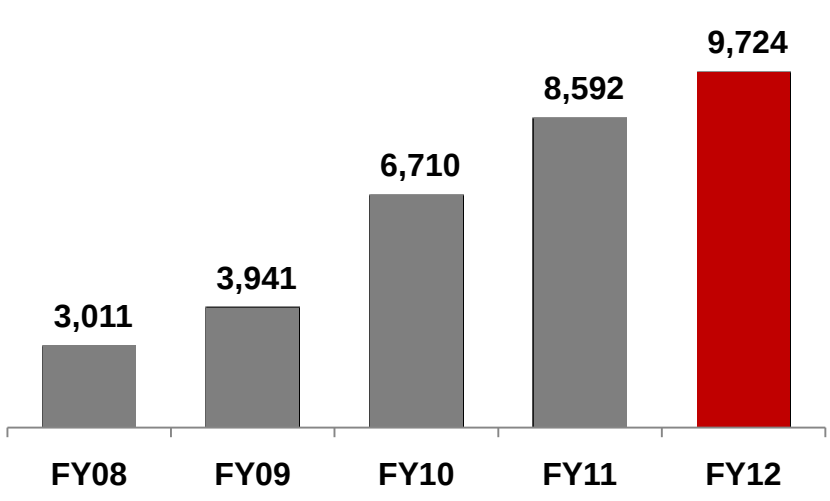
	Q3FY12	Q4FY11	Q4FY12	FY11	FY12
Capital (₹ cr)	562	562	562	562	562
Solvency ratio (%)	3.04	2.67	3.06	2.67	3.06
Individual Regular	97	157	184	685	436
Single	72	249	184	280	374
Group	57	120	155	288	354
Renewal	413	546	588	1,722	1,773
Total	**639**	**1,072**	**1,111**	**2,976**	**2,937**

Kotak Mahindra Life Insurance cont'd

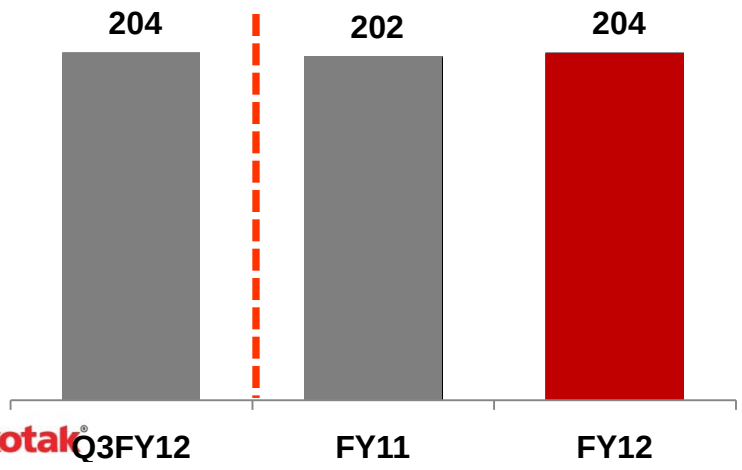
PAT (₹ cr)



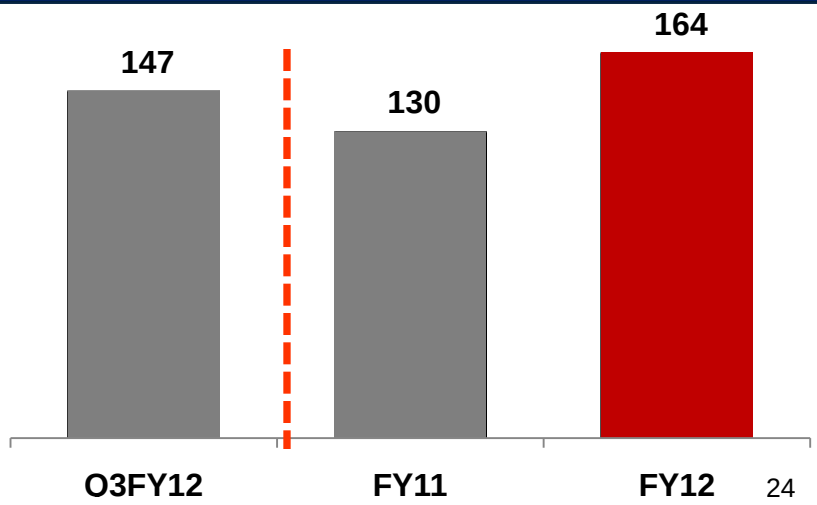
AUM (₹ cr)



Branches

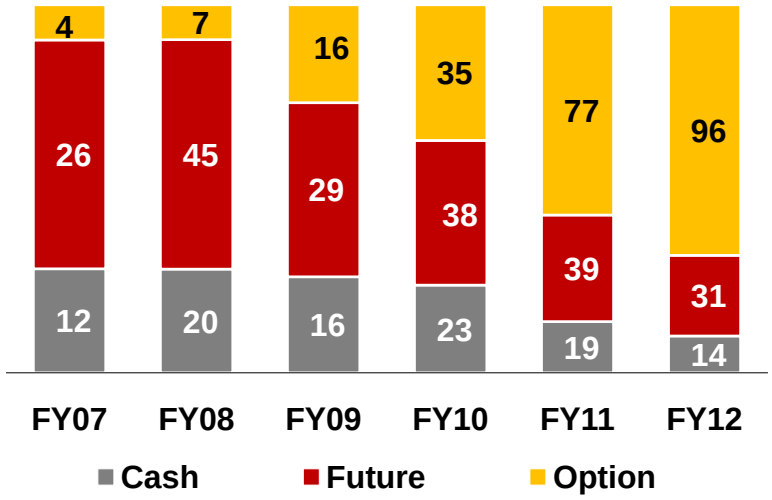


Sum Assured (₹ '000 cr)

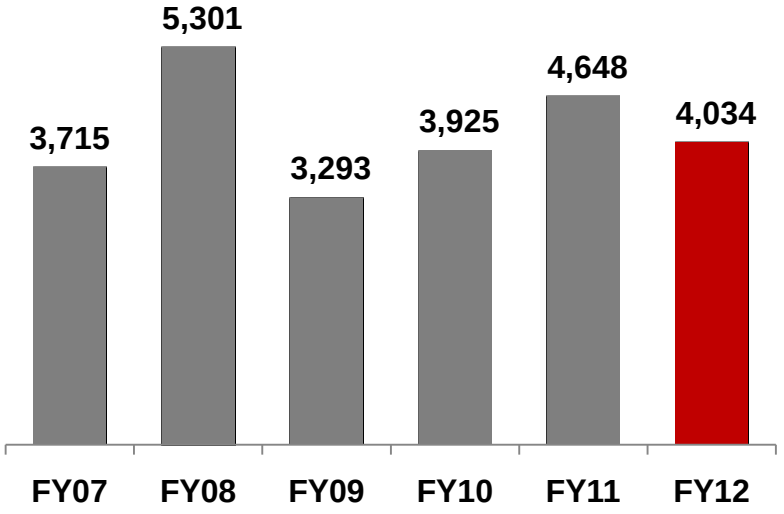


Kotak Securities

Market ADV (₹ '000 cr)



ADV (₹ cr) - KS



₹ cr	Q3FY12	Q4FY11	Q4FY12	FY11	FY12
Total income	134	169	178	738	610
Profit before tax	37	56	74	272	191
Profit after tax	**24**	**36**	**50**	**182**	**126**
Market Share (%)	2.9	2.9	2.9	3.4	2.9

Kotak Securities services more than 7.5 lac secondary market customers thru 1,365 branches & franchises.

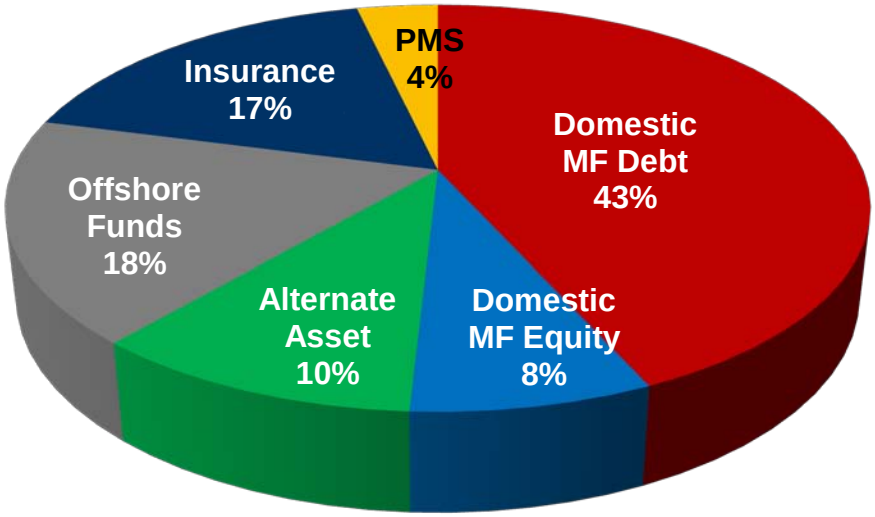
Kotak Mahindra Capital Co.

Client	Transaction	Size (USD mn)
Godrej Properties	Institutional Placement Programme (IPP)	94
Ujjivan Build a Better Life	Private equity investment by Wolfensohn Capital and FMO	26
REC Endless energy, Infinite possibilities	Lead Managers to Tax Free Bond issues	ND
NHAI	Lead Manager to Tax Free Bond issue	ND
Warburg Pincus	Sale of block in Kotak Mahindra Bank	280

₹ cr	Q3FY12	Q4FY11	Q4FY12	FY11	FY12
Total income	22	60	22	154	79
Profit before tax	6	40	7	70	9
Profit after tax	**4**	**30**	**5**	**52**	**6**

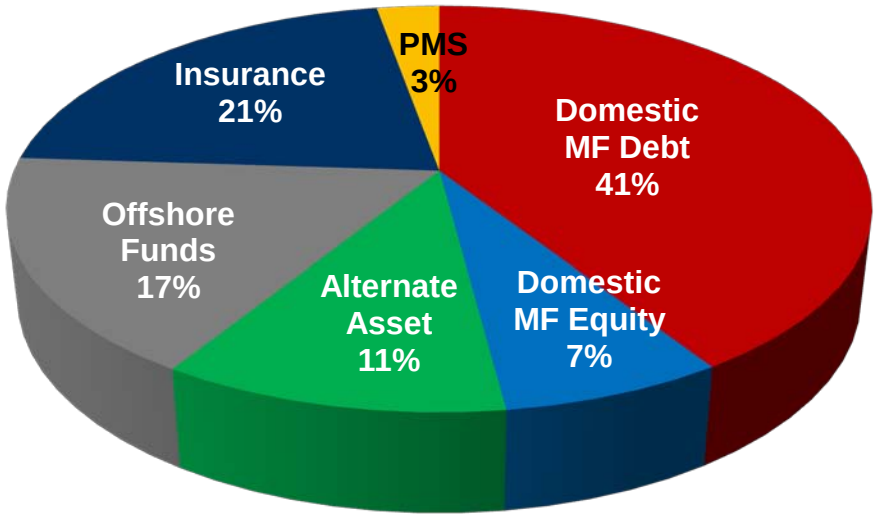
Kotak Mahindra Asset Management

AUM ₹ 47,850 cr



Mar 31, 2011

AUM ₹ 45,977 cr

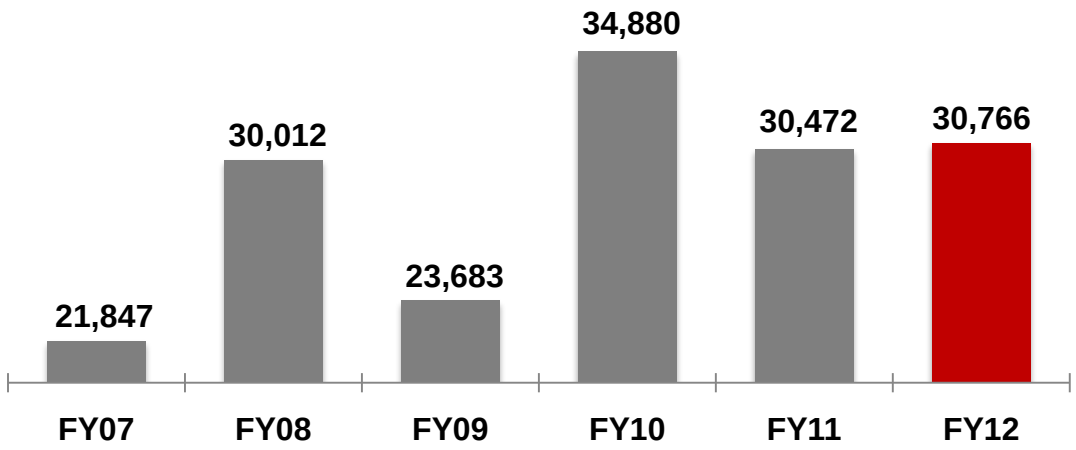


Mar 31, 2012

Kotak Mahindra AMC and Trustee Co.

- Close to 9.6 lac folios
- 83 Branches
- Regulatory challenges

Average Assets Under Management ₹ cr



₹ cr #	Q3FY12	Q4FY11	Q4FY12	FY11	FY12
Total income	27	33	27	119	125
Profit before tax	4	5	4	25	31
Profit after tax	**3**	**3**	**3**	**17**	**22**
Average AUM (₹ bn)	302	323	262	305	308
Average AUM - Equity (₹ bn)	33	38	32	44	34

 # AMC & Trustee Co

Kotak Investment Advisors

Reality Fund

- Corpus advised / managed – ₹ 2,981 cr
- 49 Investments

Private Equity Fund

- Corpus advised / managed – ₹ 2,030 cr
- 33 Investments

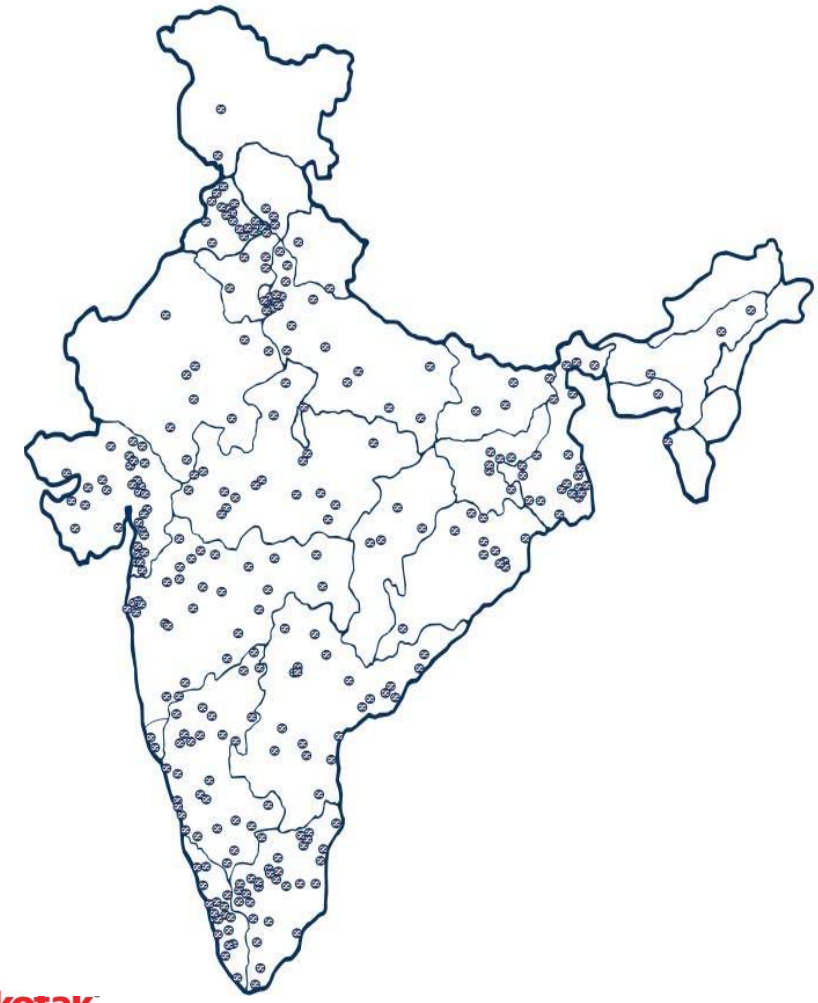
Domestic realty funds raised during FY12 - committed corpus ₹ 509 cr

Propose to launch Infrastructure fund with SMBC and Brookfield

₹ cr	Q3FY12	Q4FY11	Q4FY12	FY11	FY12
Total income	23	26	24	96	97
Profit before tax	11	10	14	49	52
Profit after tax	**7**	**6**	**10**	**33**	**36**

Geographical Presence

Wide National Footprint …..



….. With Multiple Points of Presence

Business	Mar - 2012
Banking	355
Car Finance	66
Life Insurance	204
Securities	1,365
Mutual Fund	83
Total	**2,073**

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

Bank Awards & Recognition

Best Companies to work for 2010& 2009 by Great places to work Institute India

Best Private Bank by Finance Asia Country

Best Local Cash Management Bank Asia Money 2011 and 2010

"The ingenious 100" Award by IDG India's CIO Magazine for Storage Virtualization & Ingenious Technology Solutions

Ranked # 1 in 17 categories including range of investment products / advisory services by Euromoney

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

Awarded Hewitt Best Employers in India 2011 & 2009; only Bank to be in top 25

Awarded Bronze in the "Best Local Trade Bank in India" category of Trade and Forfaiting Review Awards 2011

Kotak Bank Annual Report 2010-11 was awarded Platinum - "Best among Banking, APAC" and Gold in the "Most Creative Report, APAC" in the LACP Vision Awards, USA

Awarded Remmy for the "Best Recruitment Ad 2012" in the BFSI category

Awards & Recognition

Lipper Fund Award 2011 for Kotak Bond Regular – 'Best Fund over 10 years Bond Indian Rupee'

Best Debt Fund House of the year 2009 Outlook Money NDTV Profit Awards 2009 & 2010

kotak® Investment Banking

FinanceAsia COUNTRY AWARDS FOR ACHIEVEMENT

2011:Best Investment Bank in India
(Sixth year in a row)

2011: Best Equity House
(Second year in a row)

kotak® Investment Banking

ASIAMONEY

2011: Best Domestic Equity House
(Fourth year in a row)

ACHIEVEMENT AWARDS FinanceAsia 2008

Best Broker in India 2010

ASIAMONEY

Best Local Brokerage 2010

kotak® Investment Banking

THE Asset

2010: Best Domestic Investment Bank
(Fifth year in a row)

kotak® Investment Banking

GLOBAL FINANCE

2010: Best Investment Bank in India

kotak® Investment Banking

EUROMONEY
Award for Excellence

2011: Best Bank for Equity Finance in India (Real Estate)

(Second year in a row)

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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.

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