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Kotak Mahindra Bank

13th December 2012

Manager,
National Stock Exchange of India Ltd.
Exchange Plaza , 5th Floor,
Plot No. C/1,G Block,
Bandra Kurla Complex,
Bandra (E),
Mumbai 400 051.

Dear Sir,

**Sub: Kotak Investment Banking enters into Exclusive Strategic Alliance for India- Japan Cross-Border M&A Advisory Services**

Kotak Mahindra Capital Company Limited (Kotak Investment Banking), a subsidiary of Kotak Mahindra Bank Limited and one of India's leading investment banks, today announced the formation of an exclusive strategic alliance for cross-border M&A advisory services between India and Japan with Sumitomo Mitsui Banking Corporation ('SMBC') and SMBC Nikko Securities Inc., a wholly owned subsidiary of SMBC.

In this connection, we enclose herewith the Press Release for your reference and records.

Yours faithfully,
**For Kotak Mahindra Bank Limited**

B.R. Chandarana
**Bina Chandarana**
**Company Secretary &**
**Executive Vice President**

**Kotak Mahindra Bank Limited**
Registered Office:
36-38A, Nariman Bhavan
227, Nariman Point
Mumbai 400 021, India
T +91 22 66581100
F +91 22 22855577
www.kotak.com

**News Release**

## Kotak Investment Banking Enters Into Exclusive Strategic Alliance with Sumitomo Mitsui Banking Corporation and SMBC Nikko Securities Inc. for India-Japan Cross-Border M&A Advisory Services

**Mumbai, December 13, 2012:** Kotak Mahindra Capital Company Limited ("Kotak Investment Banking"), a subsidiary of Kotak Mahindra Bank Limited and one of India's leading investment banks, today announced the formation of an exclusive strategic alliance for cross-border M&A advisory services between India and Japan with Sumitomo Mitsui Banking Corporation ("SMBC") and SMBC Nikko Securities Inc. ("SMBC Nikko"), a wholly-owned subsidiary of SMBC.

Through this alliance, Kotak Investment Banking, SMBC and SMBC Nikko will play an active role in the growing cross-border M&A activity between India and Japan. The partnership leverages their combined advisory capabilities, strong knowledge of local markets and long-standing corporate relationships to provide high-quality advice and grow cross-border M&A opportunities for their respective clients.

SMBC is the core financial institution of Sumitomo Mitsui Financial Group ("SMFG"), the second largest financial services group in terms of market capitalization in Japan. SMBC Nikko is one of the largest full-service securities and investment banking firms in Japan. With a combined team of over 500 investment banking professionals in Japan, SMBC and SMBC Nikko have advised on 90 transactions with announced deal value of over US$ 24 billion in CY 2012 year-to-date (Source: Thomson Reuters).

In 2010, Kotak and SMBC entered into a Memorandum of Understanding (MoU) for Business Cooperation across various businesses of mutual interest, subject to relevant regulations. Since then, both groups have collaborated in and are working on a number of areas such as trade finance, treasury products, corporate customer referrals, asset management and alternate assets. The cooperation is now being extended to investment banking to complete a holistic bouquet of offerings, serving corporates in India and Japan for India-Japan flows and deals.

Commenting on the alliance, Mr. TV Raghunath, Managing Director & CEO, Kotak Investment Banking said, "We are very pleased to partner with SMBC and SMBC Nikko, two world-class institutions with very deep investment banking reach and franchise in Japan. Japan is a priority market for cross-border M&A with India, and the growing relationship and synergies between the two countries will only continue to get stronger. We are confident that through this alliance we can offer the best opportunities, advice and solutions to our clients."

The India-Japan corridor is one of the most important and active markets for cross-border M&A involving India. For CY 2012 YTD, Japan ranks among the top 3 acquiring nations into India and 3 of the 10 largest announced M&A transactions involving India took place in this corridor. This is expected to increase in the future as the linkages between the two economies continue to grow.

Kotak Investment Banking and GCA Savvian Corporation have mutually concluded their exclusive strategic cooperation agreement for M&A Advisory Services between India and Japan.

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**About Kotak Investment Banking**

Kotak Investment Banking (KIB) is a leading full-service investment bank in India offering integrated solutions encompassing high-quality financial advisory services and financing solutions to leading Indian and multinational corporations across diverse sectors. KIB's services include M&A Advisory, Equity and Debt Capital Market Issuances, Private Equity Advisory and Infrastructure Advisory. KIB is a subsidiary of Kotak Mahindra Bank Limited, one of India's leading banking and financial services organizations with a consolidated net worth of Rs 13,943 crore (approx US$ 2.6 billion) as on September 30, 2012. For more information, please visit http://investmentbank.kotak.com/

**About Kotak Mahindra group**

Established in 1985, the Kotak Mahindra group is one of India's leading financial services conglomerates. In February 2003, Kotak Mahindra Finance Ltd. (KMFL), the Group's flagship company, received a banking licensee from the Reserve Bank of India (RBI). With this, KMFL became the first non-banking finance company in India to become a bank – Kotak Mahindra Bank Limited.

The consolidated balance sheet of Kotak Mahindra group is over Rs 1 lakh crore and the consolidated net worth of the Group stands at Rs 13,943 crore (approx US$ 2.6 billion) as on September 30, 2012. The Group offers a wide range of financial services that encompass every sphere of life. From commercial banking, to stock broking, mutual funds, life 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, and international offices in London, New York, California, Dubai, Abu Dhabi, Bahrain, Mauritius and Singapore. For more information, please visit the company's website at http://www.kotak.com/.

**About Sumitomo Mitsui Banking Corporation**

SMBC is the core financial institution of Sumitomo Mitsui Financial Group ("SMFG"), the second largest banking group in terms of market cap in Japan with approximately JPY 143 trillion of total assets as of March 31, 2012 and JPY 518.5 billion of net profit in fiscal year ended March 2012. SMBC is engaged in the business of providing financial services by itself, and through its affiliates and group companies, spanning commercial, retail and wholesale banking, securities businesses, asset management, project finance, consumer finance and credit card services. It was established in April 2001 through the merger of two leading Japanese banks, Sakura Bank of the Mitsui group and Sumitomo Bank of the Sumitomo group, both of which have had a long business tradition globally as well as domestically for nearly 100 years each. SMBC, as a core member of SMFG, works together with other member firms in the Group to offer customers highly sophisticated, comprehensive financial services. For more information, please visit the company's website at http://www.smbc.co.jp/global/index.html

**About SMBC Nikko Securities Inc.**

SMBC Nikko Securities Inc., one of the largest full-service securities and investment banking firms in Japan, has been a leading company in the Japanese financial industry since its foundation in July 1918. Nikko became a subsidiary of SMBC in October 2009 and has since focused on enhancing its business platform by taking advantage of its unparalleled access to Japanese companies leveraged by SMBC's strong client base with a continued dedication to providing value-added investment banking services to its clients. SMBC Nikko has overseas offices in New York, London, Hong Kong, Singapore and Shanghai. For more information, please visit the company's website at http://www.smbcnikko.co.jp/en/index.html

**Media Contacts:**

Phiroza Choksi
Kotak Investment Banking
Email: phiroza.choksi@kotak.com
Mobile: +91 98203 63681

Rohit Rao
Kotak Mahindra Bank Ltd
Email: rohit.rao@kotak.com
Mobile: +91 91679 30026

Pooja Sabharwal
Genesis Burson-Marsteller
Email: Pooja.Sabharwal@bm.com
Mobile: +91 98209 22654