



KOTAK MAHINDRA BANK LIMITED (CONSOLIDATED)

Registered Office: 36-38A, Nariman Bhavan, 227, Nariman Point, Mumbai 400 021

UNAUDITED AND PROVISIONAL FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 2003

Sr. No.	Particulars	Quarter Ended		Nine Months Ended		Year Ended
		Dec-03 (Unaudited) <i>Rs lacs</i>	Dec-02 (Unaudited) <i>Rs lacs</i>	Dec-03 (Unaudited) <i>Rs lacs</i>	Dec-02 (Unaudited) <i>Rs lacs</i>	Mar-03 (Audited) <i>Rs lacs</i>
1	Interest earned (a+b+c+d)	16255.97	11097.68	44702.08	32385.65	45082.92
	(a) Interest/discount on advances/bills	11864.93	9110.33	33131.53	27298.73	37822.06
	(b) Income on investments	3073.10	1424.43	8472.57	3142.03	4505.29
	(c) Interest on balances with RBI & other banks	237.51	148.08	570.24	480.84	637.10
	(d) Others	1080.43	414.84	2527.74	1464.05	2118.47
2	Other Income (Refer Notes 3 & 5)	14053.15	9255.48	33056.45	19780.93	26401.37
	(A) Total income (1+2)	30309.12	20353.16	77758.53	52166.58	71484.29
3	Interest expended	6653.77	5316.33	18928.78	15156.12	20381.92
4	Operating expenses (e+f)	15095.82	8217.26	36400.21	23606.10	34545.11
	(e) Payments to and Provisions for employees	4408.23	2428.72	10826.68	6901.13	10218.54
	(f) Other Operating expenses	10687.59	5788.54	25573.53	16704.97	24326.57
	(B) Total expenditure (3+4)	21749.59	13533.59	55328.99	38762.22	54927.03

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		Dec-03 (Unaudited) Rs lacs	Dec-02 (Unaudited) Rs lacs	Dec-03 (Unaudited) Rs lacs	Dec-02 (Unaudited) Rs lacs	Mar-03 (Audited) Rs lacs
	(C) Operating Profit (A-B)	8559.53	6819.57	22429.54	13404.36	16557.26
	(D) Other provisions & contingencies	155.38	309.90	726.54	1226.82	2361.68
	(Refer Notes 1, 2 and 3)					
	(E) Profit before tax	8404.15	6509.67	21703.00	12177.54	14195.58
	(F) Provision for taxes	3339.74	2637.11	8939.07	5048.48	6377.22
	(G) Profit after tax before Minority Interest (E - F)	5064.41	3872.56	12763.93	7129.06	7818.36
	(H) Less : Share of Minority Interest	724.84	657.52	1648.19	932.43	721.04
	(I) Add : Share in Profit of associates	88.29	28.02	108.39	218.91	234.19
	Consolidated Profit after tax attributable to the Group (G - H + I)	4427.86	3243.06	11224.13	6415.54	7331.51
5	Paid Up Equity Capital -	5952.28	5921.28	5952.28	5921.28	5921.28
	(face value Rs. 10 per share)					
6	Group Reserves (excluding minority interest)					99636.03
7	Minority Interest					27367.72
8	Analytical Ratios					
	(i) Earnings per share Basic Rs.	7.46	5.48	18.94	10.83	12.38
	(ii) Earnings per Share Diluted Rs.	7.37	5.48	18.71	10.83	12.38



KOTAK MAHINDRA BANK LIMITED (STANDALONE)

Registered Office: 36-38A, Nariman Bhavan, 227, Nariman Point, Mumbai 400 021

UNAUDITED AND PROVISIONAL FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 2003

Sr. No.	Particulars	Quarter Ended		Nine Months Ended		Year Ended
		Dec-03 (Unaudited) <i>Rs lacs</i>	Dec-02 (Unaudited) <i>Rs lacs</i>	Dec-03 (Unaudited) <i>Rs lacs</i>	Dec-02 (Unaudited) <i>Rs lacs</i>	Mar-03 (Audited) <i>Rs lacs</i>
1	Interest earned (a+b+c+d)	6992.85	3812.25	19487.03	11849.23	17363.83
	(a) Interest/discount on advances/bills	5100.99	3662.75	14560.24	11458.34	16213.89
	(b) Income on investments	1785.64	141.31	4663.68	340.36	1091.71
	(c) Interest on balances with RBI & other banks	95.77	8.19	213.66	12.12	18.79
	(d) Others	10.45	0.00	49.45	38.41	39.44
2	Other Income (Refer Note 3)	2574.02	2039.40	7458.98	5597.08	8103.91
	(A) Total income (1+2)	9566.87	5851.65	26946.01	17446.31	25467.74
3	Interest expended	3046.17	2216.18	8869.61	6246.09	8682.97
4	Operating expenses (e+f)	3549.96	1894.80	9035.98	5276.24	7826.77
	(e) Payments to and Provisions for employees	1060.37	557.56	2832.63	1397.82	2173.75
	(f) Other Operating expenses	2489.59	1337.24	6203.35	3878.42	5653.02

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		Dec-03 (Unaudited) Rs lacs	Dec-02 (Unaudited) Rs lacs	Dec-03 (Unaudited) Rs lacs	Dec-02 (Unaudited) Rs lacs	Mar-03 (Audited) Rs lacs
	(B) Total expenditure (3+4)	6596.13	4110.98	17905.59	11522.33	16509.74
	(C) Operating Profit (A-B)	2970.74	1740.67	9040.42	5923.98	8958.00
	(D) Other provisions & contingencies	151.51	71.42	205.81	634.04	1956.75
	(Refer Notes 1, 2 and 3)					
	(E) Profit before tax	2819.23	1669.25	8834.61	5289.94	7001.25
	(F) Provision for taxes	923.92	540.00	3021.00	1800.00	2505.17
	(G) Profit after tax (E - F)	1895.31	1129.25	5813.61	3489.94	4496.08
5	Paid Up Equity Capital -					
	(face value Rs. 10 per share)	5952.28	5921.28	5952.28	5921.28	5921.28
6	Reserves excluding revaluation reserves					48223.91
7	Analytical Ratios					
	(i) % of shares held by Govt. of India	Nil	Nil	Nil	Nil	Nil
	(ii) % Capital adequacy ratio	13.89%	25.10%	13.89%	25.10%	25.97%
	(iii) Earnings per share Basic Rs.	3.19	1.91	9.81	5.89	7.59
	(iv) Earnings per Share Diluted Rs.	3.15	1.91	9.69	5.89	7.59

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		Dec-03 (Unaudited) <i>Rs lacs</i>	Dec-02 (Unaudited) <i>Rs lacs</i>	Dec-03 (Unaudited) <i>Rs lacs</i>	Dec-02 (Unaudited) <i>Rs lacs</i>	Mar-03 (Audited) <i>Rs lacs</i>
8	Non Promoter Shareholding, excluding other Directors and their relatives					
	(i) No. of shares	23223865	21900056	23223865	21900056	21926911
	(ii) % shareholding	39.02%	36.99%	39.02%	36.99%	37.03%



KOTAK MAHINDRA BANK LIMITED (STANDALONE)

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SEGMENT RESULTS

Sr. No.	Particulars	Quarter Ended		Nine Months Ended		Year Ended
		Dec-03 (Unaudited) Rs lacs	Dec-02 (Unaudited) Rs lacs	Dec-03 (Unaudited) Rs lacs	Dec-02 (Unaudited) Rs lacs	Mar-03 (Audited) Rs lacs
1	Segment Revenue (Standalone)					
	Treasury	2181.55	-	6961.68	-	-
	Corporate Banking	722.55	336.48	1884.74	1260.00	1643.24
	Retail Liabilities and Branch banking	96.21	-	172.58	-	-
	Retail Lending activities	4520.79	3935.96	13027.13	12012.91	17564.81
	Corporate Centre	2045.77	1579.21	4899.88	4173.40	6259.69
	Total Income	9566.87	5851.65	26946.01	17446.31	25467.74
2	Segment Results (Standalone)					
	Treasury	156.02	-	1971.80	-	-
	Corporate Banking	372.64	101.00	746.05	343.00	313.00
	Retail Liabilities and Branch banking	(1216.22)	-	(2994.61)	-	-
	Retail Lending activities	1546.22	977.69	4555.73	3545.41	5488.85
	Corporate Centre**	1998.85	668.56	4681.35	1609.81	1408.39
	Total	2857.51	1747.25	8960.32	5498.22	7210.24
	Less: Un - allocable expenditure	(38.28)	(78.00)	(125.71)	(208.28)	(208.99)
	Total Profit Before Tax	2819.23	1669.25	8834.61	5289.94	7001.25

** For FY03, Banking expenses have been booked in the said segment



NOTES:

1. In terms of the master circular on Prudential Norms on Income Recognition, Asset Classification and Provisioning pertaining to the advances portfolio dated 4th July 2002 issued by RBI, banks have to adopt the 90 days overdue norm for classification of an advance as NPA with effect from 31st March 2004. The Bank has adopted the same from 1st April 2003.
2. Provisions and contingencies are net of recoveries made against accounts which have been written off as bad in the previous year/s.
3. During the period April to December 2003, the Bank has sold its investments in Fascel Limited. The loss on sale of these investments amounting to Rs. 1156.28 lacs which was already provided for as diminution for investments in the financial year ended 31st March 2003, has been adjusted against the said provision. Consequently, the figures of "other income" (point 2) and "provisions and contingencies" (point D) are excluding the loss on such sale and provision written back on the same.
4. During the period, the Bank has revised the estimated useful life of vehicles from 3 years to 4 years. Consequent to the same, the depreciation for the period October to December 03 and for the period April to December 03 are lower by Rs. 5.03 lacs and Rs 16.22 lacs respectively with profit before tax for the said period higher by similar amounts.
5. Details of other income forming part of the Consolidated unaudited results are as follows :

Sr. No.	Particulars	Quarter Ended		Nine Months Ended		Year Ended
		Dec-03 (Unaudited) Rs lacs	Dec-02 (Unaudited) Rs lacs	Dec-03 (Unaudited) Rs lacs	Dec-02 (Unaudited) Rs lacs	Mar-03 (Audited) Rs lacs
1	Commission, Fees, Exchange and brokerage	8617.00	2873.20	17391.41	9791.55	12682.29
2	Premium on insurance business	3327.08	778.70	6660.93	2345.81	3988.60
3	Profit on sale of investments	2017.25	5094.60	8041.28	4958.93	6455.96
4	Others	91.82	508.98	962.83	2684.64	3274.52
	Total - Other income	14053.15	9255.48	33056.45	19780.93	26401.37

6. The Bank was operating as a Non Banking Finance Company (NBFC) till 21st March 2003. The segment reporting was based on the classification of business segments when it was a NBFC. Consequent to becoming a Bank, it has adopted the segment reporting required as a bank. As a result of the same, segment information for the current period may not be strictly comparable with that of the previous year.



7. The Bank's business has been segregated into the following segments whose principal activities are as under :

Segment	Principal activity
Treasury	Money market, forex market, derivatives and investments other than those handled by Corporate Centre
Corporate Banking	Wholesale borrowings and lendings and services to corporate sector
Retail liabilities and branch banking	Retail borrowings covering savings and current accounts and banking branch network and services.
Retail Lending Activities	Commercial vehicle finance, personal loans, home loans, agriculture finance and other loans/services.
Corporate Centre	Strategic and portfolio investments and group activities

The above segments have been identified based on the organization structure, the customer segment, products and services offered and its relation to risk and reward, and the internal reporting process.

A transfer pricing mechanism between all the above segments have been established to arrive at interest cost on the borrowings of the segments. Since the monies borrowed/ capital employed is used between segments interse, it is not possible to provide segment wise capital employed and hence the same has not been disclosed.

A sub segment "Small and Medium Enterprises" hitherto attached to the Retail Lending segment has been merged with the Corporate Banking segment with effect from 1st October 2003. Consequently the financial information related to the said segments has been reclassified for the reporting periods.

8. Status of shareholder complaints received during the quarter ended 31st December 2003 :

Total complaints pending as at 30th September 2003	Nil
Total complaints received during the quarter ended 31st December 2003	196
Total complaints resolved during the quarter ended 31st December 2003	196
Total complaints pending as at 31st December 2003	Nil

9. During the quarter and nine months ended 31st December 2003, the Bank allotted 3,10,000 equity shares to employees of the bank/ subsidiaries, pursuant to exercise of options.

10. Pursuant to Clause 5.2 of the Securities and Exchange Board of India (Delisting of Securities Guidelines, 2003), the Bank's equity shares have been voluntarily delisted from The Delhi Stock Exchange Associated Ltd. effective 10th December 2003 and The Stock Exchange – Ahmedabad effective 20th January 2004.

11. The above results for the quarter ended December 2003 and for the period April 2003 to December 2003 (of the standalone entity), have been subjected to a "limited review" by the statutory auditors of the Bank.



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

13. The Board took on record the above results at the meeting held on 27th January 2004.

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

Mumbai, 27th January 2004

Dipak Gupta
Executive Director