



**Kotak Mahindra Bank expands presence in Gujarat
Begins operations in Surat**

(June 15, 2004)

Kotak Mahindra Bank, which offers complete practical financial solutions, opened its first full fledged retail-banking branch in Surat at Parle Point, Surat Dumas Road, Athwa Lines, today. The branch, which is the fourth in Gujarat, was inaugurated by Uday Kotak, Executive Vice-Chairman and Managing Director of the Bank.

Speaking on the occasion, **Uday Kotak** said, *"The year 2004 – 2005 is an important year for us as we are consolidating and expanding our national presence. In this effort Gujarat is a key market for us and the beginning of our operations in Surat strengthens our presence here"*

The Bank offers its customers 'Personalised Investment Advice' that is aimed at helping them to manage and grow their wealth. The Bank has a team of Wealth Managers in place, who with the aid of proprietary techniques, provide personalized investment advice to customers on products ranging from Mutual Funds to Insurance to Securities. This advice is given on a non discretionary basis keeping in mind the individual's risk-return appetite, liability profile and long term financial goals and objectives.

On the occasion, **Dipak Gupta**, Executive Director, Kotak Mahindra Bank said, *"Personalized investment advice is our core proposition and our new branch will bring Wealth Management services to the doorstep of our customers in Surat. We believe that our expertise of twenty years in financial services will work to our advantage to help us serve our customers better."*

Kotak Mahindra Bank customers will get a free Visa affiliated Global Debit Card with their account, which will allow a majority of their customers to access their accounts free of cost at any Bank's Visa ATM.

The Bank offers its customers the use of Electronic Fund Transfer facility to transfer funds to third party accounts in other banks. This facility, offered free, helps the customers save on Demand Draft making & couriering charges, and also aids in a faster funds transfer.

The Surat branch will also offer **At-par Cheque facility** for its bank account customers. This facility allows Kotak Mahindra Bank's At-par cheques to be treated as local cheques across 12 key locations, which includes Mumbai, Delhi/Noida, Gurgaon, Chennai, Kolkata, Hyderabad, Bangalore, Surat, Ahmedabad, Vadodara and Ludhiana.

The customers would also enjoy state-of-the-art facilities like Net Banking (www.kotak.com), Phone Banking, etc., which the Bank offers free of cost to all its account holders. It also offers free cash and Demand Drafts delivered at home without any charges – to all its customers.