



PRESS RELEASE

KOTAK MAHINDRA BANK ANNOUNCES RESULTS

Bank PAT for Q4FY17 ₹ 976 cr up 40%

Consolidated PAT for Q4FY17 ₹ 1,404 cr up 33%

Mumbai, April 27, 2017: The Board of Directors of Kotak Mahindra Bank ('Kotak Bank') took on record the audited standalone and consolidated results for Q4FY17, at the Board meeting held in Mumbai, today.

Kotak Mahindra Bank standalone results

Bank PAT for Q4FY17 increased to ₹ 976 cr from ₹ 696 cr in Q4FY16, up by 40%

Net Interest Income (NII) for Q4FY17 up 16% to ₹ 2,161 cr from ₹ 1,857 cr in Q4FY16

Net Interest Margin (NIM) for Q4FY17 at 4.6% up from 4.4% in Q4FY16

Advances as on March 31, 2017 were up 15% YoY to ₹ 136,082 cr (₹ 118,665 cr as on March 31, 2016)

Savings deposits grew by 41% to ₹ 41,504 cr as on March 31, 2017 compared to ₹ 29,495 cr as on March 31, 2016. Current Account deposits grew by 19% to ₹ 27,761 cr as on March 31, 2017 compared to ₹ 23,282 cr as on March 31, 2016. CASA as on March 31, 2017 stood at 44.0% compared to 38.1% as on March 31, 2016. Average CASA deposits grew by 35% to ₹ 60,265 cr for Q4FY17. TD Sweep deposits as on March 31, 2017 were 6.4% of the total deposits.

Capital adequacy ratio of the Bank as per Basel III as on March 31, 2017 is 16.8% and Tier I ratio is 15.9%.

As on March 31, 2017, the Bank has a network of 1,369 full-fledged branches spread across 689 locations and 2,163 ATMs affording it the capacity and means to serve its customers through its wide presence.

As on March 31, 2017, the branch footprint was as under

Zone	
West	31%
North	30%
South	33%
East	6%
Total	1,369



As on March 31, 2017, GNPA was 2.59% & NNPA was 1.26%. As on March 31, 2017, restructured loans considered standard were down to ₹ 102 cr i.e. 0.07% of net advances. As on March 31, 2017, SMA2 outstanding was ₹ 131 cr (0.10% of net advances).

Announcing the results, Uday Kotak, Executive Vice Chairman & Managing Director, KMBL said, "During the year, we completed the integration process. Subsequently, November 8, 2016, has been a game changer for a Digital New India and formalisation of financial savings. Both these have significant long term impact on financial services and strengthen our core proposition of Concentrated India Diversified Financials."

The Board of Directors at its meeting held today has recommended a dividend of ₹ 0.60 per equity share having face value of ₹ 5 for the year ended 31st March, 2017 (Previous Year ₹ 0.50 per equity share having face value of ₹ 5). The dividend will be paid after the approval of shareholders at the Annual General Meeting.

Digital Update

Digital remains an area of focus for the Group. Bank and other subsidiaries like Securities, Insurance and Mutual Fund are gaining significant traction and market share. Monthly transactions for the Bank on Mobile platform have crossed ₹ 6,700 cr in March 17. During Q4FY17, the share of Recurring Deposits sourced digitally was ~58% and that of Term Deposits was ~63%. On a YoY basis, Total Payment Gateway transactions for the month of March 17 have grown 112% in terms of value and Online Shopping Payment Gateway transactions from mobiles constitute 51% of transactions in March 17.

Kotak Securities mobile transaction ADVs grew 57% in Q4FY17. 37% of the individual policies written by Kotak Life Insurance were sourced through Genie - Tablet based end to end sales solution. Further, 74% of the Banca channel sales in Q4FY17 were through Genie. 53% of switch requests serviced were serviced through the online customer portal of Kotak Life Insurance.

Consolidated results at a glance

Consolidated PAT for Q4FY17 increased to ₹ 1,404 cr from ₹ 1,055 cr in Q4FY16 up 33%

Consolidated advances up 15% to ₹ 167,125 cr as on March 31, 2017 from ₹ 144,793 cr as on March 31, 2016.

Consolidated NIM for Q4FY17 stood at 4.6% (Q4FY16 – 4.4%)

Consolidated capital adequacy ratio (CAR) as per Basel III as on March 31, 2017 is 17.2%. Tier 1 ratio is 16.5%.



Total assets managed / advised by the Group as on March 31, 2017 are ₹ 141,426 cr (₹ 102,249 cr as on March 31, 2016). Domestic mutual fund AUM grew by 56% to ₹ 60,982 cr as on March 31, 2017. Domestic mutual fund AUM touched ₹ 100,000 cr in March 2017.

Consolidated Networth as on March 31, 2017 was ₹ 38,491 cr (₹ 33,361 cr as on March 31, 2016).

Other major subsidiaries who contributed to profit after tax for Q4FY17 are Kotak Mahindra Prime ₹ 133 cr, Kotak Securities ₹ 121 cr, Kotak Mahindra Old Mutual Life Insurance ₹ 101 cr and Kotak Mahindra Investments ₹ 56 cr.

About Kotak Mahindra Group

Established in 1985, Kotak Mahindra Group is one of India's leading financial services conglomerate. In February 2003, Kotak Mahindra Finance Ltd. (KMFL), the Group's flagship company, received banking license from the Reserve Bank of India (RBI), becoming the first nonbanking finance company in India to convert into a bank - Kotak Mahindra Bank Ltd.

As on March 31, 2017, Kotak Mahindra Bank Ltd, has a national footprint of 1,369 branches spread across 689 locations and 2,163 ATMs.

The consolidated net worth of the Group stands at ₹ 38,491 cr (\$ 5.9 billion; \$1.00 @ ₹ 64.85) as on March 31, 2017. The Group offers a wide range of financial services that encompass every sphere of life. From commercial banking, to stock broking, mutual funds, 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, an International Business Unit at GIFT city, Gujarat, and international offices in London, New York, Texas, California, Dubai, Abu Dhabi, Mauritius and Singapore.

For more information, please visit the company's website at www.kotak.com

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