

*Media Release*

## **Biz2Credit and Kotak Mahindra Bank Announce Strategic Partnership**

### ***Agreement Will Expand Online Access to Financing Personal Loans to Salaried Individuals in India***

Mumbai, September 1, 2016 – Biz2Credit, a leading U.S.-based online marketplace for small business finance, today announced that it has partnered with Kotak Mahindra Bank, India's fourth largest private sector bank. This alliance will focus on expanding access to salaried individuals for Personal Loans.

Through this arrangement, Kotak Mahindra Bank will leverage the acquisition channels and innovative FinTech software developed by Biz2Credit in India. Thus, financing will become more easily available to thousands of salaried individuals. Since its inception in 2007, Biz2Credit has provided more than \$1.4 billion in financing to thousands of companies in the United States.

Kotak Mahindra Bank, having total assets of INR 1,898.20 billion (\$ 28.1 billion; \$ 1 = INR 67.62) as on June 30, 2016, will start leveraging the Biz2Credit platform and alliances to increase its Salaried Personal Loan book.

“The banking sector in India – Asia's fastest growing major economy – is the lifeline for many start-up businesses and supporting these financial institutions will be essential for progress, especially for those in rural and remote areas,” said Rohit Arora, CEO of Biz2Credit, an Indian-born immigrant. “We are excited to partner with Kotak Mahindra Bank. This alliance will effectively improve the access to loans in India.”

Deepak Sharma, Chief Digital Officer, Kotak Mahindra Bank said, “We look forward to providing high-quality financial solutions to our clients with through this alliance with Biz2Credit, a trusted partner with global expertise.”

Financing on Biz2Credit's platform ranges from \$1,500 to \$90,000 and can be coordinated in as little as 24 hours for personal loans, working capital, commercial real estate and other uses.

**About Biz2Credit**

Founded in 2007, Biz2Credit has arranged more than \$1.4 billion in small business financing for working capital, commercial real estate and other uses. Using its proprietary technology, Biz2Credit matches borrowers to financial institutions based on each company's unique profile, in a safe, efficient and price-transparent environment. Visit <http://www.biz2credit.in>, follow on Twitter @Biz2Credit, and join on Facebook at [Facebook.com/biz2credit](https://www.facebook.com/biz2credit).

**About Kotak Mahindra Bank**

Established in 1985, 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 banking license from the Reserve Bank of India (RBI), becoming the first non-banking finance company in India to convert into a bank - Kotak Mahindra Bank Ltd. (KMBL).

Effective April 1, 2015, ING Vysya Bank Ltd merged with Kotak Mahindra Bank Ltd creating a Rs 2 trillion institution (consolidated). As on June 30, 2016, the merged entity – Kotak Mahindra Bank Ltd, has a significant national footprint of 1,333 branches and 2,034 ATMs spread across 674 locations, affording it the capacity and means to serve even better.

The Bank has four Strategic Business Units catering to retail and corporate customers across urban and rural India.

The Consumer Banking business offers complete retail financial solutions including a variety of savings and loan products and innovative digital solutions - Jifi, a first-of-its-kind fully integrated Social Bank Account, redefines digital banking by seamlessly incorporating social networking platforms like Twitter and Facebook with mainstream banking. KayPay is the world's first bank agnostic instant funds transfer platform using Facebook. On the savings bank account front, the Bank offers higher interest rate at 6% p.a. for balances above Rs. 100,000, and provides a comprehensive suite of investment services and transactional conveniences. The Bank's Wealth Management business is one of India's largest and provides customized financial solutions to high net worth families.

The Corporate Banking business offers a comprehensive portfolio of products and services – working capital financing, medium term finance, current account, trade services, cash

management services, export credit, transaction banking, custody services, debt capital markets, forex and treasury services.

The Commercial Banking business offers a comprehensive portfolio of banking products and services to Small and Medium enterprises (SME) engaged in manufacturing, trading, services and export businesses. It has specialised units, which provide finance to Agri Sector, Commercial Vehicle operators and Infrastructure business. It services farmers across India by providing term loans to purchase tractors. The Bank also offers small ticket gold loans and business loans.

The Treasury contributes to the Bank's client franchise with customised & efficient solutions for foreign exchange, bullion and investment needs. The Treasury desks also actively manage the Bank's investments portfolio (including short term trading), liquidity & interest rate gaps, fund flows across multiple currencies using various markets and instruments to enhance returns within conservative risk parameters.

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