



MEDIA RELEASE

KOTAK MAHINDRA BANK ANNOUNCES RESULTS

Consolidated PAT for Q3FY18 ₹ 1,624 cr up 28%

Bank PAT for Q3FY18 ₹ 1,053 cr up 20%

Mumbai, January 19, 2018: The Board of Directors of Kotak Mahindra Bank ('Kotak Bank') took on record the unaudited standalone and consolidated results for Q3FY18, at the Board meeting held in Mumbai, today

Consolidated results at a glance

PAT for Q3FY18 increased to ₹ 1,624 cr from ₹ 1,267 cr in Q3FY17 up 28%

Advances up 24% to ₹ 195,652 cr as on December 31, 2017 from ₹ 157,801 cr as on December 31, 2016. Customer assets (Advances + Investment Credit Substitutes) stood at ₹ 203,579 cr as on December 31, 2017.

NIM for Q3FY18 stood at 4.2%

Capital adequacy ratio (CAR), including unaudited profits as per Basel III, as on December 31, 2017 is 18.4%. Tier 1 ratio is 17.9%.

Total assets managed / advised by the Group as on December 31, 2017 were up 37% at ₹182,879 cr (₹ 133,078 cr as on December 31, 2016).

Networth as on December 31, 2017 was ₹ 48,621 cr (₹ 37,047 cr as on December 31, 2016).

In addition to the Bank, major subsidiaries who contributed to profit after tax for Q3FY18 are Kotak Mahindra Prime ₹ 148 cr, Kotak Securities ₹ 154 cr, Kotak Mahindra Life Insurance ₹ 97 cr and Kotak Mahindra Investments ₹ 50 cr.

Kotak Mahindra Bank standalone results

Bank PAT for Q3FY18 increased to ₹ 1,053 cr from ₹ 880 cr in Q3FY17, up by 20%

Net Interest Income (NII) for Q3FY18 up 17% to ₹ 2,394 cr from ₹ 2,050 cr in Q3FY17

Net Interest Margin (NIM) for Q3FY18 at 4.2%

Advances as on December 31, 2017 were up 23% to ₹ 159,071 cr (₹ 129,261 cr as on December 31, 2016). Bank's customer assets (Advances + Investment Credit Substitutes) stood at ₹ 166,357 cr as on December 31, 2017 up by 23%.

Average Savings deposits grew by 60% to ₹ 55,397 cr as on December 31, 2017 compared to ₹ 34,691 cr as on December 31, 2016. Average Current Account deposits grew by 21% to ₹ 24,776 cr as on December 31, 2017 compared to ₹ 20,406 cr as on December 31, 2016. CASA ratio as on December 31, 2017 stood at 46.7% compared to 42.0% as on December 31, 2016. TD Sweep deposits as on December 31, 2017 were 6.4% of the total deposits.

Capital adequacy ratio of the Bank, including unaudited profits as per Basel III, as on December 31, 2017 is 18.7% and Tier I ratio is 18.0%.

As on December 31, 2017, the Bank has a network of 1,375 full-fledged branches and 2,171 ATMs affording it the capacity and means to serve its customers through its wide presence.

As on December 31, 2017, the branch footprint was as under:

Zone	
West	31%
North	30%
South	33%
East	6%
Total	1,375

As on December 31, 2017, GNPA was 2.31% & NNPA was 1.09%. As on December 31, 2017, restructured loans considered standard were at ₹ 67 cr i.e. 0.04% of net advances and SMA2 outstanding was ₹ 308 cr (0.19% of net advances).

Digital Update

On March 29, 2017, the Bank launched 811 – a completely digital and paperless account opening experience. The Total customers of the Bank are around 12 mn as on December 31, 2017.

Digital remains an area of focus for the Group. Bank and other subsidiaries like Securities, Insurance, Asset Management and Kotak Prime are gaining significant traction and market share. Transactions for the Bank on mobile platform grew by 120% in terms of volume in Q3FY18 vis a vis a year ago. During Q3FY18, the share of Recurring Deposits sourced digitally was 83% and that of Term Deposits was 65%. The digital share of salaried personal loans rose to 32% in Q3FY18. During the quarter, the Bank also launched a new customer centric; mobile first website with a view to service customers better. On a YoY basis, total payment gateway transactions for the month of December 2017 have grown 115% in terms of volume and 64% in terms of value. mstore transactions have grown 322% in terms of volume in December, 2017.

Kotak Securities mobile transaction ADVs grew 127% in Q3FY18. 78% of the individual policies written by Kotak Life Insurance were sourced through Genie - tablet based end to end sales solution. Further, 90% of the Banca channel sales in Q3FY18 were through Genie. In the case of Kotak General Insurance, more than 30% of new business sourced through digital channels in Q3FY18.



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 December 31, 2017, Kotak Mahindra Bank Ltd, has a national footprint of 1,375 branches spread across 700 locations and 2,171 ATMs. The consolidated net worth of the Group stands at ₹ 48,621 cr as on December 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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