



MEDIA RELEASE

KOTAK MAHINDRA BANK ANNOUNCES RESULTS

Consolidated Bank PAT for Q3FY20 ₹ 2,349 cr up 27%
Standalone PAT for Q3FY20 ₹ 1,596 cr up 24%

Mumbai, January 20, 2020: The Board of Directors of Kotak Mahindra Bank ('Kotak Bank') took on record the unaudited standalone and consolidated results for Q3FY20, at the Board meeting held in Mumbai, today.

Kotak Mahindra Bank standalone results

Bank's PAT for Q3FY20 increased to ₹ 1,596 cr from ₹ 1,291 cr in Q3FY19 up 24%. During this quarter, employee cost includes non-recurring charge towards pension obligation of ~ ₹ 200 cr mainly due to change in annuity rate, DA, etc.

Net Interest Income (NII) for Q3FY20 increased to ₹ 3,430 cr from ₹ 2,926 cr in Q3FY19, up by 17%. Net Interest Margin (NIM) for Q3FY20 at 4.69% up from 4.31% in Q3FY19.

CASA ratio as on December 31, 2019 stood at 53.7% compared to 50.7% as on December 31, 2018. TD Sweep deposits as on December 31, 2019 were 7.4% of the total deposits. Cost of SA for Q3FY20 was 5.27%.

Average Savings deposits grew by 20% to ₹ 83,049 cr for 9MFY20 compared to ₹ 69,256 cr for 9MFY19. Average Current Account deposits grew by 19% to ₹ 33,258 cr for 9MFY20 compared to ₹ 28,026 cr for 9MFY19.

Advances as on December 31, 2019 were up 10% to ₹ 216,774 cr (₹196,432 cr as on December 31, 2018)

Capital adequacy ratio of the Bank, as per Basel III, as on December 31, 2019 is 18.2% and Tier I ratio is 17.7%.

As on December 31, 2019, the Bank had a network of 1,539 full-fledged branches in India, branches in GIFT City and DIFC (Dubai) and 2,447 ATMs affording it the capacity and means to serve its customers through its wide presence.

As on December 31, 2019, GNPA was 2.46% & NNPA was 0.89%. As on December 31, 2019, SMA2 outstanding was ₹ 274 cr (0.13% of net advances).

Consolidated results at a glance

Consolidated PAT for Q3FY20 increased to ₹ 2,349 cr from ₹ 1,844 cr in Q3FY19 up 27%.

For Q3FY20, the Bank's contribution to the PAT was ₹ 1,596 cr. The subsidiaries & associates net contribution was 32% of the consolidated PAT.

The contribution of key subsidiaries is given below:

Subsidiaries	(₹ cr)
Kotak Mahindra Prime	187
Kotak Mahindra Investments	64
Kotak Securities	128
Kotak Mahindra Life Insurance	166
Kotak AMC & TC	91
Kotak Mahindra Capital	40

Consolidated Capital & Reserves and Surplus as on December 31, 2019 was ₹ 65,018 cr (₹ 56,186 cr as on December 31, 2019).

Consolidated Advances were ₹ 250,172 cr as on December 31, 2019.



Total assets managed / advised by the Group as on December 31, 2019 were up 29% at ₹ 263,006 cr (₹ 203,222 cr as on December 31, 2018).

The Relationship Value of all the customers of Wealth and Priority Banking Offering ~ ₹ 306,000 cr as on December 31, 2019 up from ~ ₹ 260,000 cr as on December 31, 2018.

The market share of Kotak Securities in the cash segment was 9.2% for 9MFY20 (8.8% in 9MFY19).

Digital Update

Post change in regulation, we restarted sourcing 811 OTP account basis Voluntary use of Aadhaar by the customer and we are back at the monthly acquisition numbers as was done prior. The customer can do the full KYC of these OTP account using Biometric.

Digital remains an area of focus for the Group. We launched India's first AI-powered voicebot in the banking sector by the name of 'Keya'. Bank and other subsidiaries like Securities, Insurance, Mutual Fund and Kotak Prime are gaining significant traction and market share. During Q3FY20, the share of Recurring Deposits sourced digitally was 92% and that of Term Deposits was 76%. With the implementation of Open Banking, it has enabled 60 API relationships. There were ~2.4mn monthly unique users for Keya chatbot as on December 31, 2019.

Kotak Securities mobile transaction total ADVs grew 126% YoY in Q3FY20. 95% of the individual policies written by Kotak Life Insurance were sourced through Genie - tablet based end to end sales solution. Further, 95% of the Banca channel sales in Q3FY20 were through Genie. In the case of Kotak General Insurance, its digital channels grew 86% compared to last quarter.

About Kotak Mahindra Group

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).

Kotak Mahindra Group (Group) offers a wide range of financial services that encompass every sphere of life. From commercial banking, to stock broking, mutual funds, life and general insurance and investment banking, the Group caters to the diverse financial needs of individuals and the corporate sector. The premise of Kotak Mahindra Group's business model is *concentrated India, diversified financial services*. The bold vision that underscores the Group's growth is an inclusive one, with a host of products and services designed to address the needs of the unbanked and insufficiently banked.

Kotak Mahindra Group has a global presence through its subsidiaries in UK, USA, Gulf Region, Singapore and Mauritius with offices in London, New York, California, Abu Dhabi, Mauritius and Singapore respectively. As on December 31, 2019, Kotak Mahindra Bank Ltd has a national footprint of 1,539 branches and 2,447 ATMs, and branches in GIFT City and DIFC (Dubai).



For more information, please visit the company's website at <https://www.kotak.com/>

For further information, please contact

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KOTAK MAHINDRA BANK LIMITED (STANDALONE)
Registered Office: 27 BKC, C 27, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31st DECEMBER, 2019

Sr No	Particulars	Quarter ended			Nine months ended		₹ crore
		31-Dec-19 (Unaudited)	30-Sep-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Dec-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Mar-19 (Audited)
1	Interest earned (a+b+c+d)	6,735.60	6,761.60	6,237.51	20,124.93	17,499.13	23,890.06
	(a) Interest/discount on advances/ bills	5,252.84	5,288.32	4,753.46	15,716.42	13,351.86	18,318.10
	(b) Income on investments	1,322.96	1,355.79	1,299.65	3,956.32	3,638.30	4,872.77
	(c) Interest on balances with RBI & other interbank funds	87.47	40.27	105.68	226.79	278.18	381.43
	(d) Others	72.33	77.22	78.72	225.40	230.79	317.76
2	Other income (Refer Note 2)	1,341.43	1,224.41	976.70	3,882.72	3,375.54	4,657.18
3	Total income (1+2)	8,077.03	7,986.01	7,214.21	24,007.65	20,874.67	28,547.24
4	Interest expended	3,306.07	3,412.01	3,311.25	10,184.92	9,329.85	12,684.25
5	Operating expenses (a+b)	2,382.89	2,065.44	1,964.55	6,527.18	5,478.91	7,514.81
	(a) Employees cost (Refer Note 7)	1,091.52	915.01	836.99	2,908.04	2,302.65	3,159.39
	(b) Other operating expenses	1,291.37	1,150.43	1,127.56	3,619.14	3,176.26	4,355.42
6	Total expenditure (4+5) (excluding provisions & contingencies)	5,688.96	5,477.45	5,275.80	16,712.10	14,808.76	20,199.06
7	Operating profit (3-6) (Profit before provisions and contingencies)	2,388.07	2,508.56	1,938.41	7,295.55	6,065.91	8,348.18
8	Provisions (other than tax) and contingencies (Refer Note 2 and 3)	444.00	407.93	(32.30)	1,168.69	791.13	962.39
9	Exceptional items	-	-	-	-	-	-
10	Profit from ordinary activities before tax (7-8-9)	1,944.07	2,100.63	1,970.71	6,126.86	5,274.78	7,385.79
11	Tax expense (Refer Note 6)	348.17	376.15	679.78	1,446.28	1,817.26	2,520.46
12	Net Profit from ordinary activities after tax (10-11)	1,595.90	1,724.48	1,290.93	4,680.58	3,457.52	4,865.33
13	Extraordinary items (net of tax expense)	-	-	-	-	-	-
14	Net Profit (12-13)	1,595.90	1,724.48	1,290.93	4,680.58	3,457.52	4,865.33
15	Paid up equity share capital - (of Face Value ₹ 5 per share)	955.52	955.01	953.77	955.52	953.77	954.38
16	Reserves (excluding revaluation reserves)						41,444.00
17	Analytical Ratios						
	(i) Percentage of shares held by Government of India	-	-	-	-	-	-
	(ii) Capital adequacy ratio - Basel III	18.21	18.15	16.52	18.21	16.52	17.45
	(iii) Earnings per equity share						
	- Basic (not annualised) ₹	8.35	9.03	6.77	24.51	18.14	25.52
	- Diluted (not annualised) ₹	8.34	9.02	6.76	24.47	18.11	25.48
	(iv) NPA Ratios						
	a) Gross NPA	5,413.20	5,033.55	4,128.68	5,413.20	4,128.68	4,467.94
	b) Net NPA	1,925.08	1,811.40	1,397.27	1,925.08	1,397.27	1,544.37
	c) % of Gross NPA to Gross Advances	2.46	2.32	2.07	2.46	2.07	2.14
	d) % of Net NPA to Net Advances	0.89	0.85	0.71	0.89	0.71	0.75
	(v) Return on Assets (average) - not annualised	0.50	0.55	0.45	1.50	1.24	1.69



Segment Results

The reportable segments of the Bank as per RBI guidelines are as under:

Segment	Principal activity
Corporate/Wholesale Banking	Wholesale borrowings and lending and other related services to the corporate sector which are not included under retail banking.
Retail Banking	Includes lending, deposit taking and other retail services/ products including credit cards.
Treasury, BMU and Corporate Centre	Money market, forex market, derivatives, investments and primary dealership of government securities, Balance Sheet Management Unit (BMU) responsible for Asset Liability Management and Corporate Centre which primarily comprises of support functions.

Particulars	Quarter ended			Nine months ended		Year ended
	31-Dec-19 (Unaudited)	30-Sep-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Dec-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Mar-19 (Audited)
₹ crore						
1 Segment Revenue						
a. Corporate/ Wholesale Banking	3,458.30	3,374.48	2,892.84	10,210.63	8,078.00	11,392.66
b. Retail Banking	3,835.38	3,820.91	3,624.82	11,300.58	10,308.18	13,885.48
c. Treasury, BMU and Corporate Centre	1,699.73	1,573.47	1,405.00	4,928.22	4,459.99	5,965.16
Sub-total	8,993.41	8,768.86	7,922.66	26,439.43	22,846.17	31,243.30
Less: Inter-segmental revenue	916.38	782.85	708.45	2,431.78	1,971.50	2,696.06
Total	8,077.03	7,986.01	7,214.21	24,007.65	20,874.67	28,547.24
2 Segment Results						
a. Corporate/ Wholesale Banking	1,045.41	1,058.01	867.33	3,098.07	2,308.43	3,287.57
b. Retail Banking	262.90	445.07	445.79	1,209.32	1,508.90	2,048.15
c. Treasury, BMU and Corporate Centre	635.76	597.55	657.59	1,819.47	1,457.45	2,050.07
Total Profit Before Tax	1,944.07	2,100.63	1,970.71	6,126.86	5,274.78	7,385.79
3 Segment Assets						
a. Corporate / Wholesale Banking	142,814.18	134,915.12	117,187.23	142,814.18	117,187.23	134,695.27
b. Retail Banking	203,659.91	195,442.69	165,947.99	203,659.91	165,947.99	174,501.61
c. Treasury, BMU and Corporate Centre	101,149.58	97,956.41	92,342.65	101,149.58	92,342.65	101,401.71
d. Other Banking business	-	-	-	-	-	-
Sub-total	447,623.67	428,314.22	375,477.87	447,623.67	375,477.87	410,598.59
Less : Inter-segmental Assets	124,388.95	111,715.70	81,519.77	124,388.95	81,519.77	98,604.66
Total	323,234.72	316,598.52	293,958.10	323,234.72	293,958.10	311,993.93
Add : Unallocated Assets	246.27	291.17	239.78	246.27	239.78	178.16
Total Assets as per Balance Sheet	323,480.99	316,889.69	294,197.88	323,480.99	294,197.88	312,172.09
4 Segment Liabilities						
a. Corporate / Wholesale Banking	128,658.19	121,806.82	105,536.89	128,658.19	105,536.89	122,068.09
b. Retail Banking	188,541.69	180,587.36	152,837.42	188,541.69	152,837.42	160,851.80
c. Treasury, BMU and Corporate Centre	82,949.10	80,296.79	75,823.28	82,949.10	75,823.28	84,885.34
d. Other Banking business	-	-	-	-	-	-
Sub-total	400,148.98	382,690.97	334,197.59	400,148.98	334,197.59	367,805.23
Less : Inter-segmental Liabilities	124,388.95	111,715.70	81,519.77	124,388.95	81,519.77	98,604.66
Total	275,760.03	270,975.27	252,677.82	275,760.03	252,677.82	269,200.57
Add : Unallocated liabilities	115.05	2.48	93.86	115.05	93.86	73.14
Add : Share Capital & Reserves & surplus	47,605.91	45,911.94	41,426.20	47,605.91	41,426.20	42,898.38
Total Liabilities as per Balance Sheet	323,480.99	316,889.69	294,197.88	323,480.99	294,197.88	312,172.09

NOTES:

1. The above results were reviewed by the Audit Committee and approved at the meeting of the Board of Directors held on 20th January, 2020. The results for the quarter and nine months ended 31st December, 2019 and quarter ended 30th September, 2019 were subject to limited review by the statutory auditors and there are no qualifications in the limited review report. The results for quarter and nine months ended 31st December, 2018 and year ended 31st March, 2019 were subject to limited review and audit respectively by another firm of Chartered Accountants.
2. Other Income includes non-fund based income such as commission earned from guarantees / letters of credit, financial advisory fees, selling of third party products, earnings from foreign exchange transactions and profit / loss from the sale of securities. Provision / (write-back) for mark-to-market depreciation on investments in AFS and HFT categories are considered in Provisions and Contingencies.
3. Provisions and contingencies are net of recoveries made against accounts which have been written off as bad in the previous period / year.

Break up of provisions (other than tax) and contingencies:

₹ crore

Particulars	Quarter ended			Nine months ended		Year ended
	31-Dec-19 (Unaudited)	30-Sep-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Dec-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Mar-19 (Audited)
Provision towards advances / Others (including provisions for exposures to entities with Unhedged Foreign Currency Exposures)	432.02	397.72	255.03	1,102.32	736.39	976.12
Provision / (write-back of provisions) for mark-to-market depreciation on investments in AFS and HFT categories (net)	6.07	1.05	(271.58)	36.90	42.98	(63.66)
Other Provision / (write back of other provisions) towards investments (net)	5.91	9.16	(15.75)	29.47	11.76	49.93
Total provisions (other than Tax) and contingencies	444.00	407.93	(32.30)	1,168.69	791.13	962.39

4. During the quarter, the Bank has granted Nil options under employee stock option scheme. Stock options aggregating to 1,006,657 were exercised during the quarter and 10,624,840 stock options were outstanding with employees of the Bank and its subsidiaries as at 31st December, 2019.
5. RBI circular DBOD.No.BP.BC.1/21.06.201/2015-16 dated 1st July, 2015 on 'Basel III Capital Regulations' read together with the RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31st March, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards-Amendments' requires banks to make applicable Pillar 3 disclosures including leverage ratio and liquidity coverage ratio under the Basel III Framework. These disclosures are available on the Bank's website at the following link: <https://www.kotak.com/en/investor-relations/financial-results/regulatory-disclosure.html>. These disclosures have not been subjected to audit or limited review.
6. In the quarter ended 30th September, 2019, the Bank has elected to exercise the option permitted under section 115BAA of the Income-tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019.
7. Employees cost for the quarter and nine months ended 31st December, 2019 includes non-recurring charge relating to Pension obligation of eligible employees estimated at ₹ 200 crore. This is mainly due to changes during the quarter in annuity rate, dearness allowance and other actuarial assumptions.
8. There has been no change to significant accounting policies during the quarter and nine months ended 31st December, 2019.



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

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

Mumbai, 20th January, 2020

Dipak Gupta
Joint Managing Director



KOTAK MAHINDRA BANK LIMITED (CONSOLIDATED)

Registered Office: 27BKC, C 27, G Block, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051

UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2019

₹ crore

Sr No	Particulars	Quarter ended			Nine months ended		Year ended
		31-Dec-19 (Unaudited)	30-Sep-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Dec-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Mar-19 (Audited)
1	Interest earned (a+b+c+d)	8,331.98	8,418.75	7,718.52	25,040.03	21,879.30	29,831.22
	(a) Interest/discount on advances/bills	6,197.23	6,284.31	5,714.61	18,678.16	16,209.59	22,162.73
	(b) Income on investments	1,831.67	1,864.14	1,680.59	5,458.98	4,780.53	6,443.81
	(c) Interest on balances with RBI & other interbank funds	195.60	152.91	208.30	566.41	537.77	735.17
	(d) Others	107.48	117.39	115.02	336.48	351.41	489.51
2	Other income (a+b+c)	5,210.45	4,124.24	3,628.87	13,174.95	10,200.73	16,072.14
	(a) Profit/(Loss) on sale of investments including revaluation (insurance business)	532.42	72.80	239.42	861.69	248.38	829.06
	(b) Premium on Insurance Business	2,723.40	2,243.50	1,885.10	6,641.28	4,839.15	8,309.19
	(c) Other income (Refer Notes 3, 4 & 5)	1,954.63	1,807.94	1,504.35	5,671.98	5,113.20	6,933.89
3	Total income (1+2)	13,542.43	12,542.99	11,347.39	38,214.98	32,080.03	45,903.36
4	Interest expended	3,890.35	4,054.32	3,940.53	12,099.74	11,211.94	15,186.61
5	Operating expenses (a+b+c)	6,290.02	5,070.86	4,698.50	16,071.99	12,435.21	19,095.67
	(a) Employees Cost (Refer note 8)	1,568.80	1,396.18	1,255.68	4,332.99	3,498.51	4,850.90
	(b) Policy holders' reserves, surrender expense and claims	2,976.00	2,098.61	1,908.41	6,868.42	4,522.03	8,150.94
	(c) Other operating expenses (Refer Note 4 and 6)	1,745.22	1,576.07	1,534.41	4,870.58	4,414.67	6,093.83
6	Total expenditure (4+5) (excluding provisions and contingencies)	10,180.37	9,125.18	8,639.03	28,171.73	23,647.15	34,282.28
7	Operating Profit (3-6) (Profit before provisions and contingencies)	3,362.06	3,417.81	2,708.36	10,043.25	8,432.88	11,621.08
8	Provisions (other than tax) and contingencies (Refer Note 7)	472.59	473.10	(10.94)	1,295.91	847.75	1,045.36
9	Exceptional items	-	-	-	-	-	-
10	Profit from ordinary activities before tax (7-8-9)	2,889.47	2,944.71	2,719.30	8,747.34	7,585.13	10,575.72
11	Tax expense (Refer Note 11)	560.14	545.63	896.51	2,092.08	2,503.65	3,456.02
12	Net Profit from ordinary activities after tax before Minority Interest (10-11)	2,329.33	2,399.08	1,822.79	6,655.26	5,081.48	7,119.70
13	Extraordinary items (net of tax expense)	-	-	-	-	-	-
14	Net Profit from ordinary activities after tax before Minority Interest (12-13)	2,329.33	2,399.08	1,822.79	6,655.26	5,081.48	7,119.70
15	Less: Share of Minority Interest	-	-	-	-	-	-
16	Add: Share in Profit of associates	19.39	8.17	21.22	32.92	84.38	84.43
17	Profit after tax (14-15+16)	2,348.72	2,407.25	1,844.01	6,688.18	5,165.86	7,204.13

₹ crore

Sr No	Particulars	Quarter ended			Nine months ended		Year ended
		31-Dec-19 (Unaudited)	30-Sep-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Dec-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Mar-19 (Audited)
18	Paid Up Equity Capital - (Face value of ₹ 5 per share)	955.52	955.01	953.77	955.52	953.77	954.38
19	Group Reserves (excluding Minority Interest and Revaluation reserves)						56,825.36
20	Minority Interest						-
21	Analytical Ratios						
	(i) Capital Adequacy ratio – Basel III (standalone)	18.21	18.15	16.52	18.21	16.52	17.45
	(ii) Earnings per equity share						
	- Basic (not annualised) ₹	12.29	12.61	9.67	35.02	27.10	37.78
	- Diluted (not annualised) ₹	12.28	12.59	9.66	34.97	27.06	37.74
	(iii) NPA Ratios (unaudited)						
	(a) Gross NPA	5,914.92	5,475.48	4,458.10	5,914.92	4,458.10	4,789.23
	(b) Net NPA	2,174.73	2,031.59	1,554.19	2,174.73	1,554.19	1,695.82
	(c) % of Gross NPA to Gross Advances	2.33	2.17	1.89	2.33	1.89	1.94
	(d) % of Net NPA to Net Advances	0.87	0.82	0.67	0.87	0.67	0.70
	(iv) Return on average Assets (not annualised) (unaudited)	0.58	0.60	0.50	1.67	1.46	1.99

NOTES:

- The consolidated financial results are prepared in accordance with Accounting Standard – 21 (AS-21) "Consolidated Financial Statements" and Accounting Standard – 23 (AS-23) "Accounting for investment in associates in Consolidated Financial Statements" specified under section 133 and relevant provisions of Companies Act, 2013.
- The above results were reviewed by the Audit Committee and approved at the meeting of the Board of Directors held on 20th January, 2020. The consolidated results for the quarter and nine months ended 31st December, 2019 were subject to limited review by the statutory auditors and there are no qualifications in the limited review report. The consolidated results for quarter and nine months ended 31st December, 2018 and year ended 31st March, 2019 were subject to limited review and audit respectively by another firm of Chartered Accountants.
- Details of other income forming part of the consolidated results are as follows:

Particulars	Quarter ended			Nine months ended		Year ended
	31-Dec-19 (Unaudited)	30-Sep-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Dec-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Mar-19 (Audited)
Commission, fees, exchange, brokerage and others	1,828.48	1,648.16	1,506.17	5,236.46	4,783.28	6,524.72
Profit on sale of investments (other than insurance business)	126.15	159.78	(1.82)	435.52	329.92	409.17
Total – Other income	1,954.63	1,807.94	1,504.35	5,671.98	5113.20	6,933.89

₹ crore

- Other Income in the consolidated results for the reporting periods is net of sub-brokerage paid in the broking subsidiary amounting to ₹ 15.33 crore for the quarter and ₹ 48.19 crore for the nine months ended 31st December,

2019 (for the quarter ended 30th September 2019, ₹ 13.00 crore, for the quarter and nine months ended 31st December, 2018, ₹ 20.81 crore and ₹ 59.88 crore respectively, for the year ended 31st March, 2019 amounting to ₹ 75.75 crore).

5. Other Income includes non-fund based income such as commission earned from guarantees / letters of credit, financial advisory fees, selling of third party products, earnings from foreign exchange transactions and profit / loss from the sale of securities.
6. Details of other expenditure forming part of consolidated results are as follows:

Particulars	Quarter ended			Nine months ended		Year ended
	31-Dec-19 (Unaudited)	30-Sep-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Dec-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Mar-19 (Audited)
Brokerage	196.65	171.88	181.04	515.26	533.45	752.99
Depreciation	111.90	117.53	116.16	347.96	340.77	458.42
Rent, taxes and lighting	191.16	188.16	176.45	569.47	519.14	711.33
Others	1,245.51	1,098.50	1,060.76	3,437.89	3,021.31	4,171.09
Total – Other operating expenses	1,745.22	1,576.07	1,534.41	4,870.58	4,414.67	6,093.83

7. Provisions and contingencies are net of recoveries made against accounts which have been written off as bad in the previous period / year. Details of Provisions (other than tax) and contingencies forming part of consolidated results are as follows:

Particulars	Quarter ended			Nine months ended		Year ended
	31-Dec-19 (Unaudited)	30-Sep-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Dec-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Mar-19 (Audited)
Provision towards advances/others (including provisions for exposures to entities with Unhedged Foreign Currency Exposures) (Net)	480.45	444.51	280.34	1,224.49	794.74	1,067.50
Provision/(Write back of provisions) towards investments (net)	(7.86)	28.59	(291.28)	71.42	53.01	(22.14)
Total – Provisions (other than tax) and contingencies	472.59	473.10	(10.94)	1,295.91	847.75	1,045.36

8. Employees cost for the quarter and nine months ended 31st December, 2019 includes non-recurring charge relating to Pension obligation of eligible employees estimated at ₹ 200 crore. This is mainly due to changes during the quarter in annuity rate, dearness allowance and other actuarial assumptions.
9. RBI circular DBOD.No.BP.BC.1/21.06.201/2015-16 dated 1st July, 2015 on 'Basel III Capital Regulations' read together with the RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31st March, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards-Amendments' requires banks to make applicable Pillar 3 disclosures including leverage ratio and liquidity coverage ratio under the Basel III Framework. These disclosures are available on the Bank's website at the following link: <https://www.kotak.com/en/investor-relations/financial-results/regulatory-disclosure.html>. These disclosures have not been subjected to audit or limited review.

10. In respect of Kotak Mahindra Life Insurance Company Limited ("Klife"), the subsidiary of the Bank, the change in the valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists, for the quarter and nine months ended 31st December, 2019 amounting to ₹ 1,740.22 crore and ₹ 4,095.02 crore respectively (for the quarter ended 30th September 2019, ₹ 1,301.03 crore, for the quarter and nine months ended 31st December, 2018, ₹ 1,232.28 crore and ₹ 2,193.80 crore respectively, for the year ended 31st March, 2019 amounting to ₹ 4,919.30 crore) has been included in "Policy holders' reserves, surrender expense and claims" under "Operating Expenses". As at 31st December 2019, the liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists has been certified by the Klife's Actuaries, as the term of the Appointed Actuary expired during the quarter and the matter is under examination by Insurance Regulatory and Development Authority of India.
11. In the quarter ended 30th September 2019, the Bank and some of its subsidiaries have elected to exercise the option permitted under section 115BAA of the Income-tax Act, 1961 as introduced by the Taxation Laws (Amendment) ordinance, 2019.
12. There has been no change in any significant accounting policies during the nine months ended 31st December, 2019 as compared to those followed for the year ended 31st March, 2019.
13. Consolidated Segment information is as under:

Sr No	Particulars	Quarter ended			Nine months ended		Year ended
		31-Dec-19 (Unaudited)	30-Sep-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Dec-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Mar-19 (Audited)
1	Segment Revenues:						
	Treasury, BMU and Corporate Centre	1819.06	1,701.26	1,485.00	5,249.00	4,712.49	6,333.84
	Retail Banking	3,835.38	3,820.91	3,624.82	11,300.58	10,308.18	13,885.48
	Corporate / Wholesale Banking	3,458.29	3,374.48	2,892.84	10,210.63	8,078.00	11,392.66
	Vehicle Financing	574.25	595.46	611.66	1,774.15	1,806.07	2,407.69
	Other Lending Activities	467.69	510.26	440.07	1,509.81	1,319.02	1,839.75
	Broking (Refer Note 4)	342.26	332.71	291.76	1014.49	944.04	1,352.51
	Advisory and Transactional Services	136.99	73.00	61.10	344.60	206.20	300.71
	Asset Management	272.26	276.12	285.77	807.41	861.95	1,106.03
	Insurance	3,754.43	2,820.88	2,524.62	8,979.51	6,234.35	10,711.88
	Sub-total	14,660.61	13,505.08	12,217.64	41,190.18	34,470.30	49,330.55
	Less: inter-segment revenues	(1,118.18)	(962.09)	(870.25)	(2,975.20)	(2,390.27)	(3,427.19)
	Total Income	13,542.43	12,542.99	11,347.39	38,214.98	32,080.03	45,903.36
2	Segment Results:						
	Treasury, BMU and Corporate Centre	751.23	705.80	719.98	2,105.77	1,640.75	2,382.40
	Retail Banking	262.90	445.07	445.79	1,209.32	1,508.90	1,988.39
	Corporate / Wholesale Banking	1,045.42	1,058.01	867.33	3,098.07	2,308.43	3,287.57
	Vehicle Financing	133.33	122.72	131.79	380.31	398.82	524.79
	Other Lending Activities	157.60	163.10	133.74	480.63	436.76	649.37
	Broking	117.21	117.00	103.76	339.64	357.62	475.13
	Advisory and Transactional Services	73.09	19.26	19.54	175.29	89.80	141.12
	Asset Management	161.29	152.12	161.26	455.65	441.74	571.11
	Insurance	187.40	161.63	136.11	502.66	402.31	555.84
	Total Profit before tax, minority interest and associates	2,889.47	2,944.71	2,719.30	8,747.34	7,585.13	10,575.72
	Provision for tax	560.14	545.63	896.51	2,092.08	2,503.65	3,456.02
	Net Profit before share of Associates and Minority	2,329.33	2,399.08	1,822.79	6,655.26	5,081.48	7,119.70
3	Segment Assets:						
	Treasury, BMU and Corporate	103,457.34	100,640.87	93,341.48	103,457.34	93,341.48	103,728.34

Sr No	Particulars	Quarter ended			Nine months ended		Year ended
		31-Dec-19 (Unaudited)	30-Sep-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Dec-19 (Unaudited)	31-Dec-18 (Unaudited)	31-Mar-19 (Audited)
	Centre						
	Retail Banking	203,659.91	195,442.69	165,947.99	203,659.91	165,947.99	174,501.61
	Corporate / Wholesale Banking	142,814.18	134,915.12	117,187.23	142,814.18	117,187.23	134,695.27
	Vehicle Financing	19,626.63	20,495.24	22,003.37	19,626.63	22,003.37	21,565.40
	Other Lending Activities	16,791.34	17,448.34	17,255.97	16,791.34	17,255.97	19,546.88
	Broking	5,724.11	5,471.41	3,907.90	5,724.11	3,907.90	4,963.77
	Advisory and Transactional Services	360.99	306.18	239.05	360.99	239.05	266.76
	Asset Management	3,373.07	2,732.80	2,278.58	3,373.07	2,278.58	2,900.61
	Insurance	36,749.73	34,414.26	28,325.90	36,749.73	28,325.90	31,721.42
	Sub-total	532,557.30	511,866.92	450,487.47	532,557.30	450,487.47	493,890.07
	Less: inter-segment assets	(125,959.17)	(112,813.84)	(82,436.56)	(125,959.17)	(82,436.56)	(99,880.27)
	Total	406,598.13	399,053.08	368,050.91	406,598.13	368,050.91	394,009.80
	Add: Unallocated Assets	1,217.76	1,289.11	1,209.82	1,217.76	1,209.82	1,161.46
	Total Assets as per Balance Sheet	407,815.89	400,342.18	369,260.73	407,815.89	369,260.73	395,171.25

4	Segment Liabilities:						
	Treasury, BMU and Corporate Centre	90,028.25	88,458.31	82,934.50	90,028.25	82,934.50	94,807.25
	Retail Banking	188,541.69	180,587.36	152,837.42	188,541.69	152,837.42	160,851.80
	Corporate / Wholesale Banking	128,658.19	121,806.82	105,536.89	128,658.19	105,536.89	122,068.09
	Vehicle Financing	14,214.30	15,716.48	17,942.48	14,214.30	17,942.48	17,819.58
	Other Lending Activities	7,654.56	7,262.74	6,628.92	7,654.56	6,628.92	6,952.50
	Broking	4,805.02	4,556.89	3,068.97	4,805.02	3,068.97	4,080.72
	Advisory and Transactional Services	98.35	90.42	78.41	98.35	78.41	70.14
	Asset Management	1,189.43	748.96	503.87	1,189.43	503.87	1,060.09
	Insurance	33,424.94	31,346.20	25,862.15	33,424.94	25,862.15	28,938.13
	Sub-total	468,614.73	450,574.18	395,393.61	468,614.73	395,393.61	436,648.30
	Less: inter-segment liabilities	(125,959.17)	(112,813.84)	(82,436.56)	(125,959.17)	(82,436.56)	(99,880.27)
	Total	342,655.56	337,760.34	312,957.05	342,655.56	312,957.05	336,768.03
	Add: Unallocated liabilities	142.65	18.91	117.25	142.65	117.25	123.48
	Add: Share Capital, Reserves & Surplus & Minority Interest	65,017.68	62,562.93	56,186.43	65,017.68	56,186.43	58,279.74
	Total Capital and Liabilities as per Balance Sheet	407,815.89	400,342.18	369,260.73	407,815.89	369,260.73	395,171.25

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

By order of the Board of Directors
**For Kotak Mahindra Bank
 Limited**

Mumbai, 20th January, 2020

Dipak Gupta
 Joint Managing Director