

# Transforming for scale

---

## Investor Presentation Q1FY26

Presentation on financial results for the  
Period ended 30<sup>th</sup> June, 2025

26<sup>th</sup> July, 2025

# Key Updates for Q1FY26



## Consolidated

- **PAT:** ₹ 4,472 cr
- **ROE:** 11.13%      • **ROA:** 2.03%
- **Book value per share:** ₹ 829, Up 17% YoY
- **Group AUM:** ₹ 750,143 cr, Up 18% YoY



## Bank

- **PAT:** ₹ 3,282 cr
- **NIM:** 4.65%
- **CASA Ratio:** 40.9%
- **Avg Advances\*:** Up 14% YoY
- **Avg Deposits:** Up 13% YoY
- **NNPA:** 0.34%



## Subsidiaries

- **Kotak AMC and TC:** PAT Up 86% YoY, Equity QAAUM: Up 24% YoY
- **Kotak Mahindra Prime:** PAT: Up 17% YoY, Advances: Up 16% YoY

# Kotak's predominance in its businesses



## Bank's milestones



**#4 Private Sector Bank in India<sup>#</sup>**



**₹ 4.30 trn**  
Market Cap as on 30<sup>th</sup> June, 2025



**Amongst the leading Financier for Tractors, CV & CE**  
amongst banks in India



**Kotak Private - One of the leading Private Bankers**  
Manages wealth for 60%\*\* of India's top 100 families

## Subsidiaries highlights



**Kotak Mahindra Capital - Ranked #1\***  
in the Equity Capital Markets category for the 3<sup>rd</sup> consecutive year



**Kotak Securities – Strong Retail & Institutional Broking Business**

Overall market share of 12.8% in Q1FY26^^



Institutional Broking – a top tier broker for global & domestic institutional investors; works in collaboration with Kotak Mahindra Capital (Investment Banking) for end-to-end ECM solutions



**Kotak AMC – 5<sup>th</sup> Largest Fund House in the Country**

QAAUM as on 30<sup>th</sup> Jun, 2025



**Kotak Alternate Asset Managers## amongst the top Alternate Asset Managers in India**

## Customer reach



**5.4 cr**  
Bank Customers



**5,440**  
Total Group Branches in India^&  
**2,154**  
Bank Branches^



**2,927**  
ATM\$



**₹ 750,143 cr**  
Group AUM



**Rating for Bank, Kotak Mahindra Prime, Kotak Mahindra Investments, Kotak Infrastructure Development Fund, Kotak Securities, Kotak Mahindra Life Insurance, Kotak Alternate Asset Managers<sup>#</sup>**

# Consolidated Highlights



**PAT**

₹ 4,472 cr  1%

₹ 7,448 cr

₹ 4,435 cr



**ROA**

2.03%

3.87%

2.30%



**ROE**

11.13%<sup>@</sup>

22.04%

13.12%<sup>^</sup>



**Customer Assets\***

₹ 557,369 cr  13%

₹ 494,105 cr



**CAR**

23.7%

22.8%

**CET - I**

22.7%

21.9%



**Book Value/Share**

₹ 829  17%

₹ 710

**Q1FY26**

**Q1FY25**

Q1FY25 (excl. gain on KGI<sup>#</sup> divestment)

**As at Jun'25**

**As at Jun'24**

CAR and CET-I -as per Basel III, including unaudited profits

\* Customer Assets comprise Advances (incl. IBPC & BRDS) and Credit Substitutes

# Represents Zurich Kotak General Insurance Company (India) Limited – “ZKGI” (Previously known as Kotak Mahindra General Insurance Company Limited)

<sup>^</sup> Q1FY25 ROE: 13.44% after adjusting networth for impact of RBI’s Master Direction on Bank’s investment valuation and KGI divestment

<sup>@</sup> Q1FY26 ROE: 11.55% after excluding AFS Reserve

# Kotak Group PAT – Q1FY26

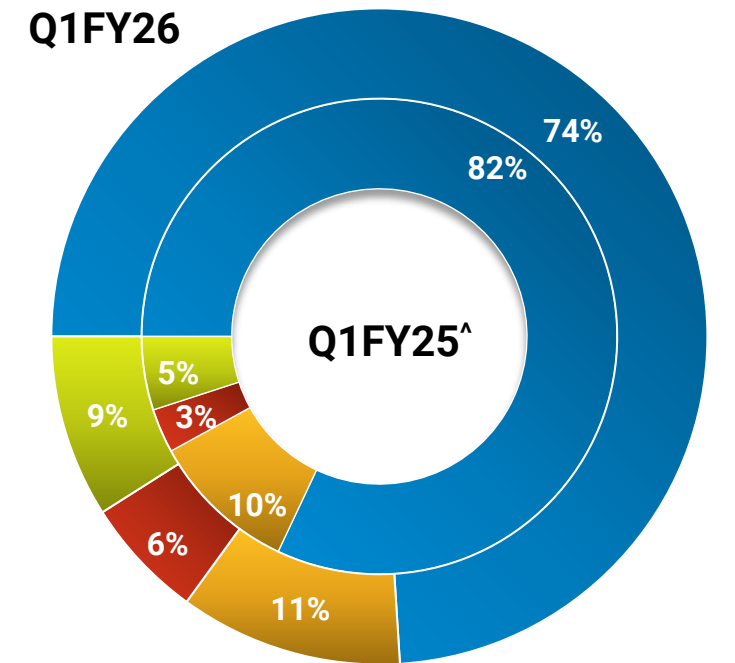


₹ cr	Q1FY26	Q1FY25	Q4FY25	YoY
Kotak Mahindra Bank	3,282	3,520	3,552	(7%)
Kotak Mahindra Prime	272	232	297	17%
Kotak Mahindra Investments	107	138	116	(22%)
Kotak Infrastructure Debt Fund	14	11	13	28%
BSS Microfinance	(23)	50	(91)	-
Sonata Finance	6	(13)	(4)	-
<b>Bank &amp; Other lending related entities</b>	<b>3,658</b>	<b>3,938</b>	<b>3,883</b>	<b>(7%)</b>
Kotak Securities	465	400	348	16%
Kotak Mahindra Capital	89	81	96	10%
<b>Capital Market</b>	<b>554</b>	<b>481</b>	<b>444</b>	<b>15%</b>
Kotak Mahindra Life Insurance	327	174	73	88%
Zurich Kotak General Insurance*	-	(21)*	-	-
<b>Insurance</b>	<b>327</b>	<b>153</b>	<b>73</b>	<b>-</b>
Kotak AMC and TC	326	175	364	86%
Kotak Alternate Asset Managers	59	6	101	-
International Subs	42	68	64	(40%)
<b>Asset Management</b>	<b>427</b>	<b>249</b>	<b>529</b>	<b>71%</b>
Others	1	1	5	-
<b>Bank &amp; Subsidiaries</b>	<b>4,967</b>	<b>4,822</b>	<b>4,934</b>	<b>3%</b>
Associates	43	49*	24	(12%)
Inter co. Adjustments	(538)	(436)	(25)	-
<b>Consolidated PAT</b>	<b>4,472</b>	<b>4,435</b>	<b>4,933</b>	<b>1%</b>
PAT on KGI divestment	-	3,013	-	-
<b>Total PAT</b>	<b>4,472</b>	<b>7,448</b>	<b>4,933</b>	<b>-</b>

PAT of subsidiaries and associates (excl. insurance) entities includes gains of ₹ 204 cr in Q1FY26 and ₹ 411 cr in Q4FY25 due to alignment with RBI directions on valuation of investments portfolio w.e.f. Q4FY25.

## PAT Contribution

Q1FY26



- Bank & Other Lending Related Entities
- Capital Market
- Insurance
- Assets Mgmt & Others

^Excluding gain on KGI divestment

\*On 18<sup>th</sup> June, 2024, ZKGI has ceased to be a wholly-owned subsidiary and became an associate of the Bank. Share of profits from 18<sup>th</sup> June, 2024 are included under Associates.

# Kotak Group Networth & ROE



₹ cr	PAT Q1FY26	Networth Jun'25	ROE
Kotak Mahindra Bank	3,282	123,428	
Kotak Mahindra Prime	272	10,453	
Kotak Mahindra Investments	107	3,947	
Kotak Infrastructure Debt Fund	14	587	
BSS Microfinance	(23)	913	
Sonata Finance	6	409	
<b>Bank &amp; Other lending related entities</b>	<b>3,658</b>	<b>139,738</b>	<b>10.8%</b>
Kotak Securities	465	10,423	
Kotak Mahindra Capital	89	1,656	
<b>Capital Market</b>	<b>554</b>	<b>12,078</b>	<b>18.7%</b>
Kotak Mahindra Life Insurance	327	6,437	
<b>Insurance</b>	<b>327</b>	<b>6,437</b>	<b>20.4%</b>
Kotak AMC and TC	326	3,935	
Kotak Alternate Asset Managers	59	1,247	
International Subs	42	2,334	
<b>Asset Management</b>	<b>427</b>	<b>7,516</b>	<b>23.3%</b>
Others	1	108	5.1%
<b>Bank &amp; Subsidiaries</b>	<b>4,967</b>	<b>165,877</b>	
Associates	43	1,811	
Inter co. Adjustments	(538)	(2,785)	
<b>Consolidated PAT</b>	<b>4,472</b>	<b>164,903</b>	<b>11.1%*</b>

## CET-I

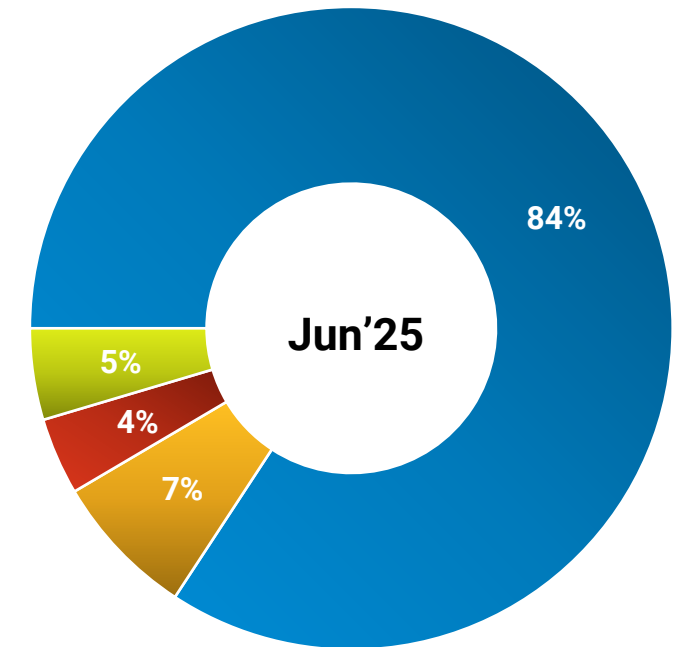
21.8%

23.0%

37.4%

44.8%

## Networth Contribution



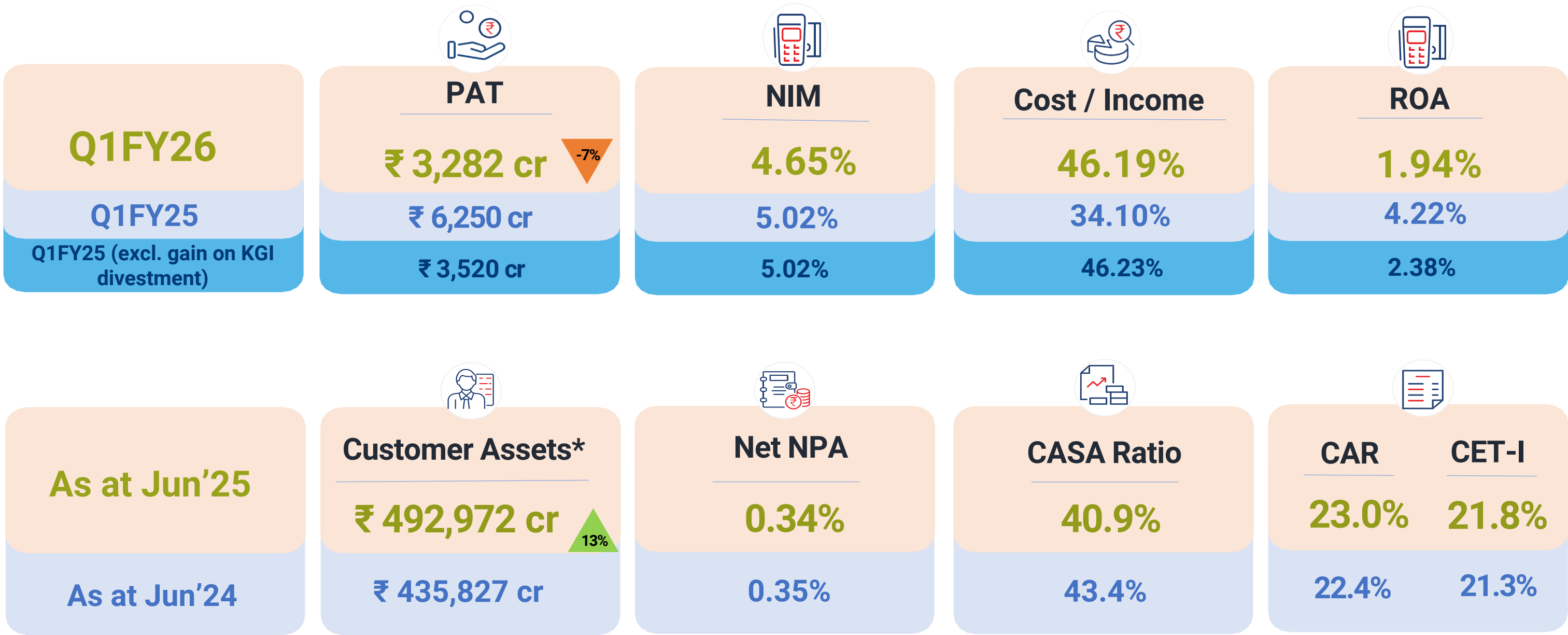
- Bank & Other Lending Related Entities
- Capital Market
- Insurance
- Assets Mgmt & Others



**\*ROE- Q1FY26: 11.55%**  
(after excluding AFS Reserve)

PAT of subsidiaries and associates (excl insurance) entities includes gains of ₹ 204 cr in Q1FY26 due to alignment with RBI directions on valuation of investments portfolio w.e.f. Q4FY25.

# Bank Highlights



CAR and CET-I -as per Basel III, including unaudited profits  
\*Customer Assets comprise Advances (incl. IBPC & BRDS) and Credit Substitutes



# Bank's Profit and Loss Account – Q1FY26



₹ cr	Q1FY26	Q1FY25	Q4FY25	YoY	FY25
Net Interest Income	7,259	6,842	7,284	6%	28,342
Other Income	3,080	2,929	3,182	5%	11,418
<i>Fee and Services</i>	2,249	2,240	2,616	-	9,530
<i>Trading and MTM income*</i>	195	105	23	86%	253
<i>Others</i>	636	584	543	9%	1,635
<b>Net Total Income</b>	<b>10,339</b>	<b>9,771</b>	<b>10,466</b>	<b>6%</b>	<b>39,760</b>
Employee Cost	2,065	1,870	2,106	10%	7,881
Other Operating Expenses	2,710	2,647	2,888	2%	10,873
<b>Operating Expenditure</b>	<b>4,775</b>	<b>4,517</b>	<b>4,994</b>	<b>6%</b>	<b>18,754</b>
<b>Operating Profit</b>	<b>5,564</b>	<b>5,254</b>	<b>5,472</b>	<b>6%</b>	<b>21,006</b>
Prov. on Adv/Receivables (net)	1,200	578	806	107%	2,848
Prov. on AIF / other Investments	8	-	103	-	94
<b>Provision &amp; Contingencies</b>	<b>1,208</b>	<b>578</b>	<b>909</b>	<b>109%</b>	<b>2,942</b>
<b>PBT</b>	<b>4,356</b>	<b>4,676</b>	<b>4,563</b>	<b>(7%)</b>	<b>18,064</b>
Provision For Tax	1,074	1,156	1,011	(7%)	4,344
<b>PAT</b>	<b>3,282</b>	<b>3,520</b>	<b>3,552</b>	<b>(7%)</b>	<b>13,720</b>
<b>ROE</b>	<b>10.94%</b>	<b>13.91%</b>	<b>12.42%</b>	<b>-</b>	<b>12.57%</b>
<b>Adjusted ROE^</b>	<b>11.49%</b>	<b>14.14%</b>	<b>12.97%</b>	<b>-</b>	<b>13.00%</b>
<b>PAT on KGI divestment</b>	<b>-</b>	<b>2,730</b>	<b>-</b>	<b>-</b>	<b>2,730</b>
<b>Total PAT</b>	<b>3,282</b>	<b>6,250</b>	<b>3,552</b>	<b>-</b>	<b>16,450</b>

## Notes



Q4FY25 includes provision on AIF investment of ₹ 56 cr, interest on income tax refunds: ₹ 24 cr & tax credits: ₹ 110 cr  
PAT after excluding above items: ₹ 3,466 cr

## Fees & services

₹ cr	Q1FY26	Q1FY25	Q4FY25	FY25
Distribution	344	309	713	1,782
General Banking Fees	1,808	1,785	1,786	7,284
Others	97	146	117	464
<b>Total</b>	<b>2,249</b>	<b>2,240</b>	<b>2,616</b>	<b>9,530</b>



# Balance Sheet



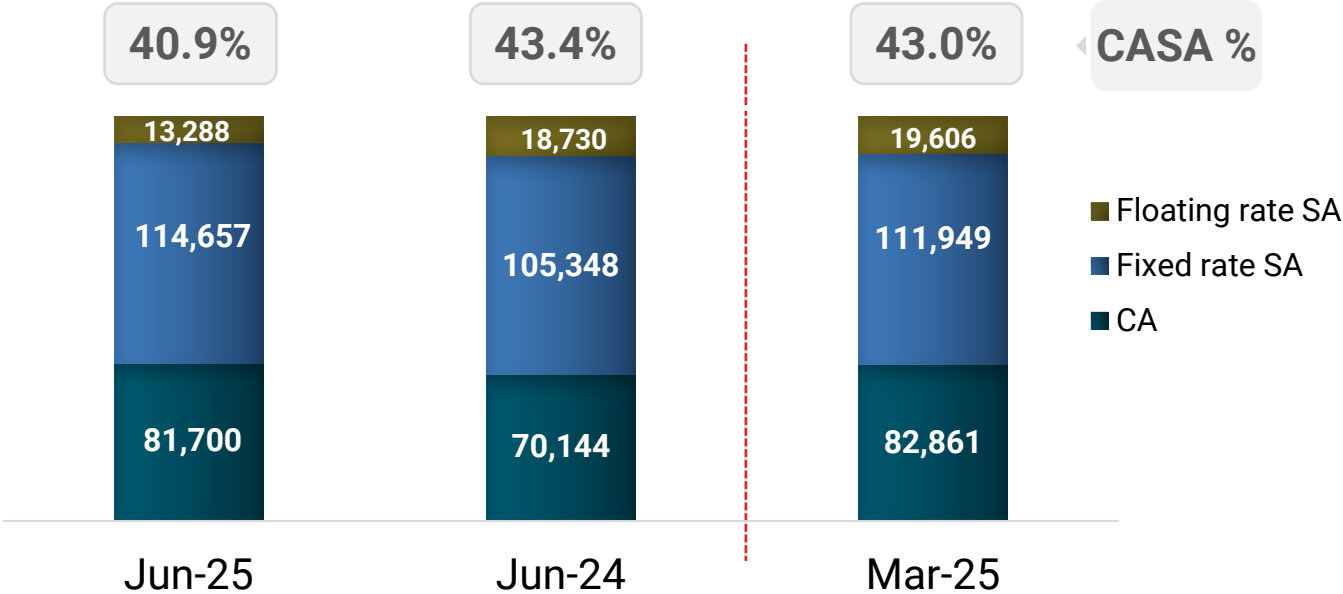
₹ cr	30-Jun-25	30-Jun-24	31-Mar-25
Capital & Reserves and Surplus	123,428	106,308	117,146
Deposits	512,838	447,418	499,055
<i>of which, CASA</i>	209,645	194,222	214,416
Borrowings	21,148	29,402	48,443
Other Liabilities and Provisions	31,595	21,820	28,980
<b>Total Liabilities</b>	<b>689,009</b>	<b>604,948</b>	<b>693,624</b>
<b>CASA Ratio</b>	<b>40.9%</b>	<b>43.4%</b>	<b>43.0%</b>

₹ cr	30-Jun-25	30-Jun-24	31-Mar-25
Cash, Bank and Call	43,080	37,161	65,779
Investments	182,292	162,578	181,907
Net Advances	444,823	389,957	426,909
Fixed & Other Assets	18,814	15,252	19,029
<b>Total Assets</b>	<b>689,009</b>	<b>604,948</b>	<b>693,624</b>
<b>CD Ratio</b>	<b>86.7%</b>	<b>87.2%</b>	<b>85.5%</b>

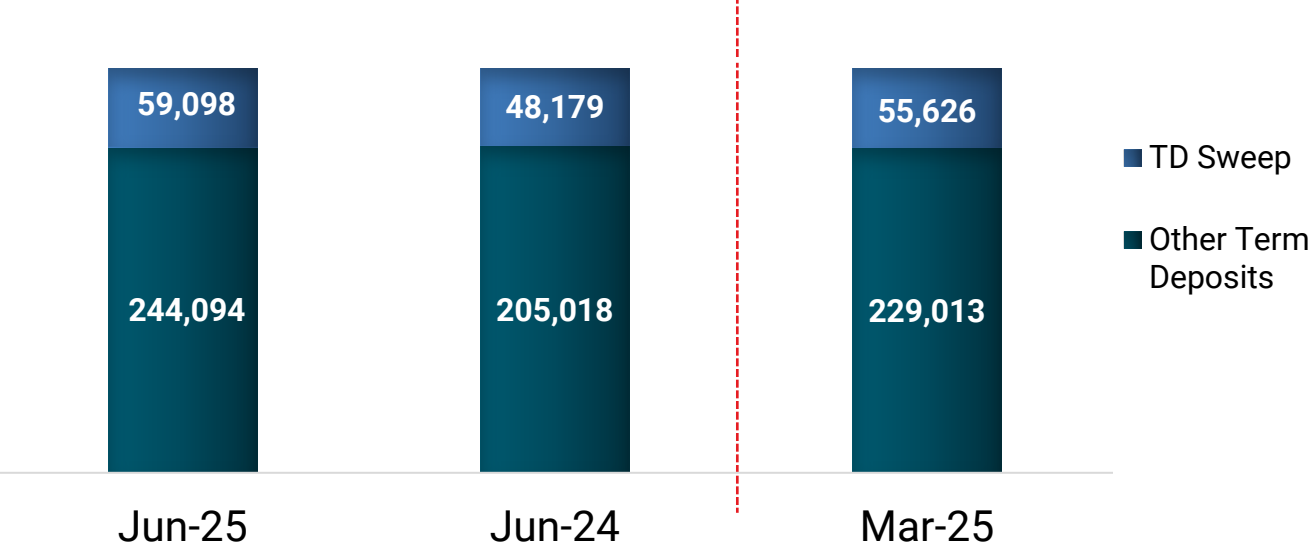
# Deposits



CASA (EOP) (₹ cr)



Term Deposits (EOP) (₹ cr)



Averages	Q1FY26	YoY %	Q1FY25
Total Deposits	491,998	13%	435,603
Current Account	67,809	9%	62,200
Savings Account	124,186	2%	122,105
Term Deposit	300,003	19%	251,298

**Cost of Funds**

5.01 %  
5.10%

**Cost of SA**

3.32%  
4.12%

**Customers as on 30<sup>th</sup> Jun, 2025:**

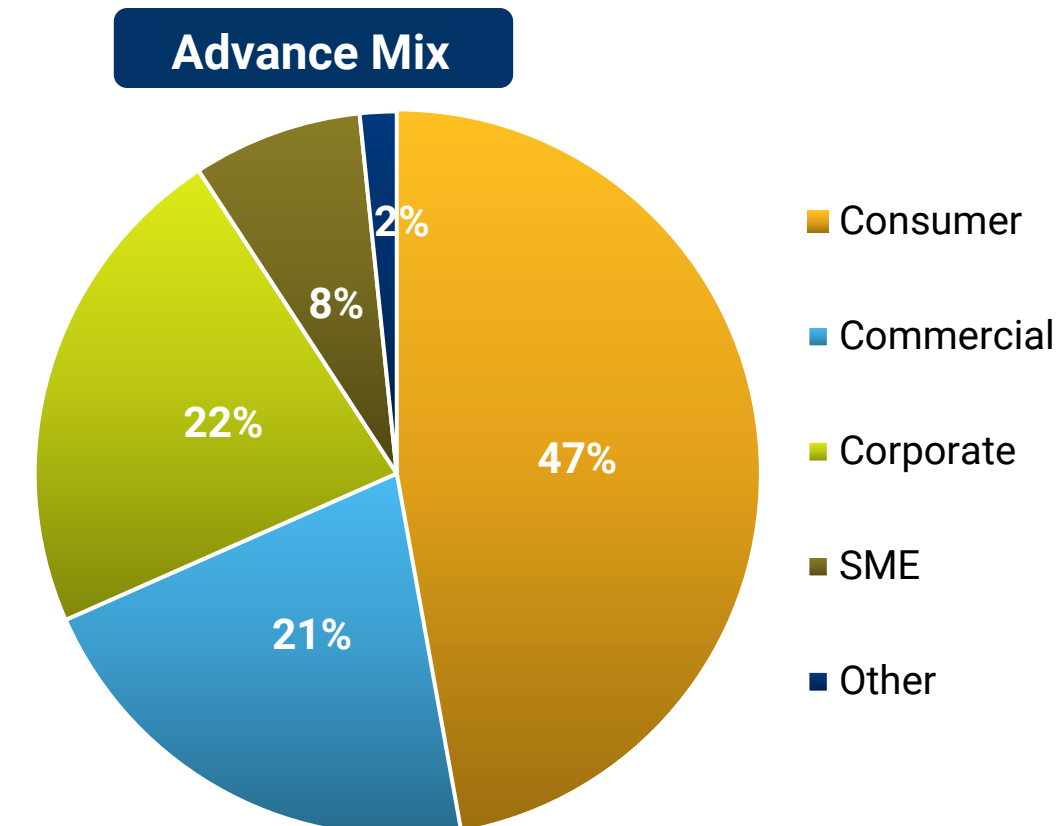
5.4 cr  
5.1 cr

Figures in grey are Jun' 24 numbers, as applicable

# Customer Assets



₹ cr	30-Jun-25	30-Jun-24	31-Mar-25	YoY	QoQ
Home Loans & LAP	131,541	110,850	127,025	19%	4%
Business Banking Assets	44,469	37,591	42,797	18%	4%
PL, BL and Consumer Durables	24,368	20,317	24,818	20%	(2%)
Credit Cards	12,924	14,644	13,420	(12%)	(4%)
Others	3,150	2,413	3,012	31%	5%
<b>Consumer Banking</b>	<b>216,452</b>	<b>185,815</b>	<b>211,072</b>	<b>16%</b>	<b>3%</b>
CV & CE	42,972	37,941	43,008	13%	-
Agriculture Finance	25,174	22,583	24,157	11%	4%
Tractor Finance	17,874	15,249	17,706	17%	1%
Retail Microcredit	5,882	10,368	6,697	(43%)	(12%)
Others	5,460	6,737	5,778	(19%)	(6%)
<b>Commercial Banking</b>	<b>97,362</b>	<b>92,878</b>	<b>97,346</b>	<b>5%</b>	<b>-</b>
Corporate Banking	102,821	93,581	92,779	10%	11%
SME	34,783	28,186	35,754	23%	(3%)
<b>Wholesale Banking</b>	<b>137,604</b>	<b>121,767</b>	<b>128,533</b>	<b>13%</b>	<b>7%</b>
Others	7,532	5,497	7,365	37%	2%
<b>Advances (A)</b>	<b>458,950</b>	<b>405,957</b>	<b>444,316</b>	<b>13%</b>	<b>3%</b>
Credit Substitutes (B)	34,022	29,870	33,539	14%	1%
<b>Customer Assets (A + B)</b>	<b>492,972</b>	<b>435,827</b>	<b>477,855</b>	<b>13%</b>	<b>3%</b>
IBPC & BRDS (C)	14,127	16,000	17,407	(12%)	(19%)
<b>Net Advances (A - C)</b>	<b>444,823</b>	<b>389,957</b>	<b>426,909</b>	<b>14%</b>	<b>4%</b>



Unsecured retail advances (incl. Retail Microcredit) as a % of Net Advances:

**30<sup>th</sup> June, 2025:** 9.7 %  
**31<sup>st</sup> March, 2025:** 10.5%  
**30<sup>th</sup> June, 2024:** 11.6%

₹ cr	Q1FY26	Q1FY25	Q4FY25	₹ cr	30-Jun-25	30-Jun-24	31-Mar-25
Opening GNPA	6,134	5,275	6,266	GNPA (%)	1.48%	1.39%	1.42%
Fresh Slippages	1,812	1,358	1,488	NNPA (%)	0.34%	0.35%	0.31%
Upgradations & Recoveries	549	586	747	PCR (%)	77%	75%	78%
Write-offs	759	570	873	GNPA	6,638	5,477	6,134
Closing GNPA	6,638	5,477	6,134	NNPA	1,531	1,376	1,343
Credit cost (annualised) (%)*	0.93%	0.55%	0.64%	Total provisions (incl. specific)	7,440	6,037	6,961

- SMA-2^ as on 30<sup>th</sup> June, 2025: ₹ 340 cr (as on 31<sup>st</sup> March, 2025: ₹ 116 cr)
- Fresh slippages of Q1FY26 upgraded within the same quarter: ₹ 155 cr (Q4FY25: ₹ 135 cr)

\*Credit cost on specific provisions

^ Fund based outstanding for borrowers with exposure > ₹ 5 Cr.

# Rendering digital experiences for our chosen customer segments



## Affluent, NR and Self Employed

### New Kotak Bank App Personalised App

- Easily toggle between personal & business accounts with real-time POS-QR transactions visibility
- Introduced an in-app upgrade journey for 'Solitaire' proposition
- Enabled UPI compatibility for international numbers\*
- Launched in-app journeys for pre-approved credit cards and personal loans

## Billion Indians (core India)

### Kotak811 Full-stack digital banking proposition

- Introduced video verification based address updation
- Launched Infinity Metal Debit Card for discerning customers with benefits & rewards
- Launched an in-app native journey for Secured Credit Card application
- Launched an in-app journey for Atal Pension Yojana Scheme

## Corporate and SME

### Kotak fyn Enterprise Portal

- Provides unified & integrated view of a/c services, collections, payments & trade
- The portal is now enabled to service GIFT City customers

## Merchants

### Sampark Setu Merchant lifecycle management platform

- In-house developed Bank-level unified platform for merchants covering all digital payment modes

## Investors (for trading and investment needs)

### Kotak Cherry Investments App with curated insights

- Seamless one-click investments<sup>^</sup>
- Launched Portfolio Health Feature to give quantitative analytics led signals<sup>#</sup>
- Enabled redemption of regular mutual funds purchased through external distributors
- Launched an investment persona-based homepage

### Kotak Neo Full suite trading and Investment platform

- Deeply integrated with Kotak Bank for faster onboarding and fund transfers
- Improved onboarding experience for new customers leading to an increase in login & app usage
- Optimised digital journeys for MTF, reinforcing our position as top choice for active traders

\*as per NPCI arrangements

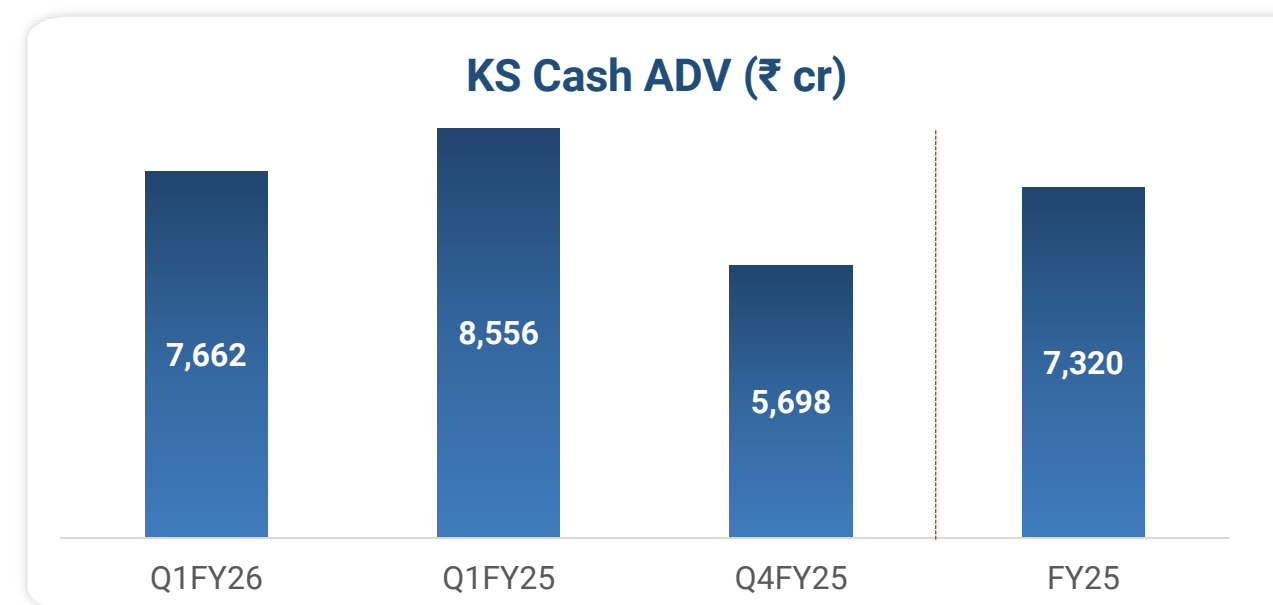
<sup>^</sup>for Kotak Mahindra Bank customers | <sup>#</sup>on equity mutual fund portfolio 13

₹ cr	Q1FY26	Q1FY25	Q4FY25	FY25
Total Income	1,446	1,298	1,315	5,348
<b>Profit After Tax</b>	<b>465<sup>^</sup></b>	<b>400</b>	<b>348<sup>^</sup></b>	<b>1,640<sup>^</sup></b>
Cash Market Share* (%)	10.1	10.1	8.8	9.4
Derivative Market Share* (%)	14.3	12.3	13.6	12.9
Overall Market Share*(%)	12.8	11.5	12.0	11.6

\* excluding Proprietary Segments

<sup>^</sup>PAT includes gains due to alignment of valuation of investment portfolio as per RBI's Master Direction:

- Q1FY26: ₹ 86 cr
- Q4FY25 and FY25: ₹ 115 cr



Market Share in MTF\*\* of about 15% at June 30, 2025

\*\* Margin Trading Funding

## Other Highlights

### Retail Broking

- **DIY orders** (self-traded) accounted for over 96% of total orders in Q1FY26
- Introduced **new back-office application** enhancing operational efficiency through faster processing, automated regulatory reporting and quicker statements
- Launched '**Traders' Café**', a series of on-ground engagement and awareness initiatives with active traders across key Indian cities
- Launched '**Kotak Stockshaala**', a free multilingual learning platform offering video and text-based courses in capital markets and personal finance
- Implemented **geo-fencing** for authorized franchises to enhance compliance and security
- Secured **ISO 27001 certification** reinforcing commitment to information security best practices
- Launched **NextGen Assist**, enabling RMs to digitally onboard customers

### Institutional Broking

During Q1FY26, Kotak Institutional Equities demonstrated its strong distribution franchise-

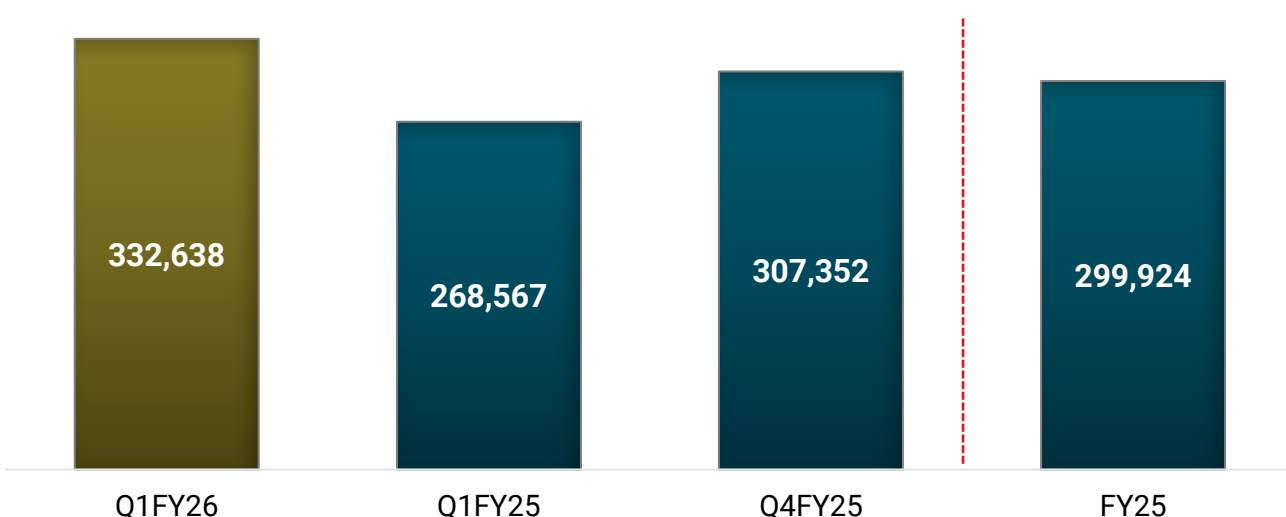
- Through effective collaboration with Kotak Mahindra Capital (Investment Banking), resulting in a distribution of 2 QIPs amounting to USD 670 mn and 7 block deals amounting to USD 2.86 bn
- By maintaining its Tier 1 ranking with most global FPIs for their India investments and with leading domestic mutual funds/insurance funds



## Average Assets Under Management (₹ cr) - Overall



## Average Assets Under Management (₹ cr) - Equity



₹ cr	Q1FY26	Q1FY25	Q4FY25	FY25
Profit After Tax	326*	175	364*	977*

\*PAT includes gains due to alignment of valuation of investment portfolio as per RBI's Master Direction:

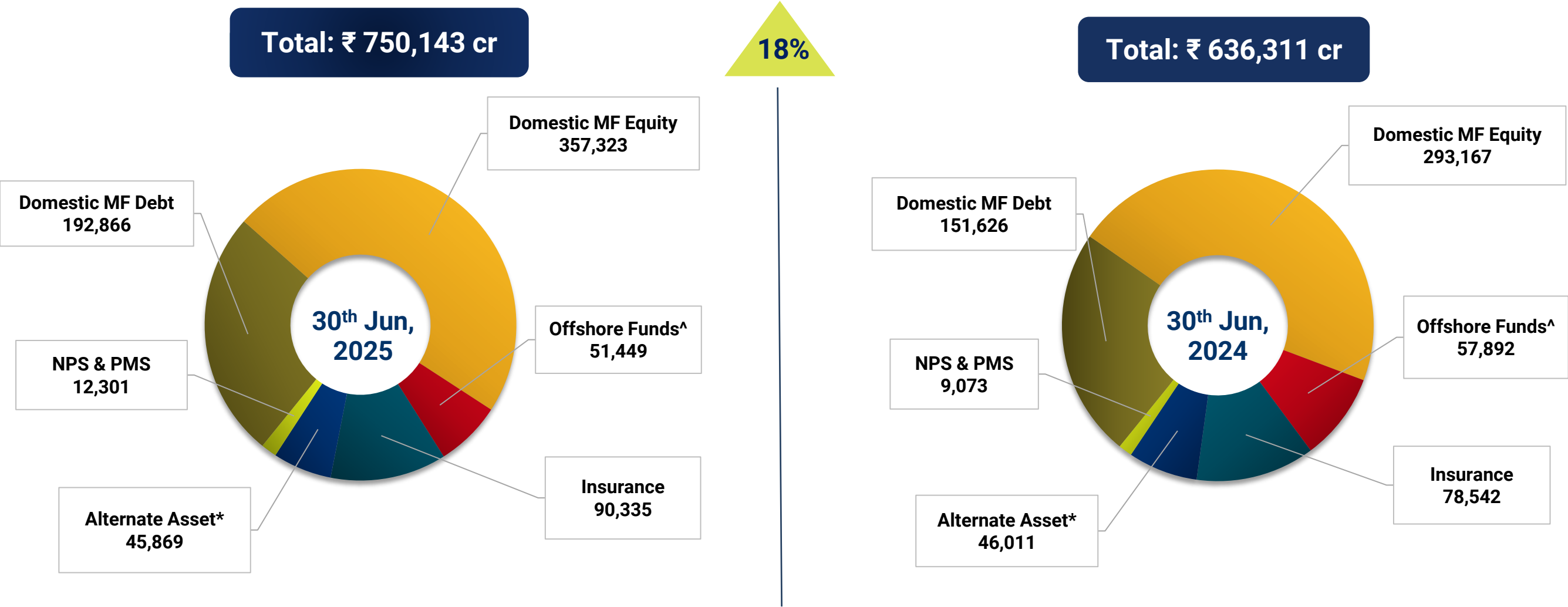
- Q1FY26: ₹ 83 cr
- Q4FY25 and FY25: ₹ 164 cr

### Key Highlights

- Realised gain on Investment (pre tax)- Q1FY26: ₹ 47 cr (Q1FY25: ₹ 10 cr)
- Proportion of Individual MAAUM: 57%
- Monthly SIP Inflows for Jun'25: ₹ 1,792 cr, up 15% YoY
- Equity(Ex ETF & Arb) AAUM Market share: 6.37% in Q1FY26

### Other Highlights

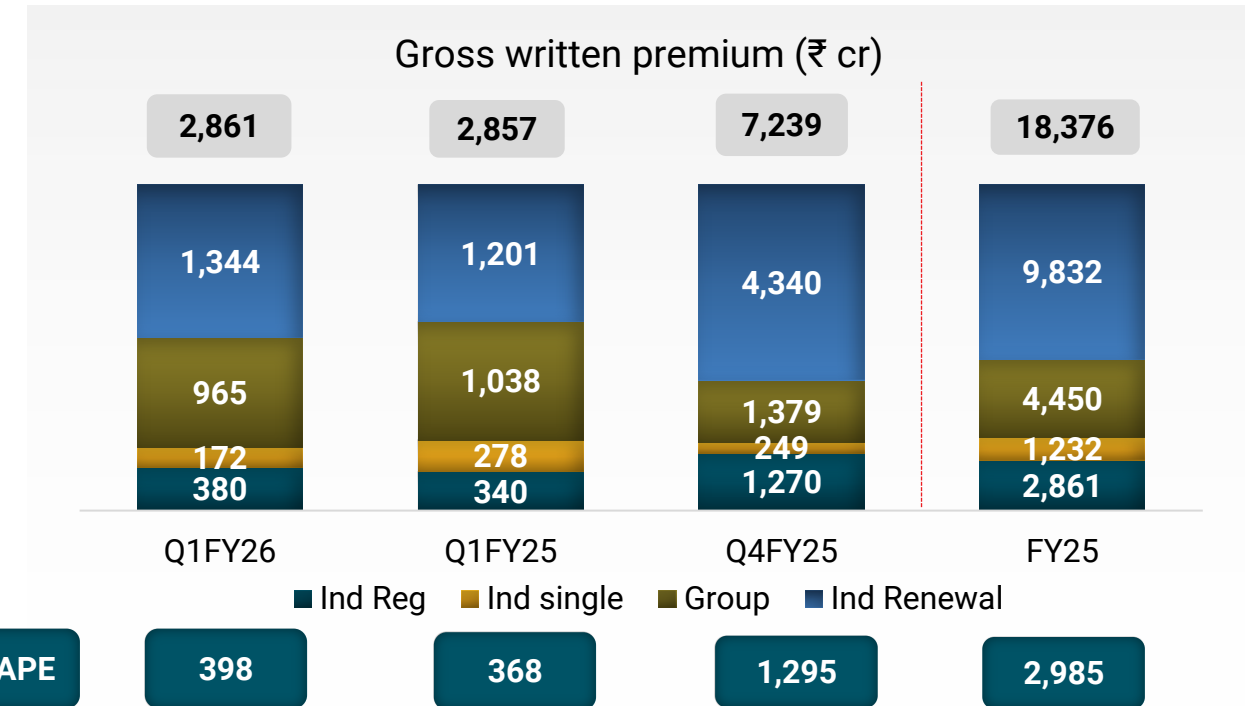
- **Kotak Equity MAAUM Distribution Mix (ex ETF & Arb) Jun'25:** MFDs: 38%, National Distributors: 25%, Direct: 23%, Banks (ex- Kotak): 10% and Kotak Bank: 4%
- **Leading** the Arbitrage Fund category basis MAAUM^
- Ranked among the **top four** in the Domestic Fund of Funds (FoF) segment^
- **Tech Highlights**
  - Implemented **AI-Driven platform** for customer responses and call tracking at customer service centre
  - **Automated Disaster Recovery processes** leading to DR Drill Switch completion within 15 min



^Includes 'Kotak Funds – India Midcap Fund', with an AUM of over USD 3.7 bn, which continues to be one of the largest# India focused offshore funds (actively managed with daily liquidity)

\*Include undrawn commitments, wherever applicable. | #Source: Bloomberg

₹ cr	Q1FY26	Q1FY25	Q4FY25	FY25
Capital and Reserves & Surplus	6,437	5,807	6,403	6,403
Total Premium	2,861	2,857	7,239	18,376
<b>Profit After Tax (Shareholders')</b>	<b>327</b>	<b>174</b>	<b>73</b>	<b>769</b>
Solvency Ratio (x)	2.40	2.48	2.45	2.45



Gross written premium Q1FY26 stood at ₹ 2,861 cr

Individual regular premium for Q1FY26 grew by 11.8%.



Individual renewal premium for Q1FY26 has grown by 11.9% YoY

Overall protection premium for Q1FY26, at 45.6% of Individual new business and Group premium.



AUM as on 30<sup>th</sup> Jun, 2025 ₹ 96,581 cr, growth 14.7% YoY



Q1FY26 share of Traditional Product Mix at 63.1% of regular premium

## Other Highlights

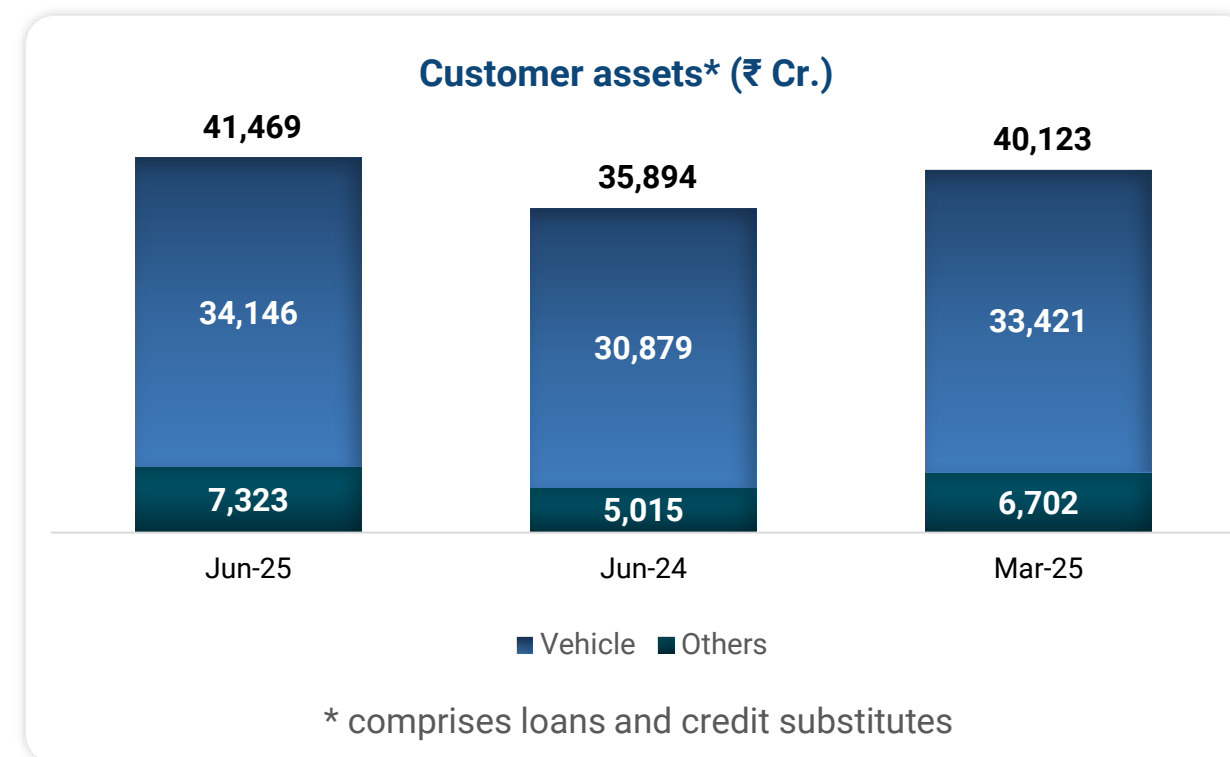
- Launched new product '**T-ULIP Nxt**', a high Sum Assured ULIP
- Real time** proposal status to customers on WhatsApp and Webchat
- VYMO**, an activity management module launched in Agency to drive productivity

₹ cr	Q1FY26	Q1FY25	Q4FY25	FY25
NII	568	503	584	2,133
Other Income	177	153	175	686
<b>NII and Other Income</b>	<b>745</b>	<b>656</b>	<b>759</b>	<b>2,819</b>
Profit Before Tax	363	310	397	1,357
<b>Profit After Tax</b>	<b>272</b>	<b>232</b>	<b>297</b>	<b>1,015</b>
NNPA (%)	1.0%	0.9%	1.0%	1.0%
CAR (%)	23.5%*	24.6%*	23.5%	23.5%
<b>ROA (%) – Annualised</b>	<b>2.4%</b>	<b>2.4%</b>	<b>2.8%</b>	<b>2.4%</b>

*\*including unaudited profits*

PBT includes gains due to alignment of valuation of investment portfolio as per RBI's Master Direction:

- Q1FY26: ( ₹ 1 cr )
- Q4FY25 and FY25: ₹ 18 cr



Board-level CSR and ESG committee constituting both the Board Chair and the MD & CEO, has oversight of the Bank’s ESG strategy and performance

Environment

**Sustainable finance**  
Board approved green and sustainable finance frameworks since FY2023-24  
₹ 7,900+ Cr Green asset book at the Bank as of 31<sup>st</sup> March, 2025\*

**Resource efficiency & renewable energy**  
16 LEED/IGBC-certified premises  
Comprehensive energy audit at 2 key premises in collaboration with IIT Bombay  
Use of renewable energy at key corporate offices and installation of rooftop solar at 5 branches

**Community and environment**  
1.5 lakh+ saplings planted  
Pond Rejuvenation since FY2022-23 covered cumulatively ~400 acres, 11 additional water bodies restoration initiated in FY 2024-25

Social

**Focus on Colleagues**  
5 pillar strategy covering development, appreciation, communication, value propositions and tailored offerings

**Diversity**  
26.4% gender diversity at Group; aspiration to have women represent at least a third of workforce  
27% gender diversity on the Bank’s Board

**Financial inclusion**  
2.3 mn women active microcredit borrowers as on 31<sup>st</sup> March, 2025

**CSR for nation building**  
Kotak Bizlabs accelerator programme launched for early revenue stage startups in India  
14.6 lakh+ Beneficiaries impacted by CSR initiatives of the Group

Governance

**Tenured senior management**  
~20 years average tenure of leadership team with the Group

**Cybersecurity mechanism**  
ISO/IEC 27001 certified Information security management system

**Value chain engagement**  
Code of Conduct for service providers is integrated in service agreements

Ratings & Awards

As of 2025, Kotak received MSCI ESG Rating of AA

\*\*ESG Score: 76.7/100 | Ranked 9/73 in BFSI sector

#4 India’s Most Sustainable Companies in Banking by Businessworld 2024

India’s Top 50 Most Sustainable Companies by Businessworld 2024

\*As per green activities/projects indicated in the RBI’s ‘Framework for acceptance of Green deposits’ issued in April, 2023, based on internal mapping | \*\*Index & Ratings data is as of 30<sup>th</sup> June, 2025 unless otherwise mentioned

# Geographical presence



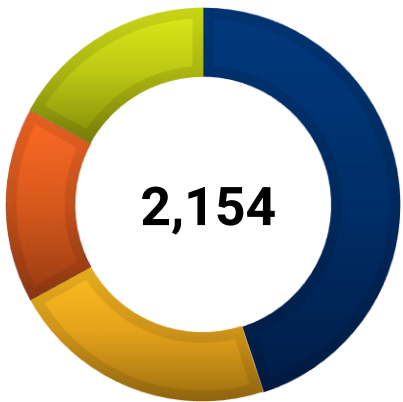
## Group Branches distributed across various geographies

Network in India	Branches
Kotak Bank	2,154
Kotak Mahindra Prime	162
Kotak Life Insurance	318
Kotak Securities <sup>#</sup>	1,194
Kotak AMC	113
BSS Microfinance	878
Sonata Finance	621
<b>Total</b>	<b>5,440</b>

- In addition,
- Bank branches present in DIFC (Dubai) & GIFT City (Gujarat)
  - International offices present in New York, London, Mauritius, Dubai, Singapore and Abu Dhabi

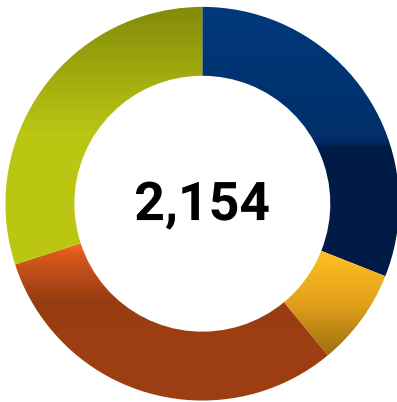
## Bank Branch Classification (No. | %)

Metro	989   46%
Urban	471   22%
Semi Urban	319   15%
Rural	375   17%



## Bank Branch Distribution (No. | % )

North	691   32%
East	179   8%
West	659   31%
South	625   29%



### No. of ATMs<sup>^</sup>

2,927



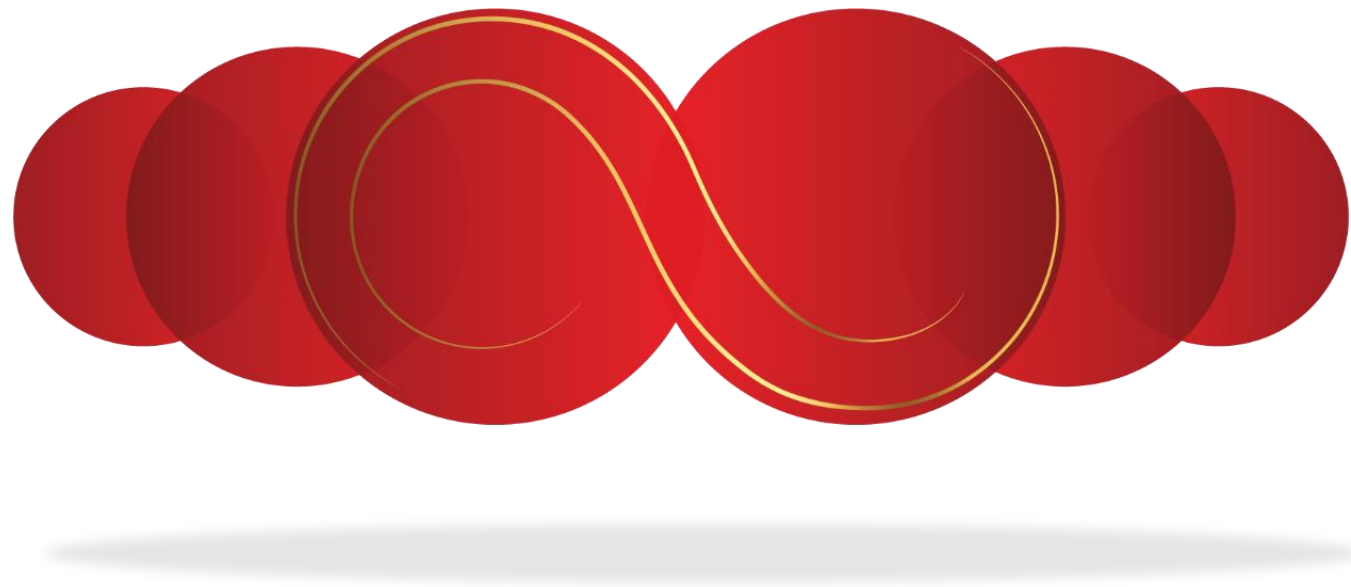
### No. of Currency Chests

11

Bank Branch presence as on 30<sup>th</sup> June, 2024 : 1,965 and 31<sup>th</sup> Mar, 2025 : 2,148

<sup>#</sup>Kotak Securities network includes branches, franchises and referral co-ordinators | <sup>^</sup>including cash recyclers





# **Strategy to transform for scale**

**Our Enablers**

# Creating value for our stakeholders



## Customers: The Heart of Our Business

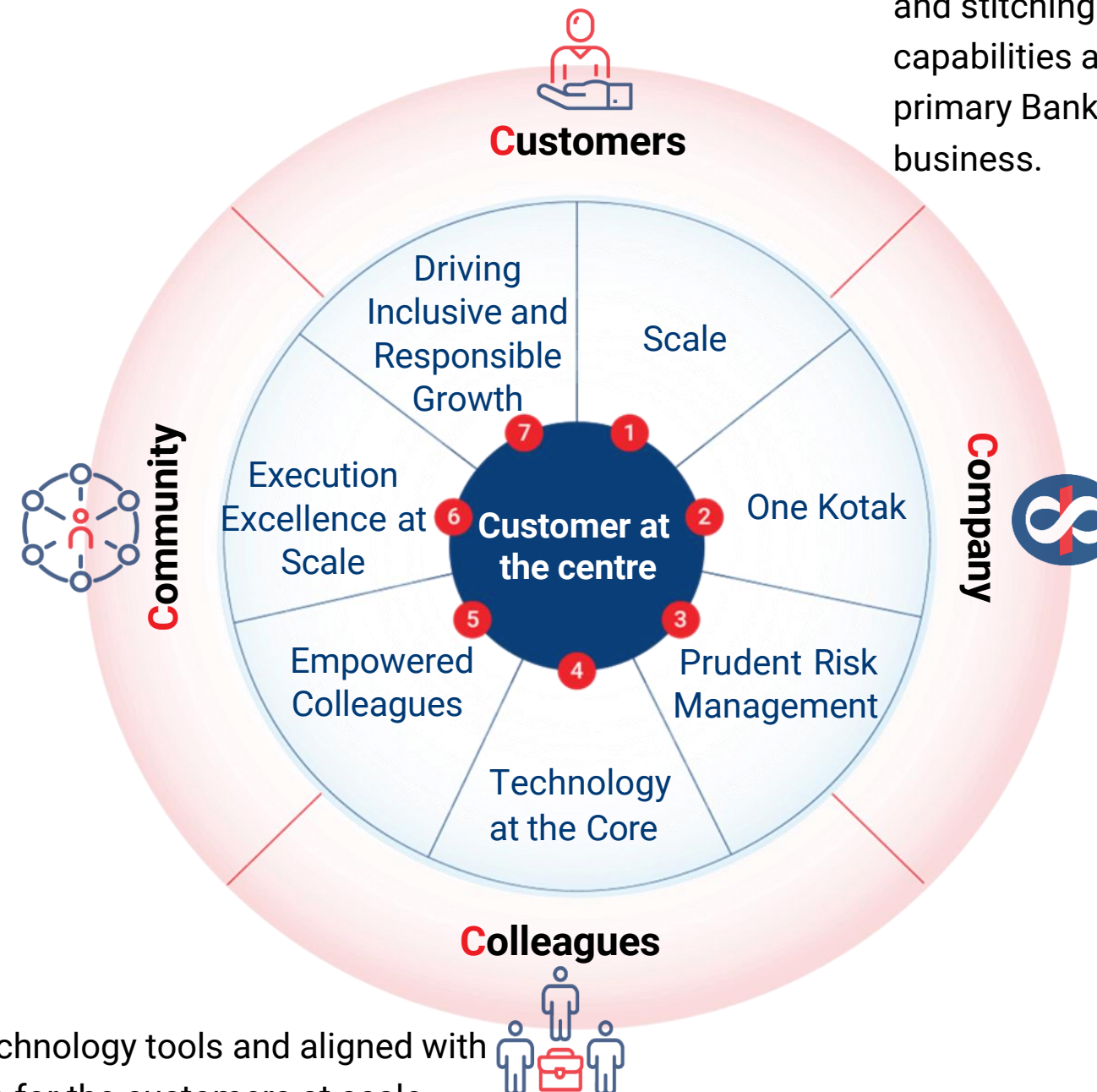
Getting it right by our customers by understanding their needs and stitching together relevant product propositions drawn from capabilities across the Group companies will help us become primary Banking relationship for our Customers and scale our business.

## Community: Thriving Together

The key outcome we pursue in this are inclusive and responsible growth. Our efforts are geared to create positive impact on the community in line with values of Kotak.

## Colleagues: Our Greatest Asset

Engaged colleagues empowered with technology tools and aligned with the Company's purpose will deliver value for the customers at scale.



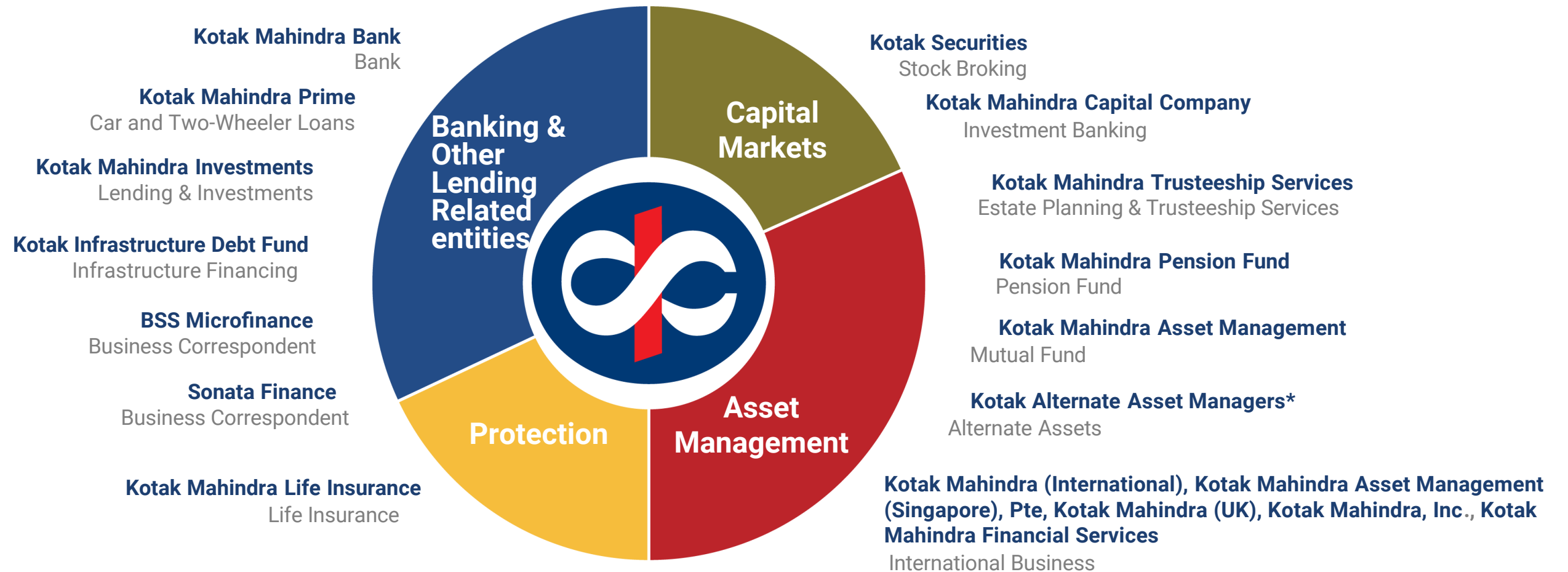
## Company: Building Sustainable Value

To build a great company that shareholders can be proud of - an institution that delivers sustainable and consistent risk adjusted financial returns.

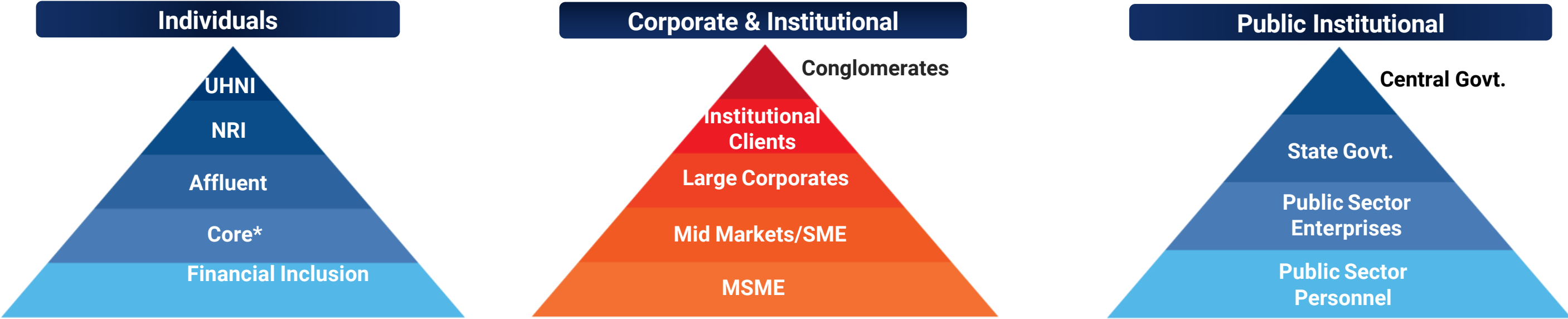
# Kotak's unique financial conglomerate structure



**Parent Company**



**All subsidiaries are 100% owned beneficially by the Bank**



Customer segments are served by appropriate product propositions created across our diversified businesses

Consumer Banking	Commercial Banking	Wholesale Banking	Other Financial Services
<ul style="list-style-type: none"> <li>•Branch Banking</li> <li>•Priority Banking</li> <li>•Kotak811</li> <li>•Home loans &amp; LAP</li> <li>•Personal Loans</li> <li>•Consumer Durables</li> <li>•Credit Cards</li> <li>•Small Business Loans</li> <li>• Working Capital</li> <li>• NRI Banking</li> <li>• Forex Cards</li> <li>• FASTag</li> <li>• Loan against Shares</li> </ul>	<ul style="list-style-type: none"> <li>• Agriculture Finance</li> <li>• Commercial Vehicles</li> <li>• Construction Equipment</li> <li>• Bharat Mortgages</li> <li>• Tractor Finance</li> <li>• Microcredit</li> <li>• Gold Loans</li> </ul>	<ul style="list-style-type: none"> <li>• Corporate Loans</li> <li>• Trade &amp; Supply Chain Finance</li> <li>• Infrastructure, RE &amp; Structured Lending</li> <li>• Debt Capital markets</li> <li>• Forex/ Treasury</li> <li>• Cash Management</li> <li>• Custody Business</li> <li>• Off-shore Lending</li> </ul>	<ul style="list-style-type: none"> <li>• Private Banking</li> <li>• Car and 2W Loans</li> <li>• Mutual Funds</li> <li>• Alternate Assets</li> <li>• Off-shore Funds</li> <li>• Life Insurance</li> <li>• General Insurance</li> <li>• Investment Banking</li> <li>• Broking</li> <li>• Infra Debt Finance</li> <li>• Asset Reconstruction</li> </ul>

# Strong and committed leadership team



**Ashok Vaswani**  
1 Year  
Managing  
Director & CEO



**Shanti Ekambaram**  
34 Years  
Deputy Managing  
Director



**Jaideep Hansraj**  
32 Years  
Whole Time Director



**Paritosh Kashyap**  
30 Years  
Whole Time Director  
Designate\*



**Devang Gheewalla**  
21 Years  
Group CFO



**Vyomesh Kapasi**  
31 Years  
Consumer Banking  
Products



**Manish Kothari**  
30 Years  
Commercial Banking



**Oisharya Das**  
31 Years  
Private Banking



**Ramesh Srinivasan**  
30 Years  
Investment Banking



**Nilesh Shah**  
10 Years  
Asset Management



**S Srinivasan**  
32 Years  
Alternate Assets

**67 members** in Kotak Leadership Team (incl. above)  
with an average tenure of ~20 years with the Group



# Disclaimer

This presentation is for information purposes only and does not constitute an offer, solicitation or advertisement with respect to the purchase or sale of any security of Kotak Mahindra Bank Limited (the “Bank”) and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. No offering of securities of the Bank will be made except by means of a statutory offering document containing detailed information about the Bank.

This presentation is not a complete description of the Bank. Certain statements in the presentation contain words or phrases that are forward looking statements. All forward-looking statements are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated by the relevant forward looking statement. Any opinion, estimate or projection herein constitutes a judgment as of the date of this presentation, and there can be no assurance that future results or events will be consistent with any such opinion, estimate or projection. The information in this presentation is subject to change without notice, its accuracy is not guaranteed, it may be incomplete or condensed and it may not contain all material information concerning the Bank. We do not have any obligation to, and do not intend to, update or otherwise revise any statements reflecting circumstances arising after the date of this presentation or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.

All information contained in this presentation has been prepared solely by the Bank. No information contained herein has been independently verified by anyone else. No representation or warranty (express or implied) of any nature is made nor is any responsibility or liability of any kind accepted with respect to the truthfulness, completeness or accuracy of any information, projection, representation or warranty (expressed or implied) or omissions in this presentation. Neither the Bank nor anyone else accepts any liability whatsoever for any loss, howsoever, arising from any use or reliance on this presentation or its contents or otherwise arising in connection therewith. This presentation may not be used, reproduced, copied, distributed, shared, or disseminated in any other manner.

The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about, and observe, any such restrictions.

Figures for the previous period/ year have been regrouped wherever necessary to conform to current period's / year's presentation. Totals in some columns/ rows may not agree due to rounding off.

## Contact

**Devang Gheewalla / Kaynaan Shums**

Kotak Mahindra Bank Limited

Tel +91 22 61660000

E-mail: [investor.relations@kotak.com](mailto:investor.relations@kotak.com)