

**KOTAK MAHINDRA BANK LIMITED (CONSOLIDATED)**

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

**CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31<sup>ST</sup> MARCH, 2018**

₹ crore

Sr No	Particulars	Quarter Ended			Year Ended	
		31-Mar-18 (Audited) Refer Note 3	31-Dec-17 (Unaudited)	31-Mar-17 (Audited) Refer Note 3	31-Mar-18 (Audited)	31-Mar-17 (Audited)
1	<b>Interest earned (a+b+c+d)</b>	<b>6,732.37</b>	<b>6,390.71</b>	<b>5,654.76</b>	<b>25,131.08</b>	<b>22,324.21</b>
	(a) Interest/discount on advances/bills	4,881.43	4,712.93	4,194.24	18,380.86	16,619.84
	(b) Income on investments	1,461.09	1,284.83	1,162.57	5,258.25	4,855.36
	(c) Interest on balances with RBI & other interbank funds	246.80	262.11	181.17	966.80	307.87
	(d) Others	143.05	130.84	116.78	525.17	541.14
2	<b>Other income (a+b+c)</b>	<b>4,141.75</b>	<b>3,713.88</b>	<b>4,298.81</b>	<b>13,592.59</b>	<b>11,581.23</b>
	(a) Profit/(Loss) on sale of investments including revaluation (insurance business)	(462.64)	489.23	735.24	685.20	1,475.16
	(b) Premium on Insurance Business	2,800.37	1,564.41	2,138.03	6,667.08	5,137.77
	(c) Other income (Refer Notes 4, 5 & 6)	1,804.02	1,660.24	1,425.54	6,240.31	4,968.30
3	<b>Total income (1+2)</b>	<b>10,874.12</b>	<b>10,104.59</b>	<b>9,953.57</b>	<b>38,723.67</b>	<b>33,905.44</b>
4	Interest expended	3,343.81	3,204.81	2,765.05	12,466.85	11,457.51
5	<b>Operating expenses (a+b+c)</b>	<b>4,646.81</b>	<b>4,259.49</b>	<b>4,822.86</b>	<b>16,073.85</b>	<b>14,167.08</b>
	(a) Employees cost	1,205.08	1,089.95	1,023.47	4,380.90	3,982.31
	(b) Policy holders' reserves, surrender expense and claims	2,003.93	1,855.50	2,587.66	6,533.17	6,020.15
	(c) Other operating expenses (Refer Note 5 and 7)	1,437.80	1,314.04	1,211.73	5,159.78	4,164.62
6	<b>Total expenditure (4+5)</b> (excluding provisions and contingencies)	<b>7,990.62</b>	<b>7,464.30</b>	<b>7,587.91</b>	<b>28,540.70</b>	<b>25,624.59</b>
7	<b>Operating Profit (3-6)</b> (Profit before provisions and contingencies)	<b>2,883.50</b>	<b>2,640.29</b>	<b>2,365.66</b>	<b>10,182.97</b>	<b>8,280.85</b>
8	Provisions (other than tax) and contingencies (Refer Note 8)	313.37	226.29	299.61	1,024.74	948.92
9	Exceptional items	-	-	-	-	-
10	<b>Profit from ordinary activities before tax (7-8-9)</b>	<b>2,570.13</b>	<b>2,414.00</b>	<b>2,066.05</b>	<b>9,158.23</b>	<b>7,331.93</b>
11	Tax expense	840.09	795.94	644.67	3,011.09	2,382.85
12	<b>Net Profit from ordinary activities after tax before Minority Interest (10-11)</b>	<b>1,730.04</b>	<b>1,618.06</b>	<b>1,421.38</b>	<b>6,147.14</b>	<b>4,949.08</b>
13	Extraordinary items (net of tax expense)	-	-	-	-	-
14	<b>Net Profit from ordinary activities after tax before Minority Interest (12-13)</b>	<b>1,730.04</b>	<b>1,618.06</b>	<b>1,421.38</b>	<b>6,147.14</b>	<b>4,949.08</b>
15	Less: Share of Minority Interest	0.03	3.97	26.34	56.67	78.83
16	Add: Share in profit of associates	59.23	10.15	9.30	110.50	70.18
17	<b>Profit after tax (14-15+16)</b>	<b>1,789.24</b>	<b>1,624.24</b>	<b>1,404.34</b>	<b>6,200.97</b>	<b>4,940.43</b>

Sr No	Particulars	Quarter Ended			Year Ended	
		31-Mar-18 (Audited) Refer Note 3	31-Dec-17 (Unaudited)	31-Mar-17 (Audited) Refer Note 3	31-Mar-18 (Audited)	31-Mar-17 (Audited)
18	<b>Paid up equity share capital - (Face value of ₹ 5 per share)</b>	<b>952.82</b>	<b>952.35</b>	<b>920.45</b>	<b>952.82</b>	<b>920.45</b>
19	Group Reserves (excluding Minority Interest and revaluation reserves)				49,533.24	37,570.39
20	Minority Interest				-	474.43
21	<b>Analytical Ratios</b>					
	(i) Capital adequacy ratio – Basel III (standalone)	18.22	17.09	16.77	18.22	16.77
	(ii) Earnings per share					
	- Basic (not annualised) ₹	9.39	8.53	7.63	32.70	26.89
	- Diluted (not annualised) ₹	9.38	8.52	7.62	32.66	26.86
	(iii) NPA Ratios (unaudited)					
	(a) Gross NPA	4,071.04	3,979.06	3,803.92	4,071.04	3,803.92
	(b) Net NPA	1,768.60	1,846.86	1,814.23	1,768.60	1,814.23
	(c) % of Gross NPA to Gross Advances	1.95	2.01	2.25	1.95	2.25
	(d) % of Net NPA to Net Advances	0.86	0.94	1.09	0.86	1.09
	(iv) Return on average Assets (not annualised) (unaudited)	0.54	0.52	0.52	2.03	1.95

**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 Statement" specified under section 133 and relevant provision 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 30<sup>th</sup> April, 2018. The consolidated results for the year ended 31<sup>st</sup> March, 2018 are subjected to audit by the statutory auditors and there are no qualifications in the Auditor's Report. The results for quarter ended 31<sup>st</sup> December, 2017 have been subjected to limited review by Statutory Auditors.
- The figures of the last quarter in each of the year are balancing figures between audited figures in respect of full financial year and the unaudited published year to date figures up to the third quarter of the respective financial year.

4. Details of other income forming part of the consolidated results are as follows:

₹ crore

Particulars	Quarter Ended			Year Ended	
	31-Mar-18 (Audited) Refer Note 3	31-Dec-17 (Unaudited)	31-Mar-17 (Audited) Refer Note 3	31-Mar-18 (Audited)	31-Mar-17 (Audited)
Commission, fees, exchange, brokerage and others	1,640.83	1,565.32	1,301.63	5,692.79	4,343.26
Profit on sale of investments (other than insurance business)	163.19	94.92	123.91	547.52	625.04
<b>Total – Other income</b>	<b>1,804.02</b>	<b>1,660.24</b>	<b>1,425.54</b>	<b>6,240.31</b>	<b>4,968.30</b>

5. Other income in the consolidated results for the reporting periods is net of sub-brokerage paid in the broking subsidiary amounting to ₹ 7.42 crore for the quarter ended 31<sup>st</sup> March, 2018 and ₹ 89.64 crore for the year ended 31<sup>st</sup> March, 2018 (for the quarter ended 31<sup>st</sup> December, 2017: ₹ 41.85 crore, quarter ended 31<sup>st</sup> March, 2017: ₹ 21.79 crore, for the year ended 31<sup>st</sup> March, 2017: ₹ 78.33 crore).
6. 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.
7. Details of other expenditure forming part of consolidated results are as follows:

₹ crore

Particulars	Quarter Ended			Year Ended	
	31-Mar-18 (Audited) Refer Note 3	31-Dec-17 (Unaudited)	31-Mar-17 (Audited) Refer Note 3	31-Mar-18 (Audited)	31-Mar-17 (Audited)
Brokerage	213.61	166.23	178.36	664.23	485.72
Depreciation	100.40	94.63	91.54	383.43	362.21
Rent, taxes and lighting	170.51	156.15	156.48	647.57	616.29
Others	953.28	897.03	785.35	3,464.55	2,700.40
<b>Total – Other operating expenses</b>	<b>1,437.80</b>	<b>1,314.04</b>	<b>1,211.73</b>	<b>5,159.78</b>	<b>4,164.62</b>

8. 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:

₹ crore

Particulars	Quarter Ended			Year Ended	
	31-Mar-18 (Audited) Refer Note 3	31-Dec-17 (Unaudited)	31-Mar-17 (Audited) Refer Note 3	31-Mar-18 (Audited)	31-Mar-17 (Audited)
Provision towards advances / others (including provisions for exposures to entities with Unhedged Foreign Currency Exposures) (net)	182.69	189.03	287.48	815.85	797.39
Provision / (Write back of provisions) towards investments (net)	130.68	37.26	12.13	208.89	151.53
<b>Total – provisions (other than tax) and contingencies</b>	<b>313.37</b>	<b>226.29</b>	<b>299.61</b>	<b>1,024.74</b>	<b>948.92</b>

9. RBI circular DBOD.No.BP.BC.1/21.06.201/2015-16 dated 1<sup>st</sup> July, 2015 on 'Basel III Capital Regulations' read together with the RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31<sup>st</sup> 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. The Bank has issued 62,000,000 equity shares of a face value ₹ 5 each at a price of ₹ 936 per equity share including a premium of ₹ 931 per equity share aggregating to ₹ 5,803.20 crore pursuant to a Qualified Institutional Placement (QIP) on 18<sup>th</sup> May, 2017.
11. Subsidiaries and associates of the Bank have been following an accounting policy of valuing stock-in-trade at lower of cost (calculated by applying the weighted average cost method) and fair value. During the current year, the subsidiaries and associates have changed its methodology to determine the carrying cost of stock-in-trade from lower of cost and fair value determined on an individual investment basis followed hitherto, to category of investment. Consequently, the stock-in-trade for the subsidiaries of the Bank as on 31<sup>st</sup> March, 2018 is higher by ₹ 4.42 crore and the profit of subsidiaries and share of associates for the year after taxation is higher by ₹ 16.48 crore.
12. On 13<sup>th</sup> October, 2017, the Bank acquired the entire 26% equity stake held by Old Mutual Plc in Kotak Mahindra Life Insurance Company Limited (formerly known as Kotak Mahindra Old Mutual Life Insurance Limited) for a consideration of ₹ 1,292.70 crore. The Bank with its subsidiaries now holds 100% of the equity shareholding of Kotak Mahindra Life Insurance Company Limited.
13. On 27<sup>th</sup> September, 2017, the Bank acquired 99.49% of BSS Microfinance Limited ("BSS") (formerly known as BSS Microfinance Private Limited). BSS has been consolidated from that date. The Bank has purchased the remaining stake in the BSS on 9<sup>th</sup> March, 2018 to make it a 100% subsidiary.

14. RBI circular DBR.No.BP.BC.102/21.04.048/2017-18 dated 2<sup>nd</sup> April, 2018 grants banks option to spread provisioning for mark-to-market losses on investments held in AFS and HFT for the quarters ended 31<sup>st</sup> December, 2017 and 31<sup>st</sup> March, 2018. The circular states that the provisioning for each of these quarters may be spread equally over up to four quarters, commencing with the quarter in which the loss was incurred. The Bank has recognised the entire net mark-to-market loss on investments in the respective quarters and has not availed of the said option.
15. 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 year ended 31<sup>st</sup> March, 2018 amounting to ₹ 1,019.95 crore and ₹ 3,593.36 crore respectively (for the quarter ended 31<sup>st</sup> December, 2017 ₹ 1,185.86 crore) has been included in "Policy holders' reserves, surrender expense and claims" under "Operating Expenses"
16. Ministry of Labour and Employment, Government of India on 29<sup>th</sup> March, 2018 enhanced the gratuity payable to an employee under Payment of Gratuity Act, 1972 to not exceed ₹ 20 lakh from earlier limit of ₹ 10 lakh. Consolidated employee cost for the quarter ended 31<sup>st</sup> March, 2018 recognises the entire impact of this change amounting to ₹ 93.06 crore.
17. The summarised audited consolidated Balance Sheet of the Bank is given below:

	₹ crore	
	<b>As at 31<sup>st</sup> March 2018</b>	<b>As at 31<sup>st</sup> March 2017</b>
<b>CAPITAL AND LIABILITIES</b>		
Capital	952.82	920.45
Reserves and Surplus	49,533.24	37,570.39
Minority Interest	-	474.43
Employees' Stock Options (Grants) Outstanding	2.17	1.87
Deposits	191,235.80	155,540.00
Borrowings	58,603.97	49,689.91
Policyholder's Funds	22,425.34	18,792.88
Other Liabilities and Provisions	14,967.13	13,197.63
<b>TOTAL</b>	<b>337,720.47</b>	<b>276,187.56</b>
<b>ASSETS</b>		
Cash and balances with Reserve Bank Of India	8,933.50	7,512.23
Balances with Banks and Money at Call and Short Notice	15,467.13	18,076.32
Investments	90,976.60	68,461.54
Advances	205,997.32	167,124.91
Fixed Assets	1,749.83	1,755.20
Goodwill	793.06	3.42
Other Assets	13,803.03	13,253.94
<b>TOTAL</b>	<b>337,720.47</b>	<b>276,187.56</b>

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

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

**Mumbai, 30<sup>th</sup> April, 2018**

**Dipak Gupta**  
Joint Managing Director



**KOTAK MAHINDRA BANK LIMITED (STANDALONE)**

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

**STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31<sup>st</sup> MARCH, 2018**

₹ crore

Sr No	Particulars	Quarter ended			Year ended	
		31-Mar-18 (Audited) Refer Note 2	31-Dec-17 (Unaudited)	31-Mar-17 (Audited) Refer Note 2	31-Mar-18 (Audited)	31-Mar-17 (Audited)
1	<b>Interest earned (a+b+c+d)</b>	<b>5,323.37</b>	<b>5,009.20</b>	<b>4,432.00</b>	<b>19,748.49</b>	<b>17,698.93</b>
	(a) Interest/discount on advances/ bills	3,924.45	3,765.88	3,367.62	14,727.95	13,402.10
	(b) Income on investments	1,113.03	960.78	848.16	3,933.00	3,681.04
	(c) Interest on balances with RBI & other interbank funds	183.70	207.23	138.58	755.29	218.32
	(d) Others	102.19	75.31	77.64	332.25	397.47
2	<b>Other income (Refer Note 3)</b>	<b>1,151.63</b>	<b>1,039.82</b>	<b>1,002.65</b>	<b>4,052.21</b>	<b>3,477.16</b>
3	<b>Total income (1+2)</b>	<b>6,475.00</b>	<b>6,049.02</b>	<b>5,434.65</b>	<b>23,800.70</b>	<b>21,176.09</b>
4	Interest expended	2,743.62	2,615.48	2,270.63	10,216.81	9,572.78
5	<b>Operating expenses (a+b)</b>	<b>1,713.43</b>	<b>1,613.49</b>	<b>1,462.02</b>	<b>6,425.72</b>	<b>5,618.50</b>
	(a) Employee cost	766.44	734.21	680.61	2,929.77	2,744.64
	(b) Other operating expenses	946.99	879.28	781.41	3,495.95	2,873.86
6	<b>Total expenditure (4+5)</b> (excluding provisions & contingencies)	<b>4,457.05</b>	<b>4,228.97</b>	<b>3,732.65</b>	<b>16,642.53</b>	<b>15,191.28</b>
7	<b>Operating profit (3-6)</b> (Profit before provisions and contingencies)	<b>2,017.95</b>	<b>1,820.05</b>	<b>1,702.00</b>	<b>7,158.17</b>	<b>5,984.81</b>
8	Provisions (other than tax) and contingencies (Refer Note 4)	306.91	212.77	267.37	939.95	836.74
9	Exceptional items	-	-	-	-	-
10	<b>Profit from ordinary activities before tax (7-8-9)</b>	<b>1,711.04</b>	<b>1,607.28</b>	<b>1,434.63</b>	<b>6,218.22</b>	<b>5,148.07</b>
11	Tax expense	586.99	554.07	458.15	2,133.92	1,736.57
12	<b>Net Profit from ordinary activities after tax (10-11)</b>	<b>1,124.05</b>	<b>1,053.21</b>	<b>976.48</b>	<b>4,084.30</b>	<b>3,411.50</b>
13	Extraordinary items (net of tax expense)	-	-	-	-	-
14	<b>Net Profit (12-13)</b>	<b>1,124.05</b>	<b>1,053.21</b>	<b>976.48</b>	<b>4,084.30</b>	<b>3,411.50</b>
15	<b>Paid up equity share capital - (of Face Value ₹ 5 per share)</b>	<b>952.82</b>	<b>952.35</b>	<b>920.45</b>	<b>952.82</b>	<b>920.45</b>
16	<b>Reserves (excluding revaluation reserves)</b>				<b>36,528.83</b>	<b>26,695.62</b>
17	<b>Analytical Ratios</b>					
	(i) Percentage of shares held by Government of India	-	-	-	-	-
	(ii) Capital adequacy ratio – Basel III	18.22	17.09	16.77	18.22	16.77
	(iii) Earnings per share					
	- Basic (not annualised) ₹	5.90	5.53	5.31	21.54	18.57
	- Diluted (not annualised) ₹	5.89	5.52	5.30	21.51	18.55
	(iv) NPA Ratios					
	a) Gross NPA	3,825.38	3,714.99	3,578.61	3,825.38	3,578.61
	b) Net NPA	1,665.05	1,727.96	1,718.07	1,665.05	1,718.07
	c) % of Gross NPA to Gross Advances	2.22	2.31	2.59	2.22	2.59
	d) % of Net NPA to Net Advances	0.98	1.09	1.26	0.98	1.26
	(v) Return on Assets (average) – not annualised	0.43	0.44	0.47	1.73	1.73

## 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.

		₹ crore				
		Quarter ended			Year ended	
		31-Mar-18 (Audited) Refer Note 2	31-Dec-17 (Unaudited)	31-Mar-17 (Audited) Refer Note 2	31-Mar-18 (Audited)	31-Mar-17 (Audited)
<b>1</b>	<b>Segment Revenue</b>					
	a. Corporate/ Wholesale Banking	2,425.15	2,315.35	2,185.17	9,061.32	8,330.52
	b. Retail Banking	3,068.90	2,884.31	2,683.67	11,437.61	10,274.57
	c. Treasury, BMU and Corporate Centre	1,568.66	1,429.27	1,257.91	5,730.26	5,063.21
	Sub-total	<b>7,062.71</b>	<b>6,628.93</b>	<b>6,126.75</b>	<b>26,229.19</b>	<b>23,668.30</b>
	Less: Inter-segmental revenue	587.71	579.91	692.10	2,428.49	2,492.21
	<b>Total</b>	<b>6,475.00</b>	<b>6,049.02</b>	<b>5,434.65</b>	<b>23,800.70</b>	<b>21,176.09</b>
<b>2</b>	<b>Segment Results</b>					
	a. Corporate/ Wholesale Banking	783.58	783.71	743.47	2,984.45	2,694.81
	b. Retail Banking	499.65	391.66	357.82	1,510.71	1,194.72
	c. Treasury, BMU and Corporate Centre	427.81	431.91	333.34	1,723.06	1,258.54
	<b>Total Profit Before Tax</b>	<b>1,711.04</b>	<b>1,607.28</b>	<b>1,434.63</b>	<b>6,218.22</b>	<b>5,148.07</b>
<b>3</b>	<b>Segment Assets</b>					
	a. Corporate / Wholesale Banking	100,506.20	94,468.35	81,612.15	100,506.20	81,612.15
	b. Retail Banking	143,303.89	133,232.60	122,665.94	143,303.89	122,665.94
	c. Treasury, BMU and Corporate Centre	91,500.50	86,559.02	75,727.48	91,500.50	75,727.48
	d. Other Banking business	-	-	-	-	-
	Sub-total	<b>335,310.59</b>	<b>314,259.97</b>	<b>280,005.57</b>	<b>335,310.59</b>	<b>280,005.57</b>
	Less : Inter-segmental Assets	70,571.48	65,846.82	65,663.21	70,571.48	65,663.21
	<b>Total</b>	<b>264,739.11</b>	<b>248,413.15</b>	<b>214,342.36</b>	<b>264,739.11</b>	<b>214,342.36</b>
	Add : Unallocated Assets	194.28	232.58	247.60	194.28	247.60
	<b>Total Assets as per Balance Sheet</b>	<b>264,933.39</b>	<b>248,645.73</b>	<b>214,589.96</b>	<b>264,933.39</b>	<b>214,589.96</b>
<b>4</b>	<b>Segment Liabilities</b>					
	a. Corporate / Wholesale Banking	88,984.44	83,734.00	71,189.88	88,984.44	71,189.88
	b. Retail Banking	132,725.09	123,153.44	114,071.16	132,725.09	114,071.16
	c. Treasury, BMU and Corporate Centre	76,300.61	71,296.80	67,352.79	76,300.61	67,352.79
	d. Other Banking business	-	-	-	-	-
	Sub-total	<b>298,010.14</b>	<b>278,184.24</b>	<b>252,613.83</b>	<b>298,010.14</b>	<b>252,613.83</b>
	Less : Inter-segmental Liabilities	70,571.48	65,846.82	65,663.21	70,571.48	65,663.21
	<b>Total</b>	<b>227,438.66</b>	<b>212,337.42</b>	<b>186,950.62</b>	<b>227,438.66</b>	<b>186,950.62</b>
	Add : Unallocated liabilities	13.08	11.23	23.27	13.08	23.27
	Add : Share Capital & Reserves & surplus	37,481.65	36,297.08	27,616.07	37,481.65	27,616.07
	<b>Total Liabilities as per Balance Sheet</b>	<b>264,933.39</b>	<b>248,645.73</b>	<b>214,589.96</b>	<b>264,933.39</b>	<b>214,589.96</b>

## NOTES:

- The above results were reviewed at the meeting of the Audit Committee and approved at the meeting of the Board of Directors held on 30<sup>th</sup> April, 2018. The results for the quarter and year ended 31<sup>st</sup> March, 2018 are subjected to audit by the Statutory Auditors of the Bank and there are no qualifications in the Auditor's Report. The results for quarter ended 31<sup>st</sup> December, 2017 have been subjected to limited review by Statutory Auditors.
- The figures of the last quarter in each of the year are balancing figures between audited figures in respect of full financial year and the unaudited published year to date figures up to the third quarter of the respective financial year.



3. 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.
4. 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:

Particulars	Quarter ended			Year ended	
	31-Mar-18 (Audited) Refer Note 2	31-Dec-17 (Unaudited)	31-Mar-17 (Audited) Refer Note 2	31-Mar-18 (Audited)	31-Mar-17 (Audited)
	Provision towards advances / Others (including provisions for exposures to entities with Unhedged Foreign Currency Exposures)	174.94	169.78	251.92	743.04
Provision / (write back of provisions) towards investments (net)	131.97	42.99	15.45	196.91	139.24
<b>Total provisions (other than Tax) and contingencies</b>	<b>306.91</b>	<b>212.77</b>	<b>267.37</b>	<b>939.95</b>	<b>836.74</b>

₹ crore

5. During the quarter, the Bank has granted 30,000 options under employee stock option scheme. Stock options aggregating to 944,726 were exercised during the quarter and 9,475,005 stock options were outstanding with employees of the Bank and its subsidiaries as at 31<sup>st</sup> March, 2018.
6. The Bank has issued 62,000,000 equity shares of a face value ₹ 5 each at a price of ₹ 936 per equity share including a premium of ₹ 931 per equity share aggregating to ₹ 5,803.20 crore pursuant to a Qualified Institutional Placement (QIP) on 18<sup>th</sup> May, 2017.
7. RBI circular DBOD.No.BP.BC.1/21.06.201/2015-16 dated 1<sup>st</sup> July, 2015 on 'Basel III Capital Regulations' read together with the RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31<sup>st</sup> 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.
8. The Board of Directors of the Bank have proposed a dividend of ₹ 0.70 per share having face value ₹ 5 for the year ended 31<sup>st</sup> March, 2018 (Previous Year ₹ 0.60 per share having face value ₹ 5). The Bank is obliged to pay dividend to those shareholders whose names are appearing in the register of members as on the book closure date. The dividend will be paid after the approval of shareholders at the Annual General Meeting.
9. RBI circular DBR.No.BP.BC.102/21.04.048/2017-18 dated 2<sup>nd</sup> April, 2018 grants banks option to spread provisioning for mark to market losses on investments held in AFS and HFT for the quarters ended 31<sup>st</sup> December, 2017 and 31<sup>st</sup> March, 2018. The circular states that the provisioning for each of these quarters may be spread equally over up to four quarters, commencing with the quarter in which the loss was incurred. The Bank has recognised the entire net mark-to-market loss on investments in the respective quarters and has not availed of the said option.
10. Ministry of Labour and Employment, Government of India on 29<sup>th</sup> March, 2018 enhanced the gratuity payable to an employee under Payment of Gratuity Act, 1972 to not exceed ₹ 20 lakh from earlier limit of ₹ 10 lakh. Employee cost for the quarter ended 31<sup>st</sup> March, 2018 recognizes the entire impact of this change amounting to ₹ 81.92 crore.

11. The summarised standalone Balance Sheet of the Bank is given below:

	₹ crore	
<b>Summarised Balance Sheet</b>	<b>As at 31<sup>st</sup> March 2018 (Audited)</b>	<b>As at 31<sup>st</sup> March 2017 (Audited)</b>
<b>CAPITAL AND LIABILITIES</b>		
Capital	952.82	920.45
Reserves and Surplus	36,528.83	26,695.62
Employees' Stock Options (Grants) Outstanding	2.17	1.87
Deposits	192,643.27	157,425.86
Borrowings	25,154.15	21,095.48
Other Liabilities and Provisions	9,652.15	8,450.68
<b>TOTAL</b>	<b>264,933.39</b>	<b>214,589.96</b>
<b>ASSETS</b>		
Cash and balances with Reserve Bank of India	8,908.51	7,492.43
Balances with Banks and Money at Call and Short Notice	10,711.60	15,079.58
Investments	64,562.35	45,074.19
Advances	169,717.92	136,082.13
Fixed Assets	1,527.16	1,537.63
Other Assets	9,505.85	9,324.00
<b>TOTAL</b>	<b>264,933.39</b>	<b>214,589.96</b>

12. There has been no change in significant accounting policies during the year ended 31<sup>st</sup> March 2018.

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

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

**Mumbai, 30<sup>th</sup> April, 2018**

**Dipak Gupta**  
Joint Managing Director