

# Investor Presentation Q4FY22

Presentation on financial results for the period ended 31<sup>st</sup> March, 2022

4<sup>th</sup> May, 2022

# Consolidated Highlights

## Q4FY22



**PAT**

₹ 3,892 cr  
[₹ 2,589 cr]



**Return on Assets**

2.94%  
[2.20%]



**Return on Equity**

16.6%  
[12.6%]

## As on Mar'22



**Customer Assets\***

₹ 327,074 cr  
[₹ 268,130 cr]



**CAR#**

23.7% [23.4%]

**Tier I#**

22.8% [22.6%]



**Book Value per Eq. share**

₹ 487  
[₹ 426]

## FY22



**PAT**

₹ 12,089 cr  
[₹ 9,990 cr]



**Return on Assets**

2.36%  
[2.16%]



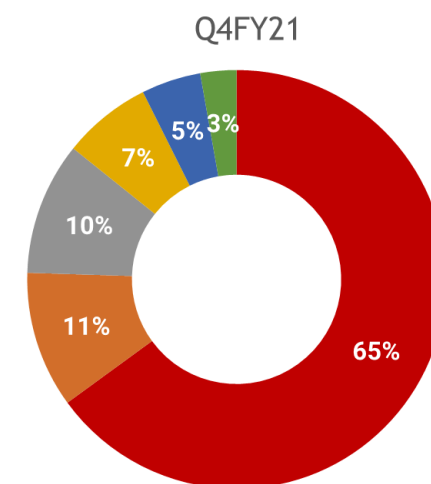
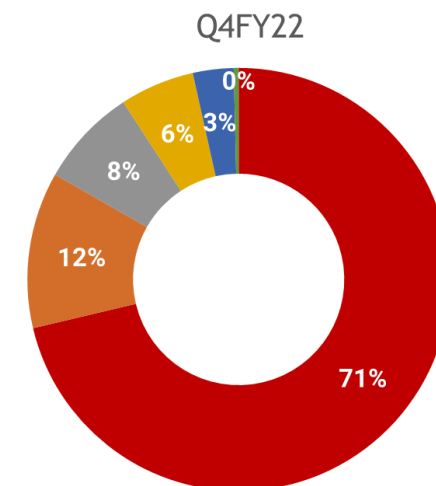
**Return on Equity**

13.4%  
[12.8%]

# Consolidated PAT

₹ cr	Q4FY22	Q4FY21	Q3FY22	FY22	FY21
Kotak Mahindra Bank	2,767	1,682	2,131	8,573	6,965
Kotak Mahindra Prime	313	184	254	886	535
Kotak Mahindra Investments	101	73	111	371	258
Kotak Securities	252	241	270	1,001	793
Kotak Mahindra Capital	42	25	103	245	82
Kotak Mahindra Life Ins	267	193	247	425	692
Kotak Mahindra General Ins	(46)	(15)	(17)	(83)	2
Kotak AMC and TC	102	100	149	454	346
International Subs	20	50	41	118	154
BSS Microfinance	43	7	26	83	23
Others	26	29	22	92	75
<b>Total</b>	<b>3,888</b>	<b>2,569</b>	<b>3,337</b>	<b>12,165</b>	<b>9,925</b>
Affiliates	33	36	65	158	87
Interco Adjustments	(29)	(16)	1	(234)	(22)
<b>Consolidated PAT</b>	<b>3,892</b>	<b>2,589</b>	<b>3,403</b>	<b>12,089</b>	<b>9,990</b>
<b>ROA (annualised)</b>	<b>2.94%</b>	<b>2.20%</b>	<b>2.60%</b>	<b>2.36%</b>	<b>2.16%</b>

## PAT Contribution











■ Bank  
■ Capital Market  
■ Asset Management  
■ Other Lending Related Entities  
■ Insurance  
■ Others

# Entity-wise Capital & Reserves and Surplus

₹ cr	31-Mar-22	31-Mar-21	31-Dec-21
Kotak Mahindra Bank	72,456	63,727	69,617
Kotak Mahindra Prime	7,494	6,623	7,182
Kotak Mahindra Investments	2,489	2,117	2,388
Kotak Securities	6,291	5,321	6,039
Kotak Mahindra Capital	885	689	873
Kotak Mahindra Life Insurance	4,389	4,045	4,122
Kotak Mahindra General Insurance	233	191	279
Kotak AMC and TC	1,627	1,233	1,525
Kotak Infrastructure Debt Fund	449	416	441
International Subsidiaries	1,539	1,340	1,490
Kotak Investment Advisors	764	405	744
Other Entities	419	302	375
<b>Total</b>	<b>99,035</b>	<b>86,409</b>	<b>95,075</b>
Affiliates	1,186	1,029	1,153
Inter-company and Others	(3,087)	(2,602)	(3,087)
<b>Consolidated Capital &amp; Reserves and Surplus</b>	<b>97,134</b>	<b>84,836</b>	<b>93,141</b>

# Standalone Highlights Q4FY22

 <b>PAT</b>  ₹ 2,767 cr [₹ 1,682 cr]	 <b>NII</b> ₹ 4,521 cr [₹ 3,843 cr] <b>NIM</b> 4.78% [4.39%]	 <b>No. of Customers</b>  32.7 mn [26.0 mn]	 <b>CASA Ratio</b>  60.7% [60.4%]
 <b>Customer Assets*</b>  ₹ 292,481 cr [₹ 238,838 cr]	 <b>Net NPA</b>  0.64% [1.21%]	 <b>ROA</b> 2.70% [1.76%] <b>ROE</b> 15.9% [10.9%]	 <b>CAR<sup>#</sup></b> 22.7% [22.3%] <b>Tier I<sup>#</sup></b> 21.7% [21.4%]

Figures in [brackets] are Q4FY21 numbers

<sup>#</sup> As per Basel III

\* Customer Assets include Advances and Credit Substitutes

# Profit and Loss Account

₹ cr	Q4FY22	Q4FY21	Q3FY22	FY22	FY21
Net Interest Income	4,521	3,843	4,334	16,818	15,340
Other Income	1,827	1,504	1,364	6,354	5,006
<i>Fee and Services</i>	1,697	1,378	1,496	5,781	4,331
<i>Others</i>	130	126	(132)	573	675
<b>Net Total Income</b>	<b>6,348</b>	<b>5,347</b>	<b>5,698</b>	<b>23,172</b>	<b>20,346</b>
<i>Employee Cost</i>	1,123	869	1,200	4,582	3,729
<i>Other Operating Expenses</i>	1,885	1,516	1,797	6,539	4,855
<b>Operating Expenditure</b>	<b>3,008</b>	<b>2,385</b>	<b>2,997</b>	<b>11,121</b>	<b>8,584</b>
<b>Operating Profit</b>	<b>3,340</b>	<b>2,962</b>	<b>2,701</b>	<b>12,051</b>	<b>11,762</b>
<i>Provision On Adv/Receivables (net)</i>	187	745	216	1,513	1,874
<i>General provision - COVID related</i>	(453)	-	(279)	(732)	629
<i>Provision On Investments</i>	(40)	(11)	(68)	(91)	(44)
<b>Provision &amp; Contingencies</b>	<b>(306)</b>	<b>734</b>	<b>(131)</b>	<b>690</b>	<b>2,459</b>
<b>PBT</b>	<b>3,646</b>	<b>2,228</b>	<b>2,832</b>	<b>11,361</b>	<b>9,303</b>
Provision For Tax	879	546	701	2,789	2,338
<b>PAT</b>	<b>2,767</b>	<b>1,682</b>	<b>2,131</b>	<b>8,573</b>	<b>6,965</b>

## Notes for Q4FY22

- COVID-19 provision reversed: ₹ 453 cr, continue to carry: ₹ 547 cr
- Additional provision over regulatory requirement on standard restructured book: ₹ 120 cr (10% of the book)

Customers (In mn)	31-Mar-22	31-Mar-21	Growth
As on	32.7	26.0	26%
Net Additions in Q4	2.0	1.1	87%

# Fees & Services

₹ cr	Q4FY22	Q4FY21	Q3FY22	FY22	FY21
Distribution & Syndication Income	376	292	230	1,102	785
General Banking Fees	1,279	1,023	1,221	4,511	3,396
Others	42	63	45	168	150
<b>Fees and Services</b>	<b>1,697</b>	<b>1,378</b>	<b>1,496</b>	<b>5,781</b>	<b>4,331</b>

# Asset Quality



₹ cr	31-Mar-22	31-Mar-21	31-Dec-21
GNPA	6,470	7,426	6,983
NNPA	1,737	2,705	2,004
GNPA (%)	2.34%	3.25%	2.71%
NNPA (%)	0.64%	1.21%	0.79%
PCR (excl standard and COVID prov)	73.2%	63.6%	71.3%

Slippage for the quarter  
₹ 736 cr (0.27% of Advances);  
Recoveries and upgrades  
₹ 897 cr

Credit cost on advances for  
Q4FY22: 27 bps annualised  
(excl COVID reversal) [FY22:  
55 bps]

- Standard Restructured FB o/s under COVID resolution frameworks - ₹ 417 cr as at 31st Mar, 2022 [0.15% of Advances]
- Standard Restructured FB o/s under MSME resolution frameworks - ₹ 788 cr as at 31st Mar, 2022 [0.29% of Advances]
- Additional provision over regulatory requirement created on standard restructured book: ₹ 120 cr (10% of the book)
- Continue to carry COVID-19 prov: ₹ 547 cr
- SMA2^ O/s - ₹ 186 cr [31st Dec, 2021: ₹ 298 cr]
- No sale of any loans during the year
- Total provisions (incl specific, standard, COVID-19 related etc.) held as on 31<sup>st</sup> Mar, 2022 at ₹ 6,710 cr

<sup>^</sup> Fund based outstanding for borrowers with exposure > ₹5 cr



# Balance Sheet

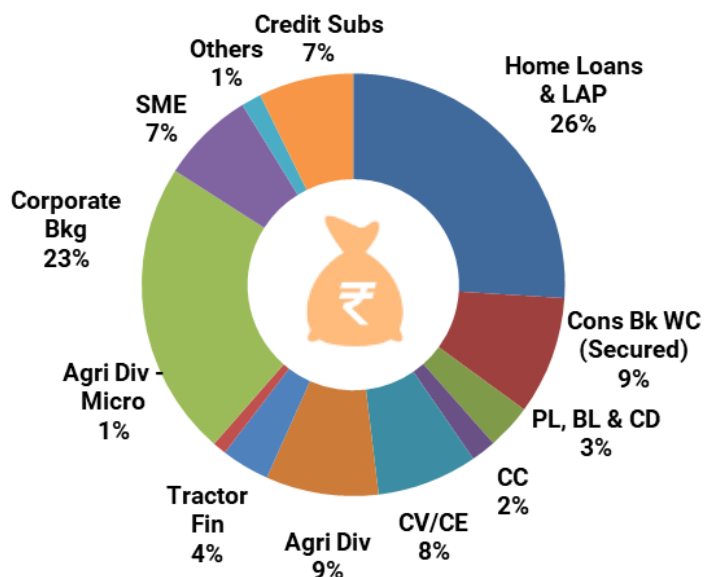
₹ cr	31-Mar-22	31-Mar-21	31-Dec-21
Capital & Reserves and Surplus	72,456	63,727	69,617
Deposits	311,684	280,100	305,286
CA	64,662	52,087	57,097
Fixed rate SA	117,908	106,101	117,011
Floating rate SA	6,564	11,125	8,810
Term Deposits	122,550	110,787	122,368
Of which: TD Sweep	21,906	20,924	23,111
Borrowings	25,967	23,651	27,560
Other Liabilities and Provisions	19,321	15,992	15,684
<b>Total Liabilities</b>	<b>429,428</b>	<b>383,470</b>	<b>418,147</b>

₹ cr	31-Mar-22	31-Mar-21	31-Dec-21
Cash, Bank and Call	42,924	39,627	46,152
Investments	100,580	105,099	105,844
Government Securities	75,135	85,345	79,776
Credit Substitutes	21,227	15,168	21,634
Others	4,218	4,586	4,434
Advances	271,254	223,670	252,935
Fixed Assets and Other Assets	14,670	15,074	13,216
<b>Total Assets</b>	<b>429,428</b>	<b>383,470</b>	<b>418,147</b>

# Customer Assets



31-Mar-22 (₹ 292,481 cr)



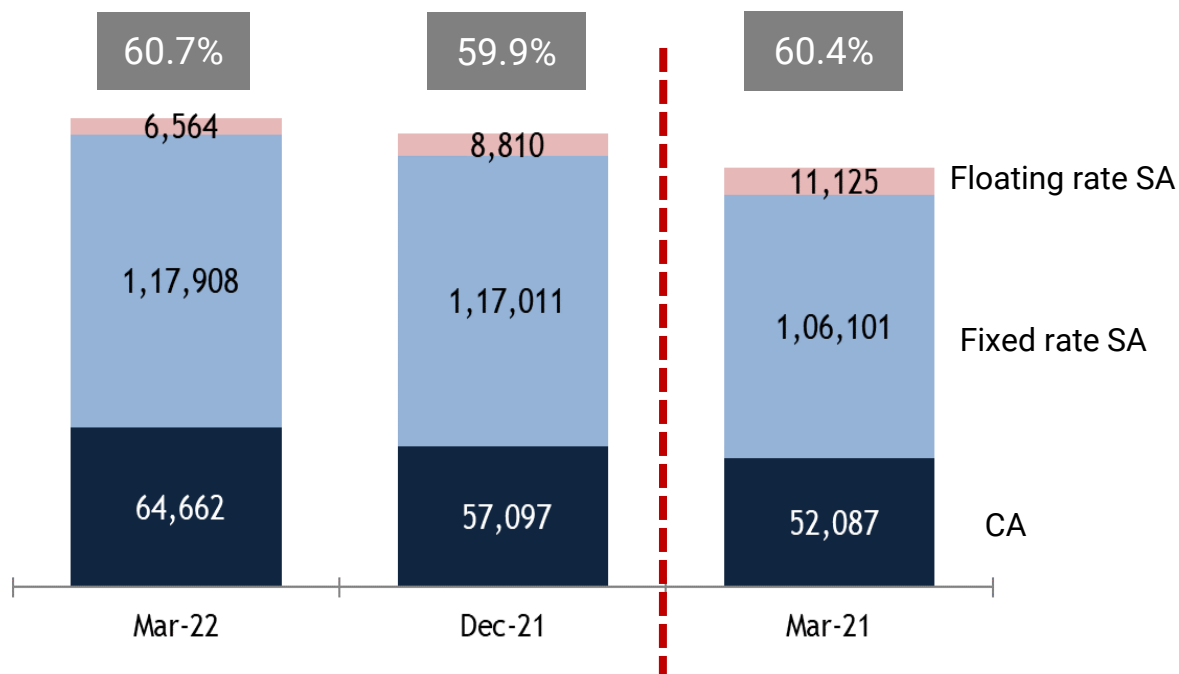
## Customer Assets

₹ cr	31-Mar-22	31-Mar-21	31-Dec-21	YoY	QoQ
Home Loans & LAP	76,077	54,749	68,871	39%	10%
Consumer Bank WC (Secured)	26,444	21,839	24,080	21%	10%
PL, BL and Consumer Durables	10,071	7,022	8,554	43%	18%
Credit Cards	5,572	3,969	4,948	40%	13%
CV/CE	22,490	20,377	20,388	10%	10%
Agriculture Division	25,207	21,708	22,600	16%	12%
Tractor Finance	10,766	9,411	10,128	14%	6%
Micro Finance	3,052	2,033	2,400	50%	27%
Corporate Bkg	66,212	62,402	68,095	6%	-3%
SME	20,906	16,682	18,994	25%	10%
Others	4,457	3,478	3,877	28%	15%
<b>Total Advances</b>	<b>271,254</b>	<b>223,670</b>	<b>252,935</b>	<b>21%</b>	<b>7%</b>
Credit Substitutes	21,227	15,168	21,634	40%	-2%
<b>Total Customer Assets</b>	<b>292,481</b>	<b>238,838</b>	<b>274,569</b>	<b>22%</b>	<b>7%</b>

# Deposit

CASA (₹ cr)

CASA %



Cost of SA

3.52% [3.74%]

TD Sweep as % of total deposits

7.0% [7.5%]

CASA & TDs below ₹ 5 cr, as % of total deposits

89% [91%]

Branch Count (excl GIFT & DIFC)

1,700 [1,604]

YoY %

Avg CA (YTD)

49,776

26%



39,481

Avg Fixed rate SA (YTD)

110,988

11%



99,907

Avg TD Sweep (YTD)

23,313

16%



20,074

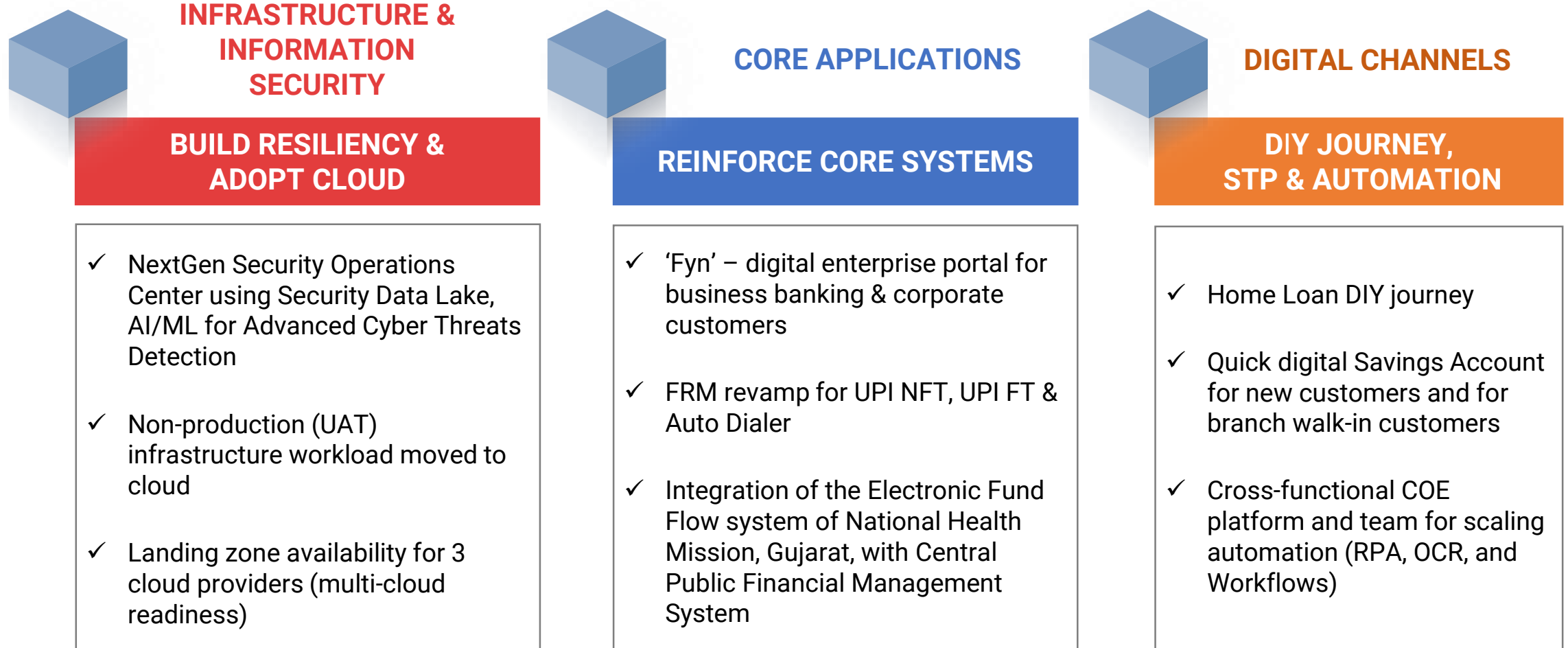
Figures in [brackets] are Q4FY21 numbers

# Investing in Technology Backbone

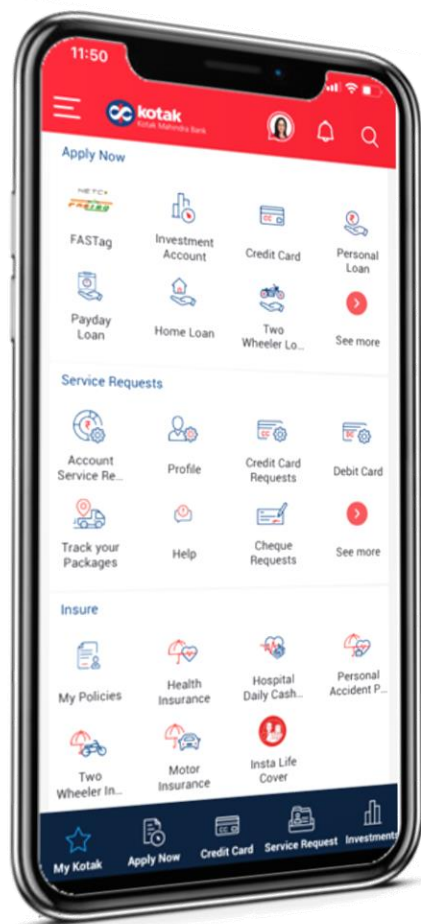
For Acquisition, Engagement, Experience



## Key Projects Completed in Q4



# Kotak MB: SuperApp for all financial needs



## Key launches in the app in Q4



**Pay bills of  
associations and  
municipalities**



**Free Credit  
Score**



**ReKyc and  
Address update**



**Search for a  
Home**



**Loan & Credit  
Card Offers**



**Investment  
Research**

**4.8**  
Among the top rated  
banking apps on iOS

**4.4**  
Among the top rated  
banking apps on Android

**40%**  
Monthly Active Users  
growth YoY

**123%**  
Transaction Volume  
growth YoY

**53%**  
Transaction Value  
growth YoY

## Growing share of the UPI market

Among **top 10** UPI remitter banks

Among **top 10** UPI apps by txn volume

**2.3X** YoY UPI transaction volume,  
Q4FY22 vs Q4FY21

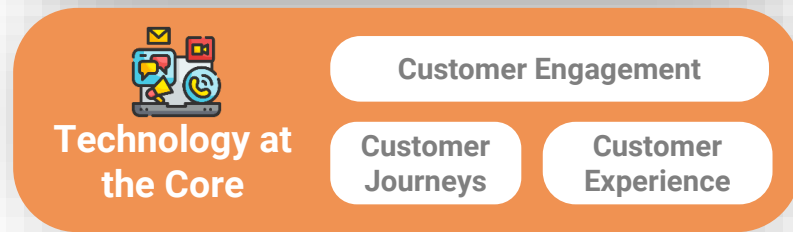
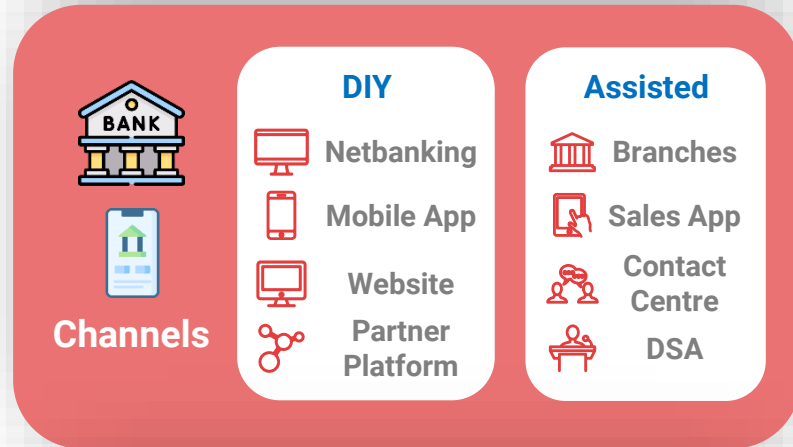
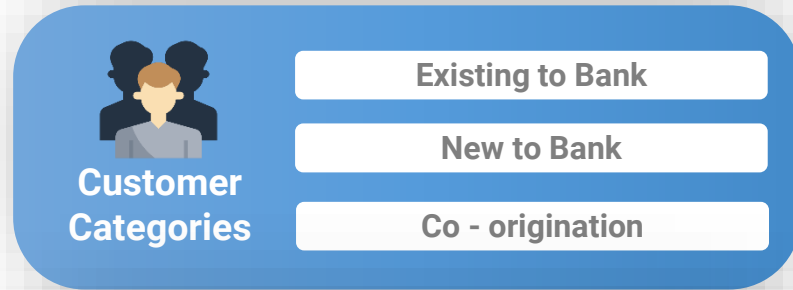
**1.5X** YoY UPI acquiring transaction volume,  
Q4FY22 vs Q4FY21

**3.7X** UPI transactions within Mobile App,  
Mar '22 vs Apr '21

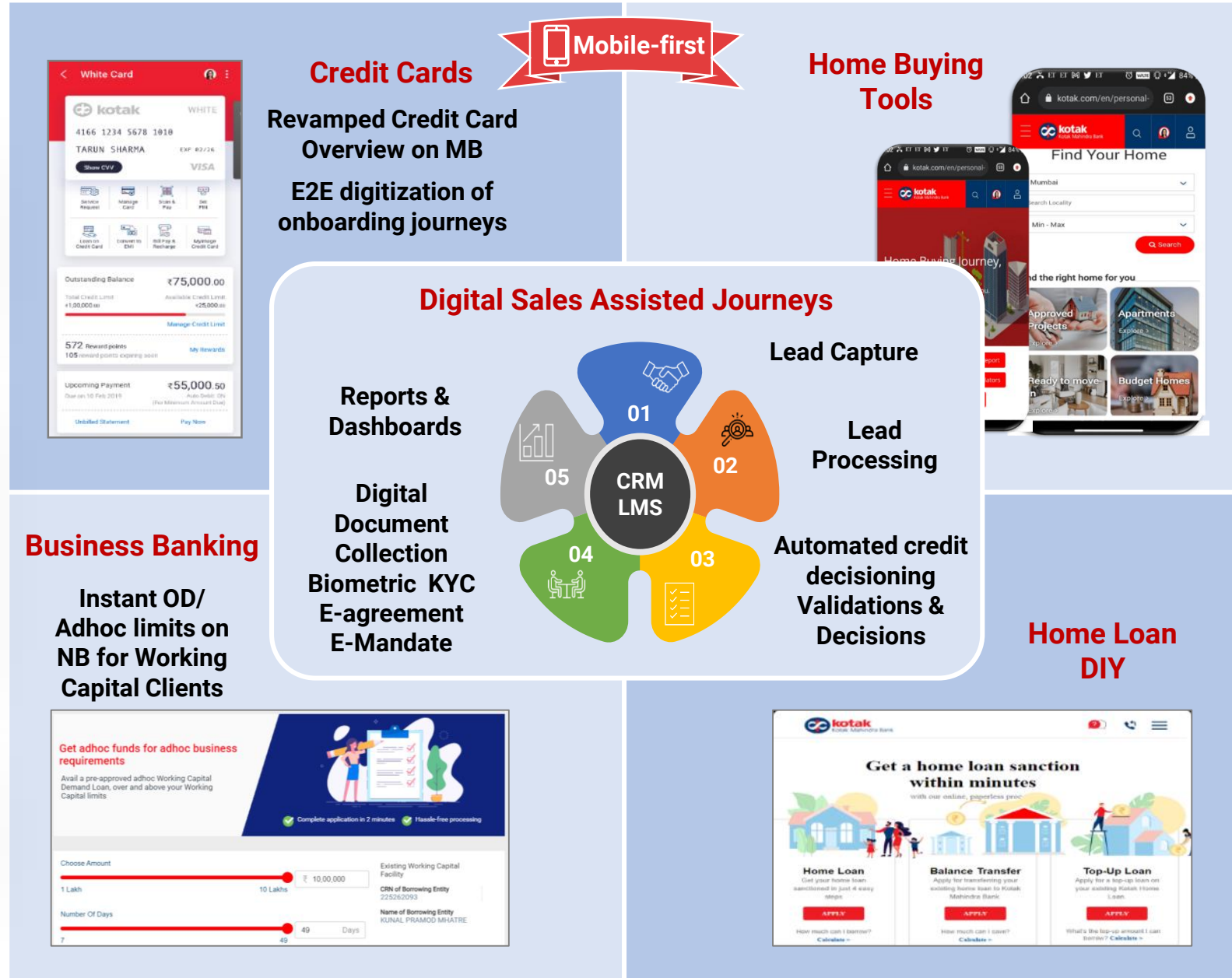
**8.5X** Pay Your Contact transactions  
Mar '22 vs Jun '21

# Retail Assets

## Digital engagement journeys



## Key new customer journeys in Q4



# Participation in Public Ecosystems

## Leveraging Regulatory Enablers

### Account Aggregator

Enabled in Assisted HL, BL & LAP journey and DIY-HL journey - More lending products planned soon

### OCEN

GeM Sahay ecosystem for cash flow based lending is live

# Customer Service and Convenience

## AI enabled Customer Support Conversational Banking



Keya Chatbot: Key launches in Q4



**Account Balance –  
Lien & under-clearing**

2.1X

Avg. Monthly Active Users,  
Q4FY22 vs Q4FY21



**Credit Card  
Reward Points**

40+

SRs / Enquiries live

## WhatsApp Banking: Key launches in Q4



**Pre Approved Offers  
UI Enhancement**

2.2X

Monthly Active Users,  
Mar '22 vs Mar '21



**Wealth Portfolio  
UI Enhancement**

25+

Services live

## Services made available digitally



**Nominee updation for SA, TD  
and RD account**



**Address update via MB app**



**NB 2.0 password generation  
instantly**



**Customs Duty payments  
through Kotak PG**



# Business Banking

**fyn** | Revolutionizing CX

Digital portal | One-stop | Future ready | Unified view

INTRODUCING  
**fyn**

**BANK ON US, FOR ALL  
DIGITAL BUSINESS  
BANKING SOLUTIONS**

Trade | Collections | Payments | Account Services

Enterprise portal exclusive for Business Banking and Corporate clients, with **seamless experience** and a **unified view** across product platforms

# Transforming Transaction Banking

Key Launches in Q4

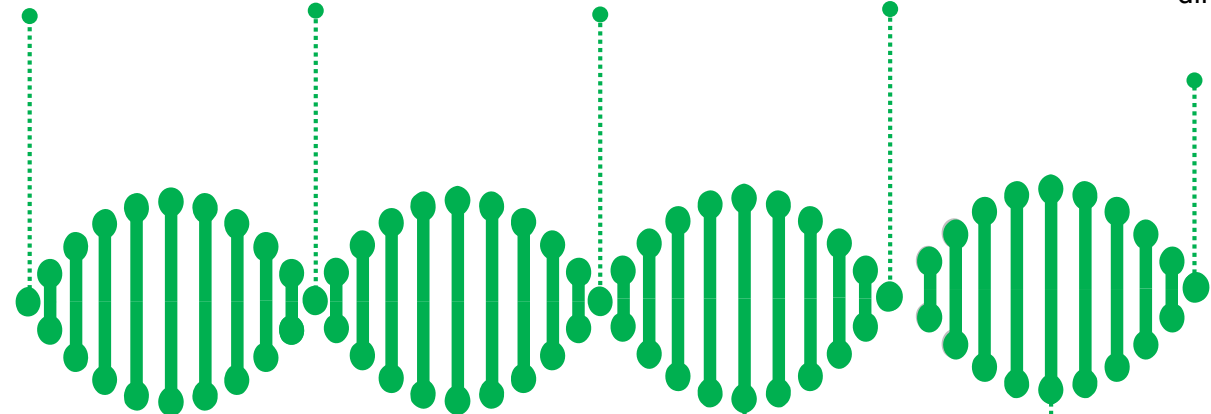
**Instant CMS**  
Faster and  
immediate CMS  
Setup for clients

**UPI ASBA**  
Seamless  
management of  
IPO transactions

**Tax Payments**  
End to End tax  
payments to  
Customs

**Prepaid Platform**  
Prepaid card  
solution for  
corporate payments

**Custody E Voting System**  
Platform for custody  
clients to view meetings  
and exercise votes  
directly



**RuPay Bin  
Sponsorship**  
Superior RuPay  
Experience

**Dynamic QR  
UPI**  
Enterprise UPI  
solution

**B2B Closed  
User Group**  
card  
program

**Network Enterprise  
Acquiring**  
Enhanced Credit  
Card Payments



# Digital Highlights



## Web Channels

### Netbanking

- ❑ **9%** YoY growth in Logins, Q4FY22 vs Q4FY21
- ❑ **16%** YoY growth in 90-day active user base, Q4FY22 vs Q4FY21
- ❑ **11%** YoY growth in Financial transaction value, Q4FY22 vs Q4FY21

### Website

- ❑ **43%** YoY growth in Visits, Q4FY22 vs Q4FY21
- ❑ **35%** YoY growth in Page views, Q4FY22 vs Q4FY21

## Digital Lending

- ❑ **79%** of Credit Cards sourced through digital platforms in Q4 FY22
- ❑ **20%** QoQ growth in Digital Share in Personal Loan, Q4FY22 vs Q3FY22
- ❑ **99%** YoY growth in Digital Share of Home Loans in Q4FY22 vs Q4FY21
- ❑ **1.8X** QOQ in customers availing Business Loans digitally

- ❑ **82%** RDs and **79%** FDs booked digitally
- ❑ **92%** investment a/cs sourced via App & Netbanking
- ❑ **58%** of MF/SIPs booked through digital channels

## Adoption & Cross-sell

## In-app shopping Kaymall

- ❑ **1.6X** YoY volume in Kaymall in-app shopping, Q4FY22 vs Q4FY21
- ❑ **3.7X** YoY value in shopping + grocery categories, Q4FY22 vs Q4FY21

- ❑ **Net Promoter Score of 64+** for Services @ Branch Banking
- ❑ **64%** of total bank customer requests processed real-time
- ❑ **83%** of DIY requests coming online

## Digital Transformation

**97.8% of SA transaction volumes were in digital or non-branch modes in Q4**

# Kotak Mahindra Life Insurance

₹ cr	FY22
Indian Embedded Value (IEV)*	10,679
Value of New Business (VNB) *	895
VNB Margin (%)*	31.1%

## Highlights

- Embedded value grew by 8.2% while VNB grew by 29.5%
- Individual Conservation ratio: 89.4 %
- Share of Protection Premium as percentage of Total New Business Premium: 32.9 %
- Claims settlement ratio  
Individual – 98.82 %    Group – 99.58%

Individual New Business Product Mix <sup>#</sup>	FY22
Participating Products	33.5%
Non-Participating Products	38.7%
ULIP	27.8%

Channel Mix	FY22
Bancassurance	51%
Agency & Others	49%

Persistency	Feb 22 <sup>~</sup>
For 13 <sup>th</sup> month	82.4%
For 25 <sup>th</sup> month	75.2%
For 37 <sup>th</sup> month	65.9%
For 49 <sup>th</sup> month	62.1%
For 61 <sup>st</sup> month	51.5%

\*Computed based on the principles prescribed by APS10. The methodology, assumptions and results have been reviewed by Willis Towers Watson Actuarial Advisory LLP

<sup>#</sup>Based on Individual New Business Premium APE : Annualised Regular Premium + 1/10th Single Premium

<sup>~</sup>For Individual business, excluding single premium and fully paid up policies

# Kotak Mahindra Life Insurance

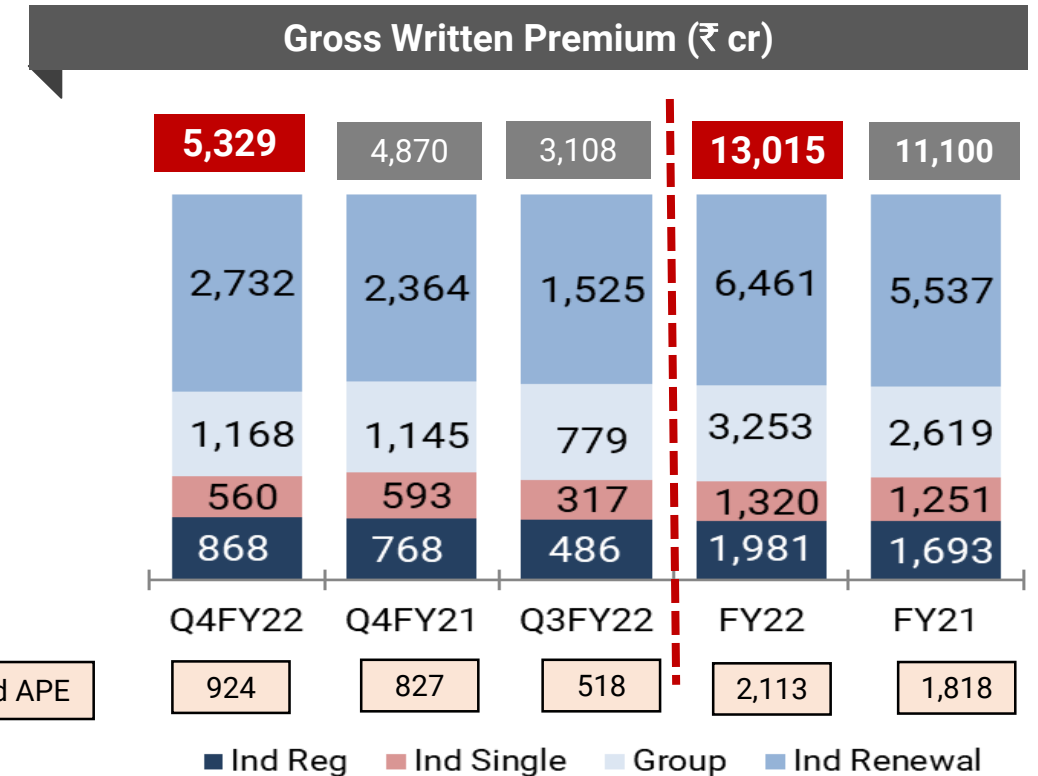


₹ cr	Q4FY22	Q4FY21	Q3FY22	FY22	FY21
Capital	562	562	562	562	562
Other Reserves and Surplus	3,827	3,483	3,560	3,827	3,483
Total Premium	5,329	4,870	3,108	13,015	11,100
<b>Profit After Tax (Shareholders')</b>	<b>267</b>	<b>193</b>	<b>247</b>	<b>425</b>	<b>692</b>
Solvency Ratio (x)	2.73	2.90	2.66	2.73	2.90

## Notes

- Gross written premium FY22 grew 17.3 % YoY
- Individual APE NB premium for Q4FY22 grew 11.8% YoY against private industry growth of 8.5%
- Individual renewal premium for Q4Y22 grew 15.6% YoY
- AUM (Policyholders') as on 31<sup>st</sup> Mar, ₹ 51,800 cr, growth of 20.3% YoY
- Operating expenses ratio improved to 12.8% in FY22 (FY21: 13.6%)
- Number of active lives<sup>#</sup> grew by 11.1% from 3.3 cr as on Mar 31, 2021 to 3.7 cr as on Mar 31, 2022

# Source - Internal core Policy Administration System as of 31<sup>st</sup> March 2022

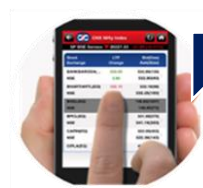


₹ cr	Q4FY22	Q4FY21	Q3FY22	FY22	FY21
Total Income	661	570	656	2,502	2,020
Profit Before Tax	335	321	359	1,334	1,057
<b>Profit After Tax</b>	<b>252</b>	<b>241</b>	<b>270</b>	<b>1,001</b>	<b>793</b>
Market Share Cash* (%)	11.5	9.7	10.4	10.6	9.3

Overall Market Share\* Q4FY22: 3.7\*% (Q4FY21: 2.2%)

1,476 branches, franchises and referral co-ordinators

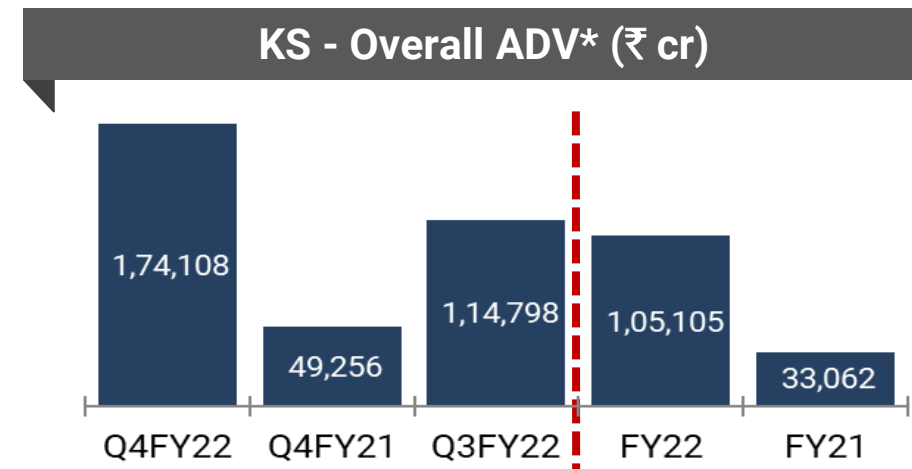
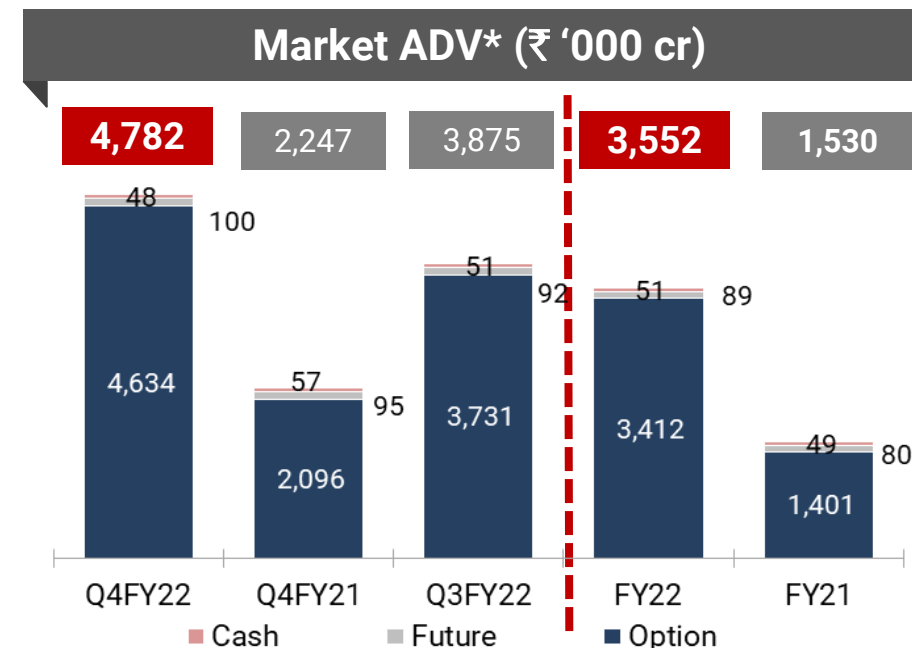
\*excluding BSE Derivative & Proprietary Segments



**359%**  
growth YoY  
in Internet  
Trading ADV



**412%**  
growth YoY  
in Mobile  
Trading ADV



# Kotak Securities – Digital Update



## Neo platform

- Launched a robust cloud based trading platform with cutting-edge technology stack
- Upgraded customer experience across Login, Trade, Payment, Portfolio view



## Web, Mobile enhancements

- Introduced new features eg order slicing, stock fundamental and screeners
- Extended Net banking facility for additional 31 banks



## Digital servicing

- Online DIY service journeys made available to update details on Nominee, bank, address, mobile email id & trading segment activation



## Acquire & Partnership

- Executed first acquire deal with TradeGyani
- Initiated partnership with Fin-Techs like StockEdge and Trendlyne to empower clients to take informed trading decisions



## Youth initiative

- Launched an online subscription based 'No Brokerage Plan' for under 30 audience
- Encourages youth to experience markets early, without worrying about brokerage

# Kotak Mahindra Capital Company



## Equity

<b>KOTAK MAHINDRA BANK LTD.</b> # Block Deal ₹ 6,800 cr	<b>CIPLA LTD.</b> # Block Deal ₹ 1,835 cr
<b>ADANI WILMAR LTD.</b> # Initial Public Offer ₹ 3,600 cr	<b>SBI LIFE INSURANCE LTD.</b> # Block Deal ₹ 597 cr
<b>Max Healthcare LTD.</b> # Block Deal ₹ 3,297 cr	<b>TECH MAHINDRA LTD.</b> # Block Deal ₹ 500 cr
<b>VEDANT FASHIONS LTD.</b> # Initial Public Offer ₹ 3,149 cr	<b>VIJAYA DIAGNOSTIC CENTRE LTD.</b> # Block Deal ₹ 439 cr
<b>OIL AND NATURAL GAS CORPORATION LTD.</b> # Offer For Sale ₹ 3,000 cr	

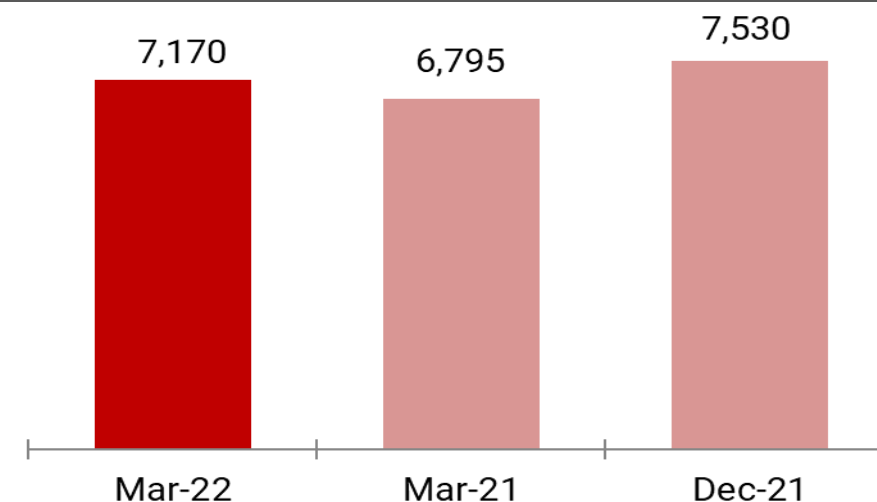
## Advisory

<b>TATA CONSUMER PRODUCTS</b> <b>TATA COFFEE</b> ₹ 4,295 cr	Exclusive financial advisor and fairness opinion provider to Tata Consumer Products for reorganization with Tata Coffee
<b>Crompton</b> <b>Butterfly</b> ₹ 2,077 cr	Exclusive financial advisor & manager to the open offer to Crompton Greaves Consumer Electricals for acquisition of Butterfly Gandhimathi
<b>Kogta FINANCIAL</b> <b>IIFL</b> ₹ 846 cr	Exclusive financial advisor to Kogta Financial for Series D funding and exit of IIFL
<b>iD</b> ₹ 507 cr	Exclusive financial advisor to iD Fresh Food & Helion Venture Partners for investment by NewQuest Capital Partners

₹ cr	Q4FY22	Q4FY21	Q3FY22	FY22	FY21
Total Income	89	55	165	440	202
Profit Before Tax	55	33	135	316	111
Profit After Tax	42	25	103	245	82

₹ cr	Q4FY22	Q4FY21	Q3FY22	FY22	FY21
NII	116	88	109	427	354
Other Income	28	29	59	141	74
<b>NII and Other Income</b>	<b>144</b>	<b>117</b>	<b>168</b>	<b>568</b>	<b>428</b>
Profit Before Tax	135	98	149	499	346
<b>Profit After Tax</b>	<b>101</b>	<b>73</b>	<b>111</b>	<b>371</b>	<b>258</b>
NNPA (%)	0.6%	0.6%	0.4%	0.6%	0.6%
CAR (%) (incl unaudited profits)	34.6%	33.2%	32.7%	34.6%	33.2%
ROA (%) - annualised	4.0%	3.9%	4.5%	4.1%	3.5%

## Customer Assets\* (₹ cr)



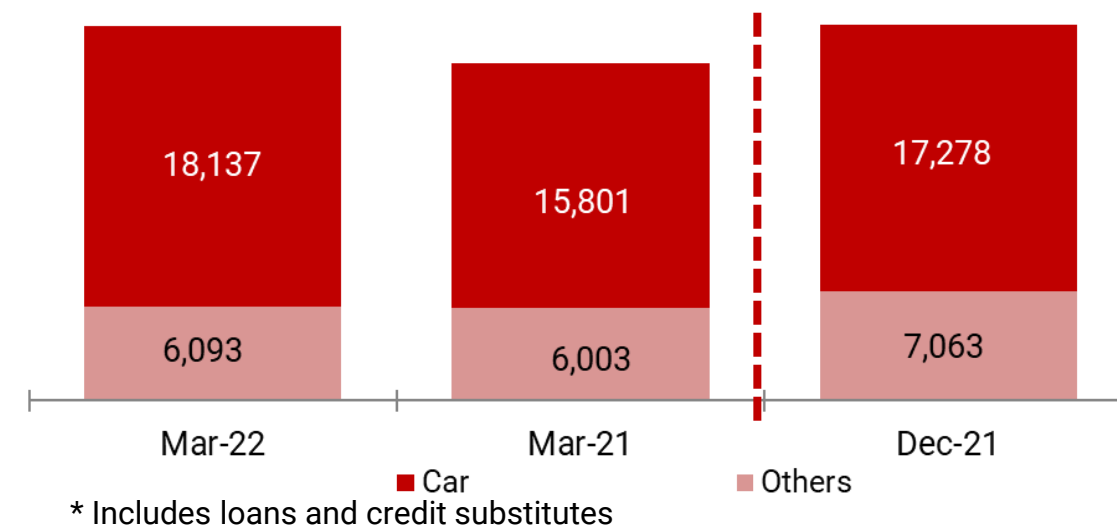
\* Includes loans and credit substitutes

## Notes

- Focus on Balance Sheet quality
- PBT up by 44% on YoY basis
- Improved margins

₹ cr	Q4FY22	Q4FY21	Q3FY22	FY22	FY21
NII	427	313	378	1,457	1,212
Other Income	76	67	118	331	220
<b>NII and Other Income</b>	<b>503</b>	<b>380</b>	<b>496</b>	<b>1,787</b>	<b>1,432</b>
Profit Before Tax	416	248	337	1,180	720
<b>Profit After Tax</b>	<b>313</b>	<b>184</b>	<b>254</b>	<b>886</b>	<b>535</b>
NNPA (%)	1.7%	1.8%	2.1%	1.7%	1.8%
CAR (%) (incl unaudited profits)	30.1%	29.4%	28.8%	30.1%	29.4%
ROA (%) - annualised	4.5%	2.9%	3.9%	3.4%	2.1%

## Customer Assets\* (₹ cr)



## Notes

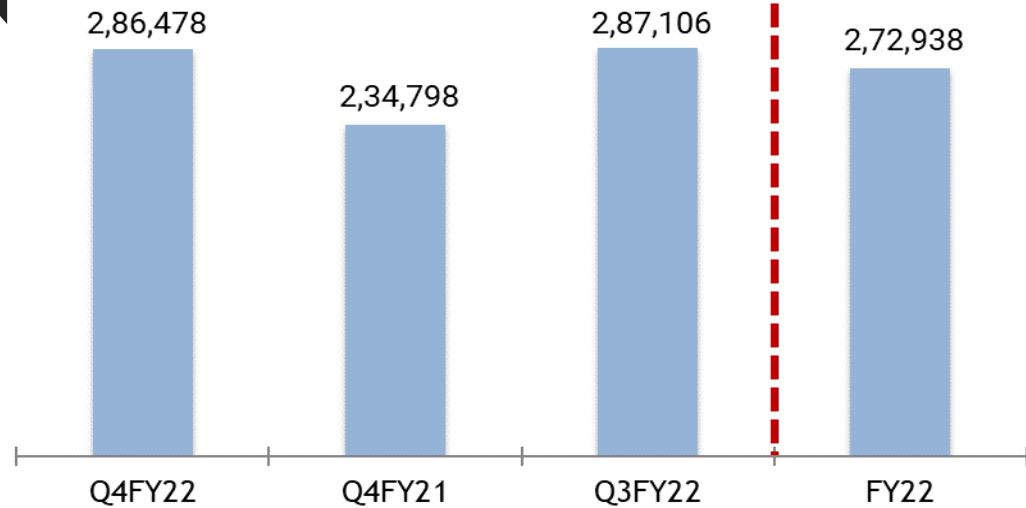
- Acquired car finance portfolio of Ford
- Recoveries further improved in Q4FY22
- Impact of RBI circular dated 12<sup>th</sup> November, 2021 on GNPA & Provisioning in Q3
- COVID-19 provision reversed during the quarter: ₹ 53 cr, continue to carry: ₹ 6 cr



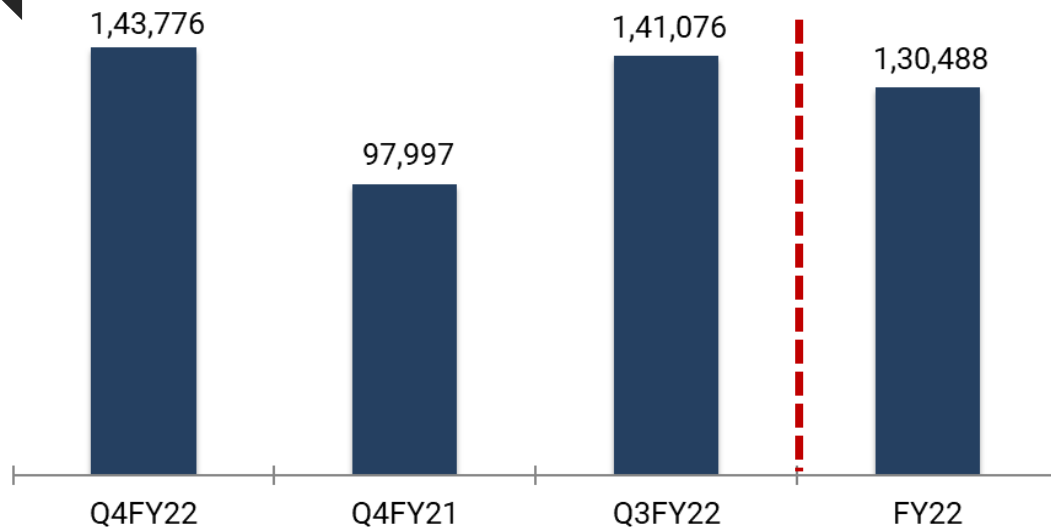
# Kotak Mahindra AMC & Trustee Co.



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



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



₹ cr	Q4FY22	Q4FY21	Q3FY22	FY22	FY21
Profit Before Tax	136	134	192	601	465
Profit After Tax	102	100	149	454	346

## Notes

- Overall Market share on AAUM increased to 7.4% in Q4FY22 (Q4FY21: 7.3%)
- Equity AAUM market share increased to 5.4% in Q4FY22 (Q4FY21: 5.2%)
- AAUM grew 35% YoY compared to industry growth of 20%
- Monthly SIP Inflows for Mar'22: ₹ 7.2 bn, up 34% YoY
- Individual MAAUM Mix- 49%
- Launched its maiden Alternate Investment Fund – Kotak India Renaissance Fund 1 in Feb'22

# Assets Under Management and Relationship Value

31<sup>st</sup> March, 2022

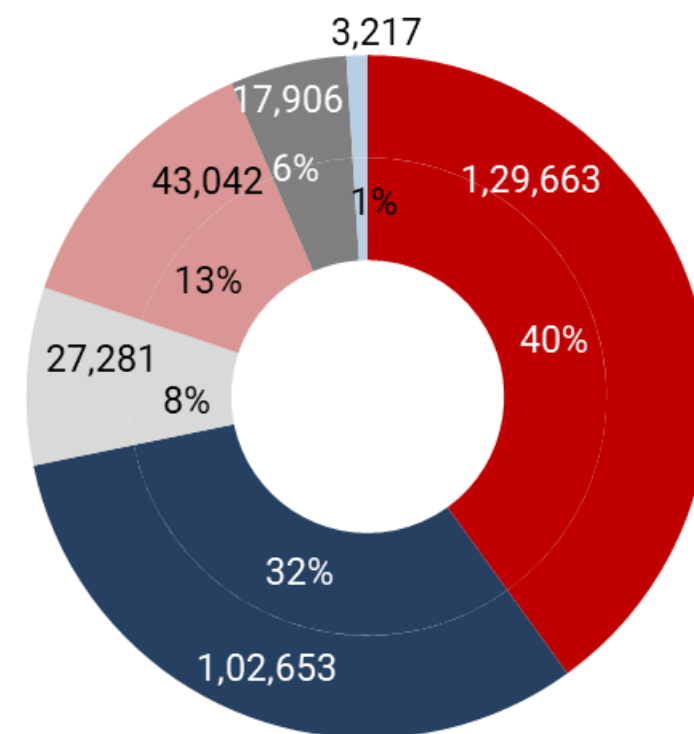
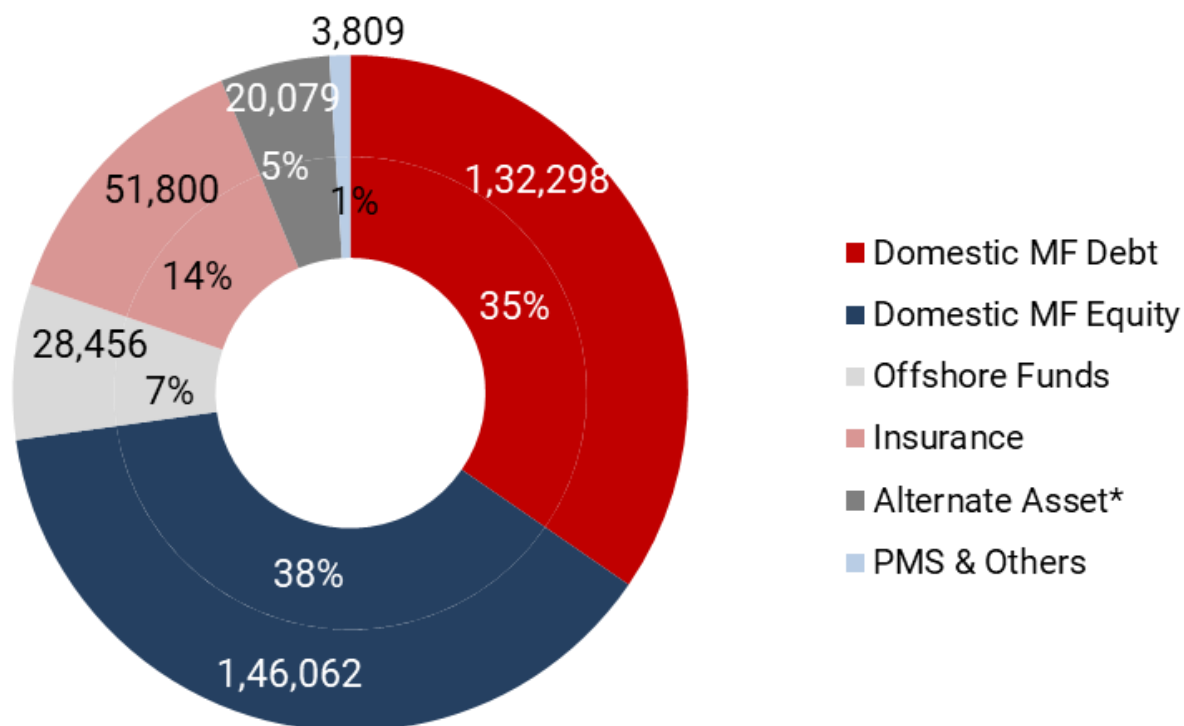
(Total: ₹ 382,504 cr)

18%



31<sup>st</sup> March, 2021

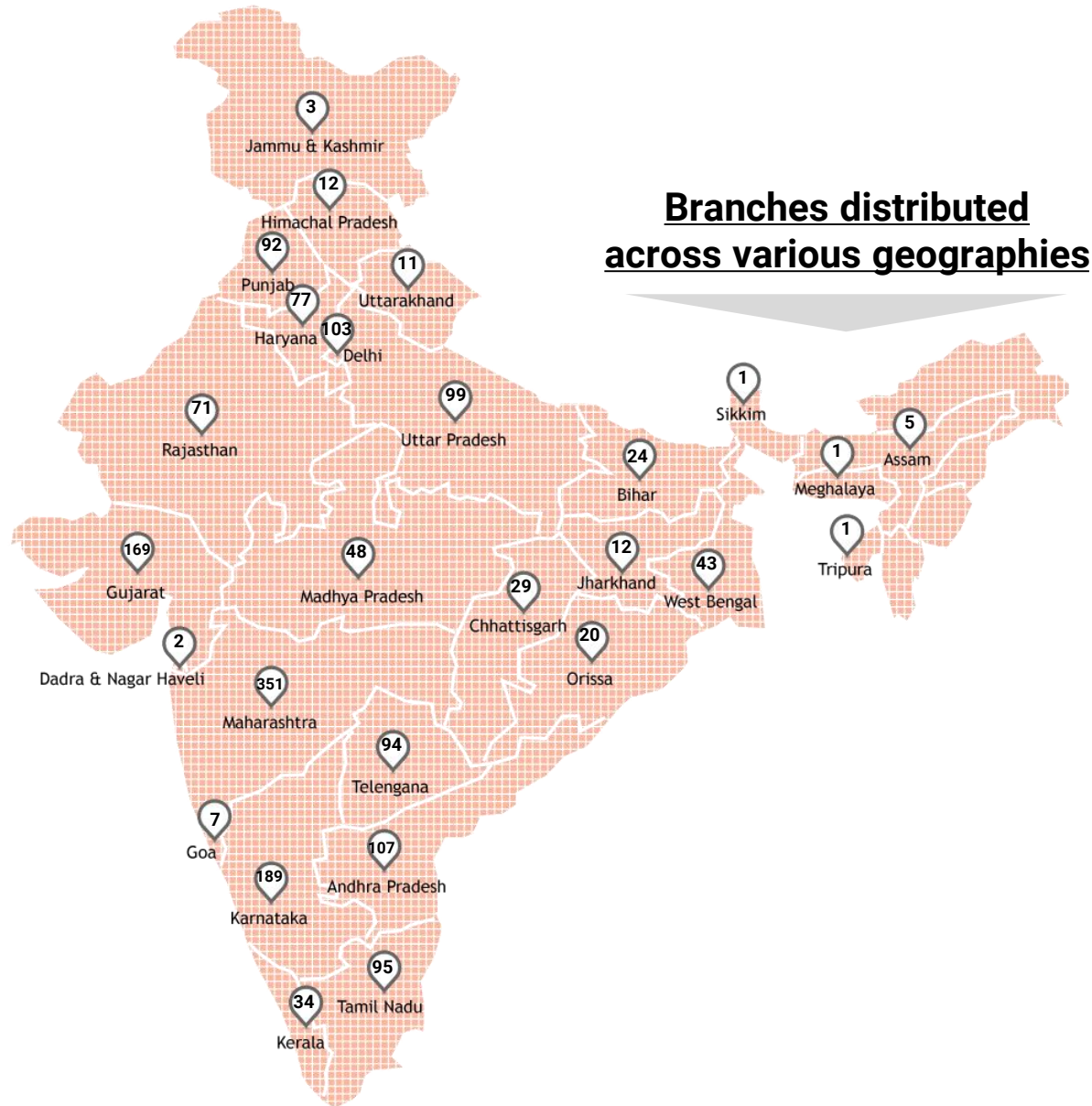
(Total: ₹ 323,762 cr)



\* Includes undrawn commitments, wherever applicable

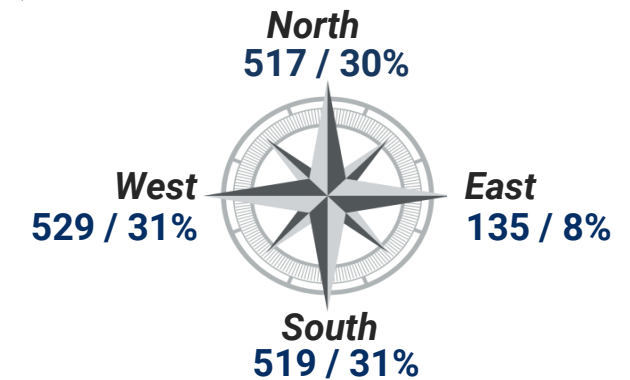
**Relationship Value of Private Banking + Priority + Investment Advisory as on 31<sup>st</sup> Mar, 2022 ~ ₹ 641,000 cr (PY: ~ ₹ 382,000 cr) – up 68%**

# Geographical presence

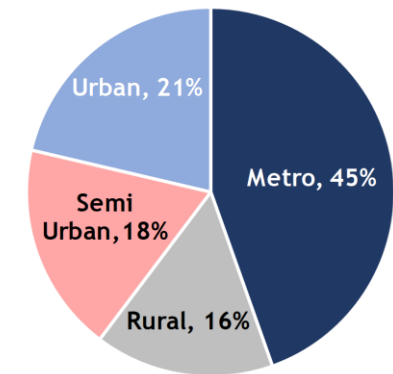


\* Does not include branches in DIFC, Dubai & GIFT city, Gujarat

**Branches 1,700\* [No./%]**



**Branch Classification**



**No. of ATMs**

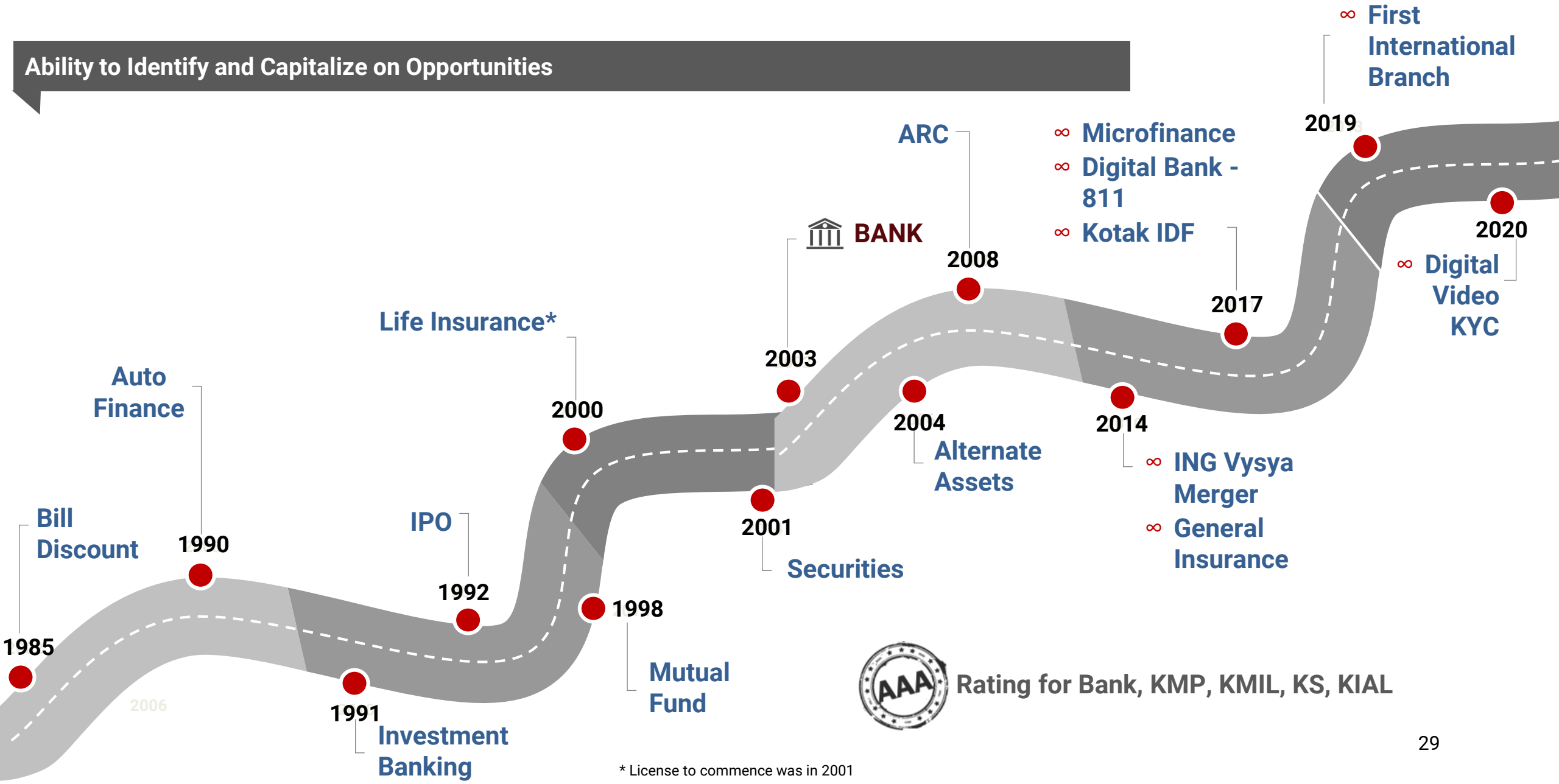


**2,705**

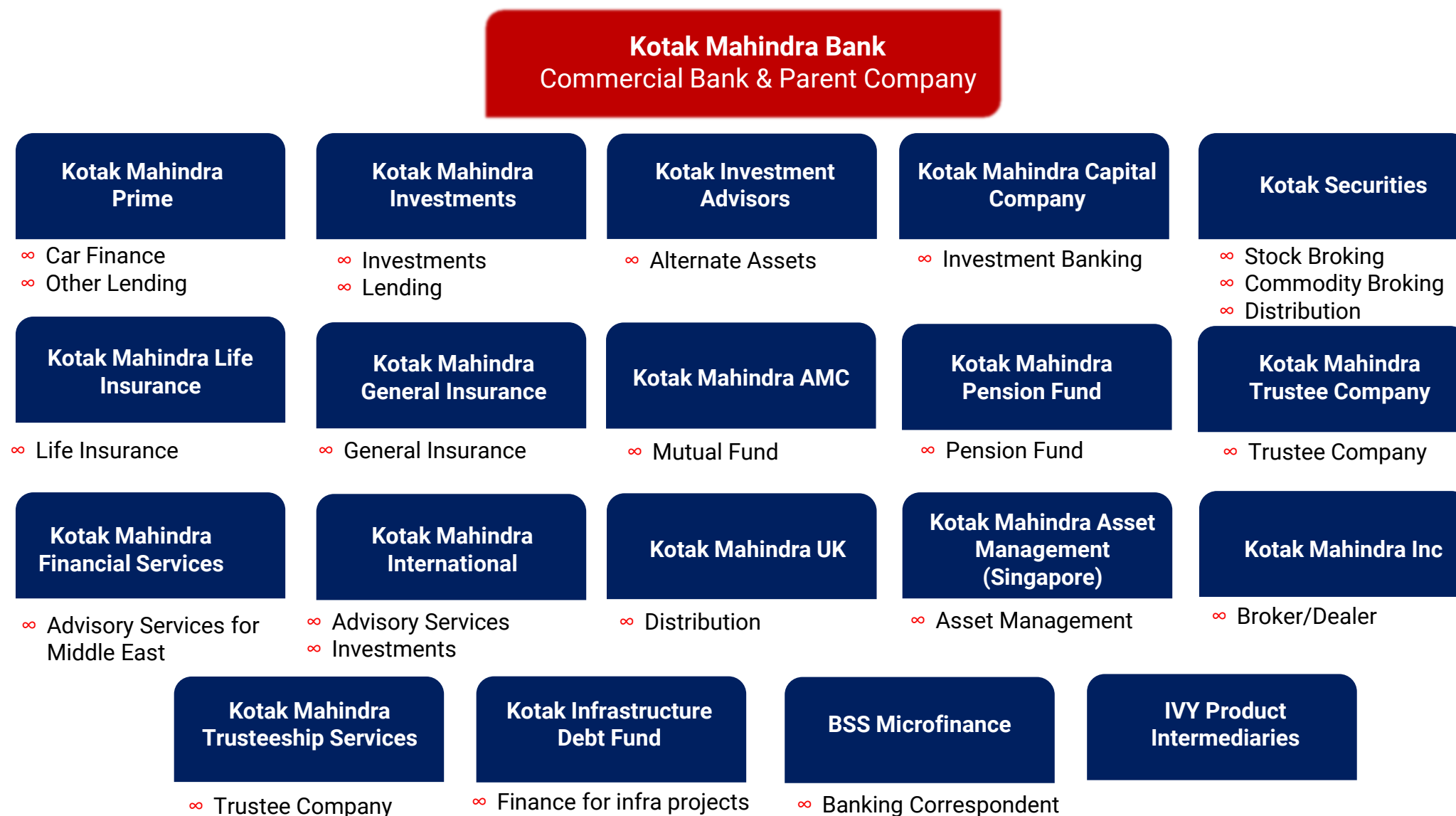
# GROUP PROFILE

# The Journey So far...

Ability to Identify and Capitalize on Opportunities



# Kotak – Diversified and integrated financial services



Note: All subsidiaries are 100% owned beneficially by the Bank



# Present Across the Entire Value Chain

## Platform with Wide Product Portfolio

### Wholesale Banking

- ∞ Corporate Loans
- ∞ Trade Finance
- ∞ Business Banking
- ∞ Commercial Real Estate
- ∞ Forex/ Treasury
- ∞ Cash Management
- ∞ Custody Business
- ∞ Off-shore Lending

### Commercial Banking

- ∞ Agriculture Finance
- ∞ Tractor Finance
- ∞ Commercial Vehicles
- ∞ Construction Equipment
- ∞ Microfinance

### Consumer Banking

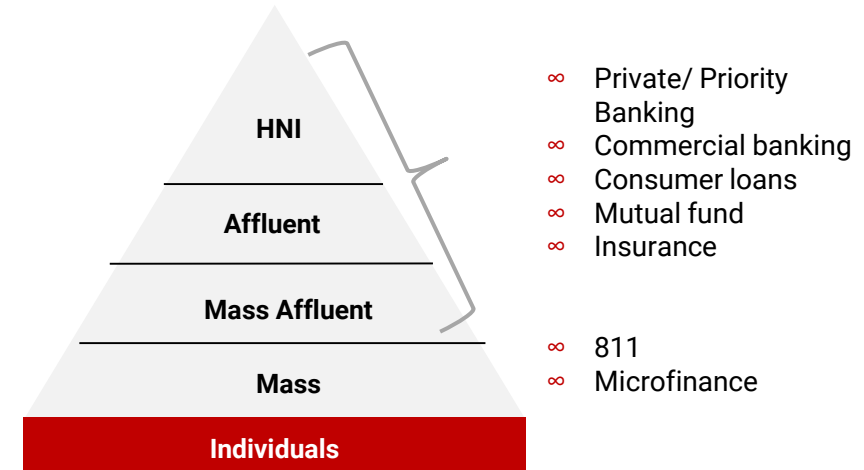
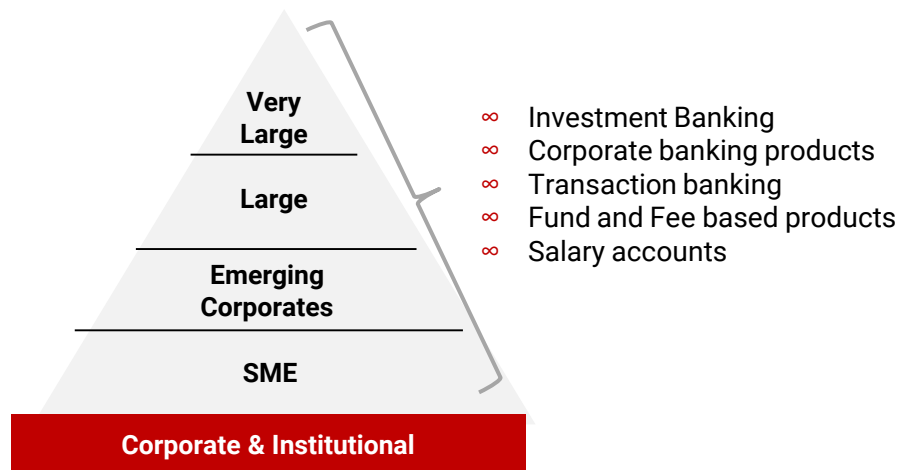
- ∞ Branch Banking
- ∞ 811
- ∞ Home loans & LAP
- ∞ Personal Loans
- ∞ Consumer Finance
- ∞ Credit Cards
- ∞ Priority Banking
- ∞ Small Business Loans
- ∞ Working Capital
- ∞ NRI Banking
- ∞ Gold Loans
- ∞ Rural Housing & Business Loans
- ∞ Forex Cards
- ∞ FASTag

### Other Financial Services

- ∞ Wealth Management
- ∞ Car and 2W Loans
- ∞ Mutual Funds
- ∞ Alternate Assets
- ∞ Off-shore Funds
- ∞ Life Insurance
- ∞ General Insurance
- ∞ Investment Banking / DCM
- ∞ Broking
- ∞ Loan against Shares
- ∞ Infra Debt Finance
- ∞ Asset Reconstruction

## Deposits across all customer segments

## Wide Customer Coverage



# Our Strengths



**An integrated financial services conglomerate with a diversified business model**

- ∞ Balance Sheet, Market & Knowledge driven businesses encompassing all customer & geographic segments
- ∞ Wide spectrum of financial products and services that help to provide balance in market cycles, hedge against downturns in specific segments and access multiple growth avenues
- ∞ Broad product spectrum helps meet our customers' diverse financial and investment requirements, enhancing overall customer experience



**Healthy asset quality & prudent risk management capabilities**

- ∞ Ability to assess opportunities with a focus on returns that are commensurate with risk through prudent risk management
- ∞ Detailed & extensive policies covering capital adequacy, portfolio concentration limits & stress testing



**Digital & technological capabilities**

- ∞ Focused on customer acquisition, customer centricity, enhancement of customer experience, making internal operations efficient and enhancing our cybersecurity and data protection framework
- ∞ Investment in technology and analytics enabling cross-sell of a wide range of products on digital platforms, thereby deepening customer relationships



**Ability to identify and capitalize on opportunities**

- ∞ Ability to identify and capitalize on profitable business opportunities, create niche and differentiated business segments and offer new products and services
- ∞ Culture of innovation that has allowed us to build profitable business models, and has enabled us to enter into and maintain partnerships



**Strong brand and leadership across businesses**

- ∞ Numerous industry awards and accolades for various aspects of our business, reflect the talent of our senior management and employees, as well as trust in the quality of our products and services
- ∞ Strong position across various segments of our businesses



**Strong governance culture and an experienced management team**

- ∞ 10/ 12 Group Management Council ('GMC') members have spent 20+ years with the Group & helped create various businesses since inception
- ∞ 63 members (as on May 04, 2022) in the 'Kotak Leadership Team' (incl. GMC) – strong succession pipeline for senior leadership positions to nurture our culture of growth, innovation & high quality governance



## Keeping Technology at the Core

Investing in technology (both infrastructure and applications), with a dual objective - 'run the Bank' and 'change the Bank'

## Leadership in digital capabilities

Continue journey on best in class digital processes and interface at speed

## Customer Centricity

Keep customer at the core of the business in order to provide a positive experience and build long term relationships

## Expanding Access to Low Cost Liabilities

## Pursuing Advances Growth

Ensuring right asset quality additions at risk adjusted pricing and appropriate risk management

## Executing with Discipline and Improving Productivity

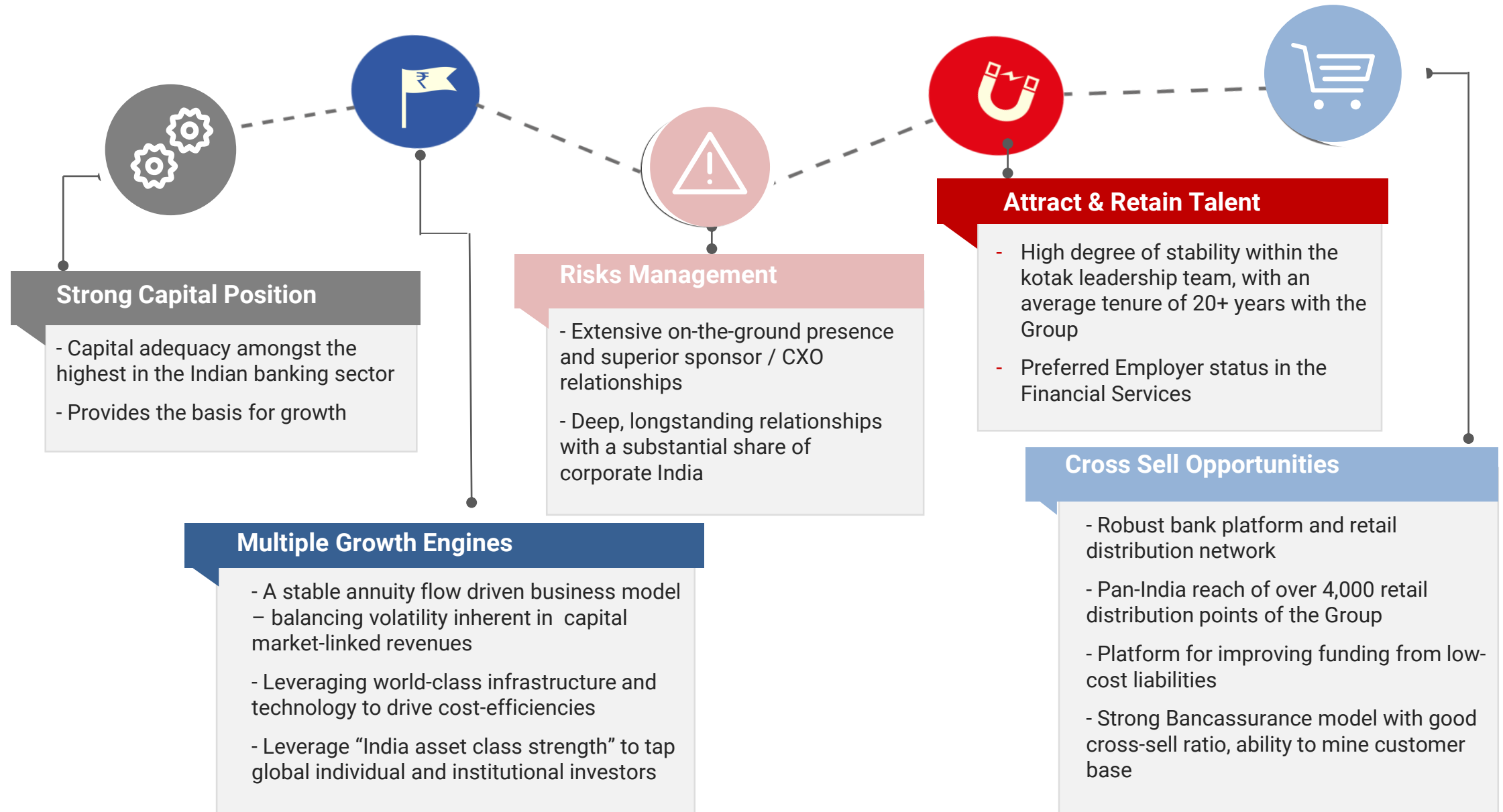
Focus on Efficiency, Productivity and Capital

## Approaching financial inclusion as an opportunity

## Building a team of talented, engaged and motivated employees in an agile structure

## Leveraging strong corporate standing to pursue inorganic opportunities

# The Path of Leadership



# Strong and Committed Leadership Team

## Senior Leadership Team with Long Vintage



**Dipak Gupta**  
Jt. MD

30 Years

Compliance, IT, HR & Marketing, Digital, Customer experience, Audit & Vigilance



**Gaurang Shah**  
WTD

25 Years

Credit, ARD, Asset Mgmt, Alternate Assets, Insurance & International Business



**KVS Manian**  
WTD

27 Years

Corporate, Institutional Equities, Investment Bank & Wealth



**D Kannan**

30 Years

Commercial Banking



**Shanti Ekambaram**

31 Years

Consumer Banking



**Jaimin Bhatt**

26 Years

Group CFO, Operations



**Nilesh Shah**

7 Years

Asset Management



**Jaideep Hansraj**

28 Years

Retail Brokerage



**Virat Diwanji**

18 Years

Retail Liabilities & Branch Banking



**Srinivasan**

29 Years

Investment Advisory



**Paul Parambi**

30 Years

Risk

63 members in Kotak Leadership Team (incl. above and MD & CEO) with an average tenure of 20+ years with the Group

No. of years represent completed years as on 4<sup>th</sup> May, 2022 with Kotak

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