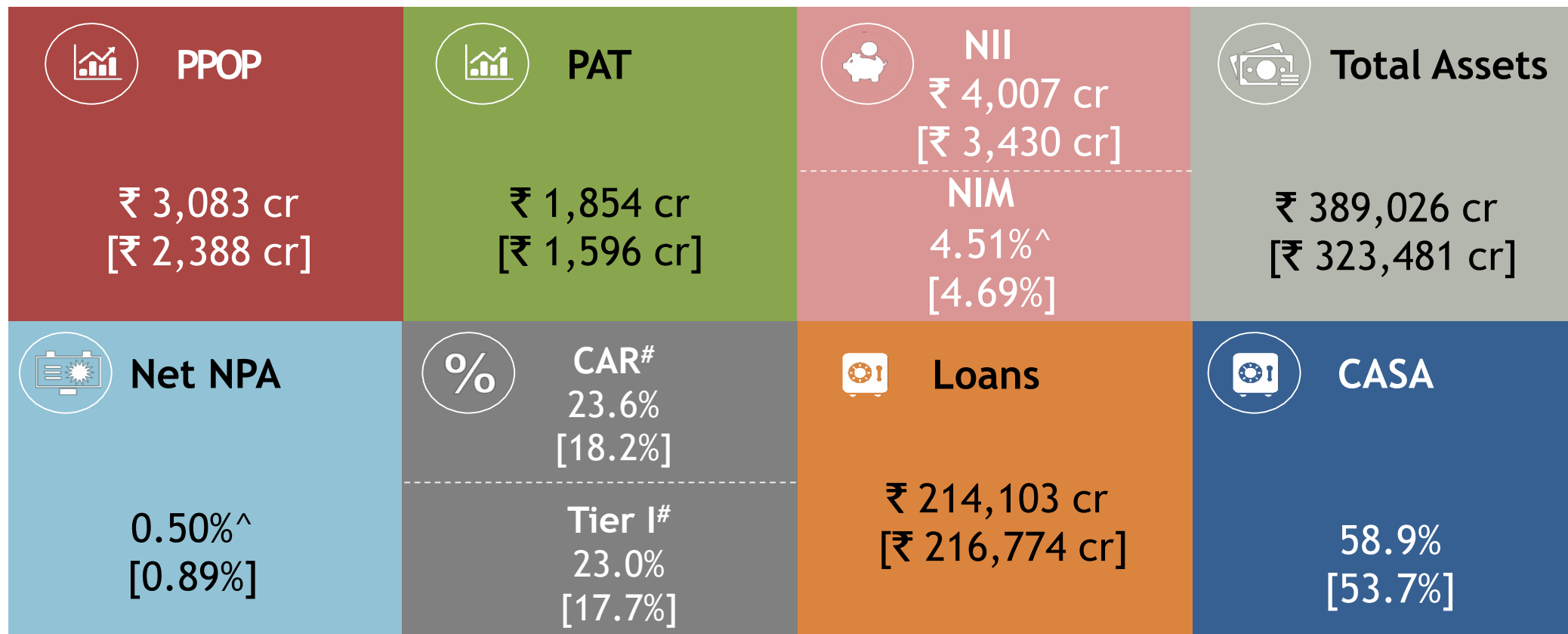


EARNINGS UPDATE Q3FY21

Presentation on financial results for the period ended 31st December, 2020

25th January, 2021

Standalone highlights Q3FY21



Figures in [brackets] are Q3FY20 numbers

[#] As per Basel III, including unaudited profits. Excluding profits CAR: 21.5%, Tier I: 20.9%

[^]In terms of interim order of the Hon. Supreme Court, Bank had not classified any borrower as NPAs post 31st August, 2020. However, necessary provision (incl interest accrued but not collected for the entire period, with moratorium) made for all borrowers more than 90 days overdue on 31st Dec, 2020

If such borrowers were classified as NPA and interest reversed, NIM and NNPA for Q3FY21 would be 4.31% & 1.24% resp

Profit and Loss Account



₹ cr	Q3FY21	Q3FY20	Q2FY21	FY20
Net Interest Income	4,007	3,430	3,913	13,500
Other Income	1,334	1,341	1,452	5,372
<i>Fee and Services</i>	1,170	1,136	1,058	4,731
<i>Others</i>	164	205	394	641
Net Total Income	5,341	4,771	5,365	18,872
Employee Cost	959	1,092	990	3,878
Other Operating Expenses	1,299	1,291	1,078	4,973
Operating Expenditure	2,258	2,383	2,068	8,851
Operating Profit	3,083	2,388	3,297	10,021
Provision On Adv/Receivables (net)	641	432	345	2,126
Provision On Investments	(42)	12	23	90
Provision & Contingencies	599	444	368	2,216
PBT	2,484	1,944	2,929	7,805
Provision For Tax	630	348	745	1,858
PAT	1,854	1,596	2,184	5,947

Notes

- Provision includes amounts (incl. interest accrued but not collected for the entire period, with moratorium) with respect to borrowers not classified as NPA pursuant to interim order of Hon. Supreme Court but overdue for over 90 days
- Provision on Adv/Receivables (net) includes general provision relating to COVID-19
- Others include treasury gains, ARD buyout
- Q3FY20 provision for tax was lower due to some favorable tax orders

Fees & Services

₹ cr	Q3FY21	Q3FY20	Q2FY21	FY20
Distribution & Syndication Income	178	128	172	590
General Banking Fees	962	978	854	4,021
Others	30	30	32	120
Fees and Services	1,170	1,136	1,058	4,731

Asset Quality



Asset Quality

₹ cr	31-Dec-20	31-Dec-19	30-Sep-20
GNPA	4,928	5,413	5,336
NNPA	1,064	1,925	1,304
GNPA (%)	2.26%	2.46%	2.55%
NNPA (%)	0.50%	0.89%	0.64%
PCR (excl standard and COVID provision)	78.4%	64.4%	75.6%

- No sale to ARCs
- Approved restructuring
0.28% of net advances

SMA2^ outstanding - ₹ 654 cr,
0.31% of net advances

(PY: ₹ 274 cr, 0.13% of net
advances)

- In terms of Interim Order of Hon. Supreme Court, Bank had not classified any NPAs post 31st August, 2020. Had the Bank classified the borrowers more than 90 days overdue on 31st Dec, 2020 as NPA, GNPA would be 3.27% (30th Sep, 2020: 2.70%); NNPA would be 1.24% (30th Sep, 2020: 0.74%). Of this increase, a disproportionate portion is in unsecured consumer retail which has flown through to +90 days in Q3FY21
- Proforma NNPA at ₹ 2,646 cr, provision (incl. standard, UFCE and COVID related) held ₹ 2,262 cr
- No COVID-19 Provision dipped into during Q2FY21 and Q3FY21. COVID-19 Provision as on 31st Dec, 2020 ₹ 1,279 cr
- Secured advances - collections vs. demand for Dec'20 back to precovid levels; unsecured advances - nearing precovid levels, improving month on month

Balance Sheet

₹ cr	31-Dec-20	31-Dec-19	30-Sep-20
Capital & Reserves and Surplus	61,914	47,606	59,923
Deposits	265,304	239,354	261,564
CA	43,975	36,788	40,454
SA	112,199	91,729	108,990
Term Deposits	109,130	110,837	112,120
Of which: TD Sweep	21,601	17,656	20,184
Borrowings	48,223	26,465	41,789
Other Liabilities and Provisions	13,585	10,056	11,489
Total Liabilities	389,026	323,481	374,765

₹ cr	31-Dec-20	31-Dec-19	30-Sep-20
Cash, Bank and Call	52,751	19,090	40,539
Investments	109,037	76,601	116,724
Government Securities	88,941	62,814	97,407
Credit Substitutes	14,706	10,432	13,945
Others	5,390	3,355	5,372
Advances	214,103	216,774	204,845
Fixed Assets and Other Assets	13,135	11,016	12,657
Total Assets	389,026	323,481	374,765

Digital Highlights



Enabling Assets

Digi Home Loans 2.0 - Instant digital credit assessment and in-principal sanction letter

Digi Personal loans- End-to-End digital sourcing & disbursal for existing Kotak customers

811 Credit Card - Secured Credit card made available digitally to all Kotak customers

93% increase in leads & 47% increase in visits for PL on Kotak website after SEO rank improvement & personalization

Personalized experience created for personal loan prospects on Kotak Website

Scaling Digital Banking Capabilities

Mobile Banking - Continues to be 5th* in industry with 5% share of transaction value; Transaction volume up **73%** & value up **40%** annually

New Net Banking launch - Based on micro services and containerization technologies. **Offerings:** Simplified Login & Password Reset process, enhanced Dashboard and revamp of key sections such as Accounts, Statements, Profile etc.

KayMall - **1.32X** Growth in volume for Shopping & Grocery categories in Q3FY21 over Q2FY21

81% YoY increase monthly active users for **WhatsApp Banking** & **56% YoY increase** in monthly active users for **Keya Chatbot**

Finger Image Record (FIR) based biometric authentication enabled

PayU, WhatsApp, NCIF API integration in KSC app

PAN/FORM 60 & income relation validation in Kotak Smart Connect & Xpress App

Mobile Banking has 180+ features and Net Banking 250+ across product categories

Banking & Servicing

- eStatement download of last 5 years in Mobile App
- Capturing Customer consent on MB for receiving WhatsApp notifications
- **97%** RDs opened through Digital channels
- **84%** FDs booked through Digital channels

Payments & Shopping

- Launch of **Amazon** in KayMall in Dec'20
- **2.7X** growth in Shopping + Grocery transactions in **Q3FY21** v/s **Q3FY20**

Open Banking

- **213** Open Banking Partnerships as of Dec'20
- **7X** Growth in transaction volume over Q3FY20
- **3.4X** Growth in transaction value over Q3FY20

Loans & Cards

- New & improved credit card overview section on Mobile Banking
- Card limit control for Debit & Credit Card in Net & Mobile Banking
- 200% QoQ growth in Home loans sourced digitally
- 400% QoQ growth in Personal loans sourced digitally
- 32% of the total Personal Loans sourcing done digitally
- 300% YoY growth in Credit Cards sourced digitally
- **73%** of all Credit Cards sourced Digitally

Investment

- **89%** of all investment accounts sourced through MB/NB
- **50%** of MF/SIPs booked through Digital channels

Insurance

- KLI's Pre-approved sum assured e-Term plan in Net Banking

Digital Engagements

811 – Share in Digital Engagement

MB 30 day unique Logins

57%

UPI transactions

62%

Secured Credit Card

78%

New Trading accounts

57%

New Recurring Deposits

54%

Group Insurance products
(Sachet Insurance)

46%

Digital payments

Key Highlights



- **2.1X** growth of consumer digital payment volumes in Q3FY21 over Q3FY20
- **1.43X** growth in registered merchants; **~11X** growth in acquiring transactions in Q3FY21 over Q3FY20

Key Trends

- Digital payment* checkout modes contribute to **85%+** of monthly transaction share in **Dec'20**
- **~2.35X** growth in Consumer UPI P2M checkouts in Q3FY21 over Q3FY20
- **10%** QoQ ATS Growth in UPI;
14% QoQ ATS Growth in DC ECOM



*92%+ of overall P2P + P2M transaction share are Digital**

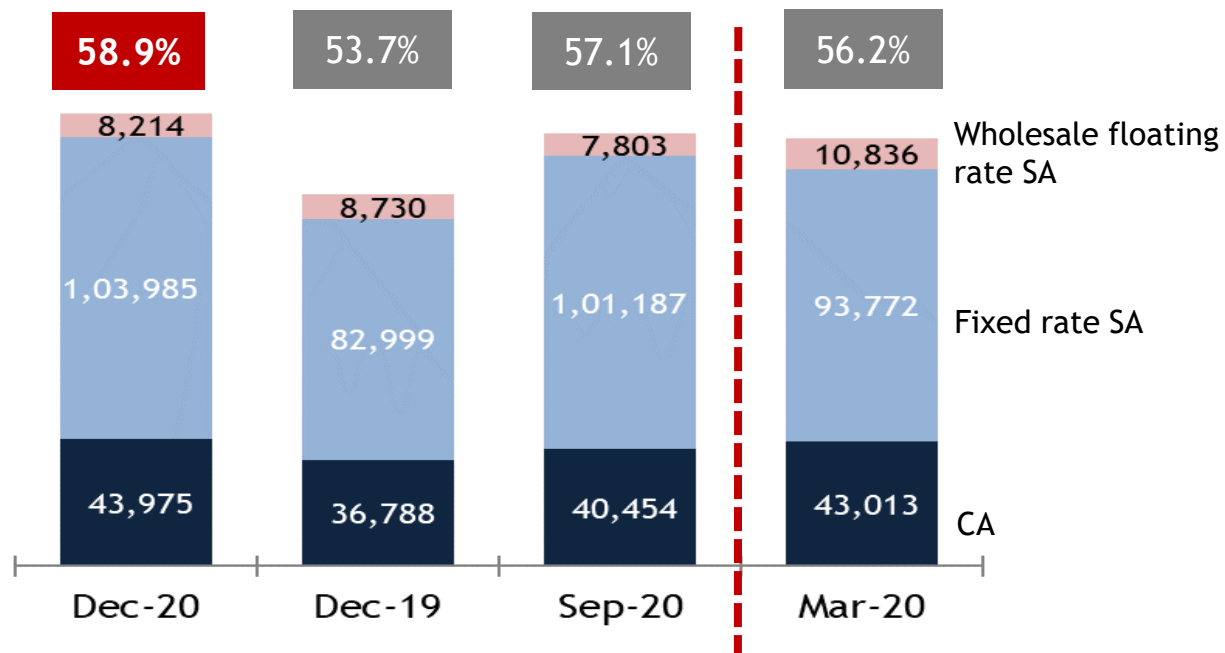
P2M = Peer to Merchant

* Digital Modes = Online Checkout Methods + Scan & Pay

Deposit

CASA (₹ cr)

CASA %



Cost of SA

3.81% [5.27%]

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

92% [87%]

TD Sweep as % of total deposits

8.1% [7.4%]

Certificate of Deposits at ₹ 699 cr

Lower YoY by 91%

YoY %

Avg SA (YTD)

107,363

29%
▲

83,049

EOP SA

112,199

22%
▲

91,729

Avg CA (YTD)

37,533

13%
▲

33,258

EOP CA

43,975

20%
▲

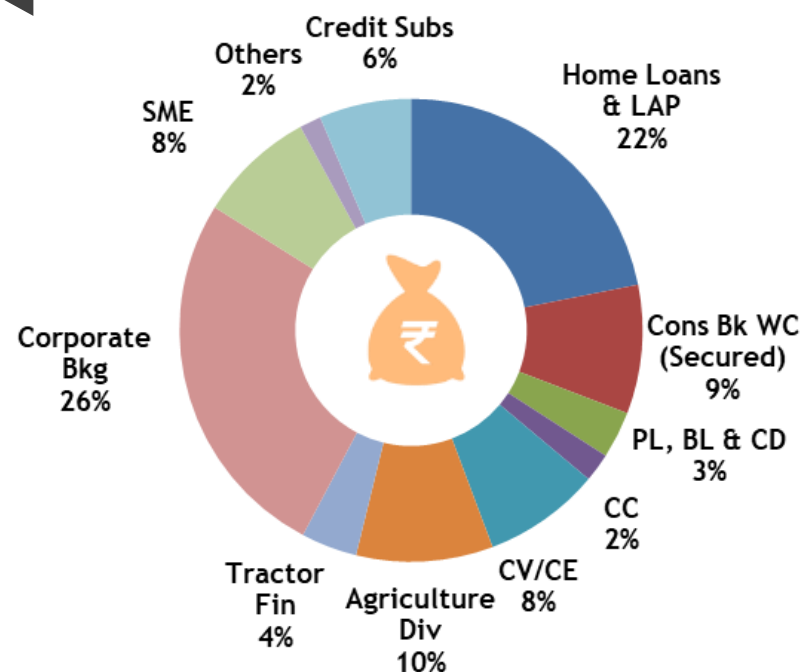
36,788

Branch count stood at 1,603 (excl. GIFT & DIFC) as on 31st Dec, 2020

Figures in [brackets] are Q3FY20 numbers

Customer Assets

31-Dec-20 (₹ 228,809 cr)



Customer Assets

₹ cr	31-Dec-20	31-Dec-19	30-Sep-20
Home Loans & LAP	49,977	47,585	47,732
Consumer Bank WC (Secured)	20,548	19,859	19,562
PL, BL and Consumer Durables	7,528	9,839	8,177
Credit Cards	4,557	4,885	4,378
CV/CE	18,685	18,993	18,363
Agriculture Division	21,858	20,481	20,926
Tractor Finance	8,943	7,255	8,151
Corporate Bkg	59,875	62,495	56,119
SME	18,702	20,928	18,118
Others	3,430	4,454	3,319
Total Advances	214,103	216,774	204,845
Credit Substitutes	14,706	10,432	13,945
Total Customer Assets	228,809	227,206	218,790

Specific Sectors Exposure









Specific Sectors as per Basel III

Outstanding* (₹ cr)	31-Dec-20	%	31-Dec-19	%	30-Sep-20	%
NBFCs	14,169	4.9%	11,756	4.2%	12,248	4.5%
:Of which HFC	6,174	2.1%	4,311	1.5%	5,025	1.8%
CRE (excl LRD)	5,572	1.9%	5,844	2.1%	5,661	2.1%
LRD	4,104	1.4%	4,521	1.6%	4,363	1.6%
Total including above	288,377		279,040		274,121	

**Above outstanding includes Loans, non-SLR investments, bank balances, current exposure and non-fund*

Disbursal in ECLG Scheme till 31st Dec, 2020: ~ ₹ 9,400 cr; crossed ₹ 9,700 cr in Jan 2021

Consolidated Highlights Q3FY21

 PAT ₹ 2,602 cr [₹ 2,349 cr]	 CAR[#] 24.9% [19.4%] <hr/> Tier I[#] 24.3% [19.0%]	 Customer Assets ₹ 255,786 cr [₹ 261,410 cr]	 Total Assets ₹ 477,293 cr [₹ 407,816 cr]
 NIM 4.58% [^] [4.66%]	 Capital & Reserves ₹ 82,116 cr [₹ 65,018 cr]	 Net NPA 0.53% [^] [0.87%]	 Book Value per Eq. share ₹ 412 [₹ 338]

Figures in [brackets] are Q3FY20 numbers

[#] As per Basel III, including unaudited profits. Excluding profits CAR: 22.7%, Tier I: 22.1%

Consolidated PAT

₹ cr	Q3FY21	Q3FY20	Q2FY21	FY20
Kotak Mahindra Bank	1,854	1,596	2,184	5,947
Kotak Mahindra Prime	149	187	133	673
Kotak Mahindra Investments	68	64	74	270
Kotak Securities	184	128	199	550
Kotak Mahindra Capital	38	40	14	79
Kotak Mahindra Life Insurance	167	166	171	608
Kotak Mahindra General Insurance	(3)	(9)	7	(28)
Kotak AMC and TC	91	91	84	337
International Subsidiaries	5	26	45	119
Others	20	39	21	106
Total	2,573	2,328	2,932	8,661
Affiliates and Others	29	21	15	(68)
Consolidated PAT	2,602	2,349	2,947	8,593

Notes

- Pre tax profit for bank and subsidiaries grew at 19.5% YoY

Entity-wise Capital & Reserves and Surplus

₹ cr	31-Dec-20	31-Dec-19	30-Sep-20
Kotak Mahindra Bank	61,914	47,606	59,923
Kotak Mahindra Prime	6,439	5,927	6,289
Kotak Mahindra Investments	2,044	1,783	1,976
Kotak Securities	5,081	4,366	4,897
Kotak Mahindra Capital	680	629	642
Kotak Mahindra Life Insurance	3,853	3,189	3,686
Kotak Mahindra General Insurance	206	174	184
Kotak AMC and TC	1,133	799	1,042
Kotak Infrastructure Debt Fund	408	373	399
International Subsidiaries	1,289	1,131	1,296
Kotak Investment Advisors	385	364	378
Other Entities	293	269	289
Total	83,725	66,610	81,001
Affiliates	993	968	967
Inter-company and Others	(2,602)	(2,560)	(2,579)
Consolidated Capital & Reserves and Surplus	82,116	65,018	79,389

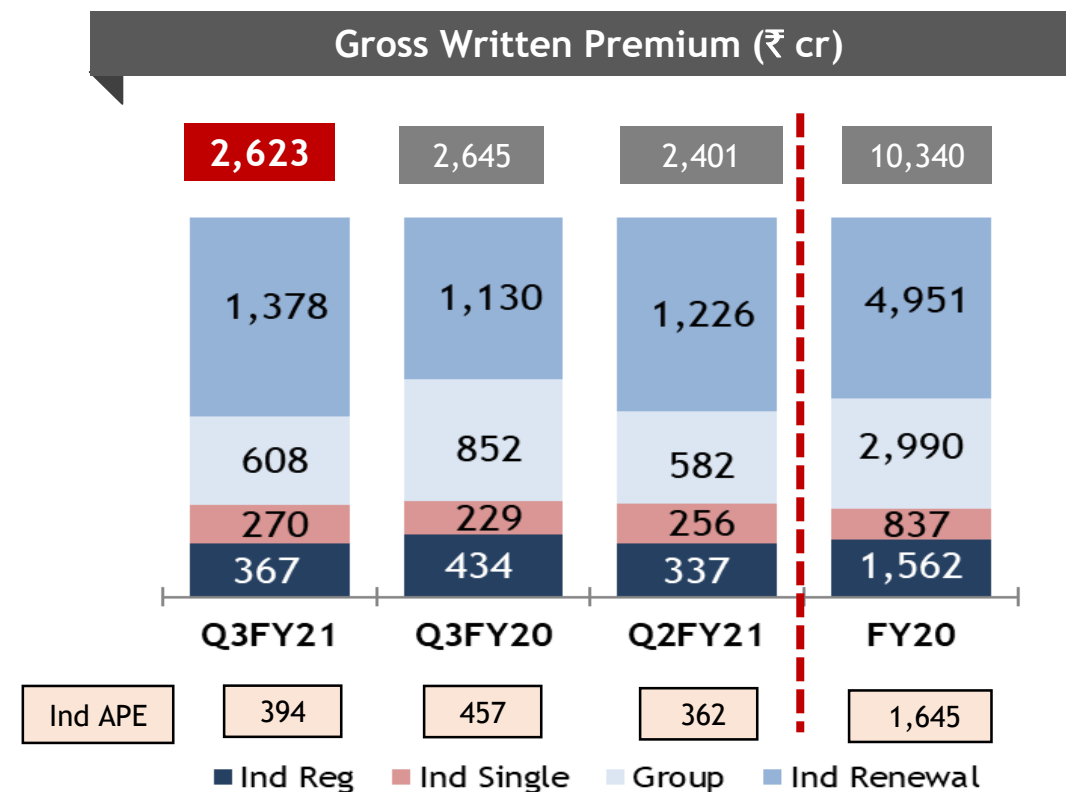
Kotak Mahindra Life Insurance



₹ cr	Q3FY21	Q3FY20	Q2FY21	FY20
Capital	562	562	562	562
Other Reserves and Surplus	3,291	2,627	3,124	2,791
Total Premium	2,623	2,645	2,401	10,340
Profit After Tax (Shareholders')	167	166	171	608
Solvency Ratio (x)	3.01	3.04	3.00	2.90

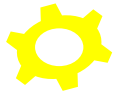
Highlights

- AUM (Policyholders') as on 31st Dec, 20 ₹ 39,770 cr, grew 21.7% YoY
- Overall Protection share for Q3 grew 4.8% YoY. QoQ grew 25.5%
- Share of Traditional Product's in regular Mix for Q3 stood at 84.3% & 9MFY21 at 85.3%
- Individual renewal premium Q3 grew 21.9% YoY



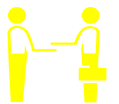
KLI – Update on Digitization

Focus continues on empowering distribution, energizing employees and superior customer experience



Empowering Distribution

- **Digital onboarding** of customers through Genie, continues to remain above 95%
- **Smart Nudges** to improve customer engagement and performance were launched in **Boost for advisors**, a mobile app for productivity improvement and higher engagement. Boost has been extended to more front-end sales user groups, where it helps in visibility and improving business and team performance
- KLI Recruit a completely **digital advisor-onboarding platform**, was launched to provide convenience to prospective advisors



Superior Customer Experience

- Phased launch of “Digipro”, a completely digital, **speedier fulfillment process** for superior customer experience was initiated in Q3
- In the group business, **Insta-claims** was launched, aiming to settle claims within 24 hours and improve customer experience
- As customer usage of **digital servicing tools** like whatsapp and chatbot increases, newer services such as policy document download and premium calculators have been added

₹ cr	Q3FY21	Q3FY20	Q2FY21	FY20
Total Income	474	409	516	1,690
Profit Before Tax	245	171	266	738
Profit After Tax	184	128	199	550
Market Share* (%)	2.0%			

Market Share* in Cash Segment 9MFY21: 9.1% (9MFY20: 10.0%)

1,528 branches, franchises and referral co-ordinators

Digital Update

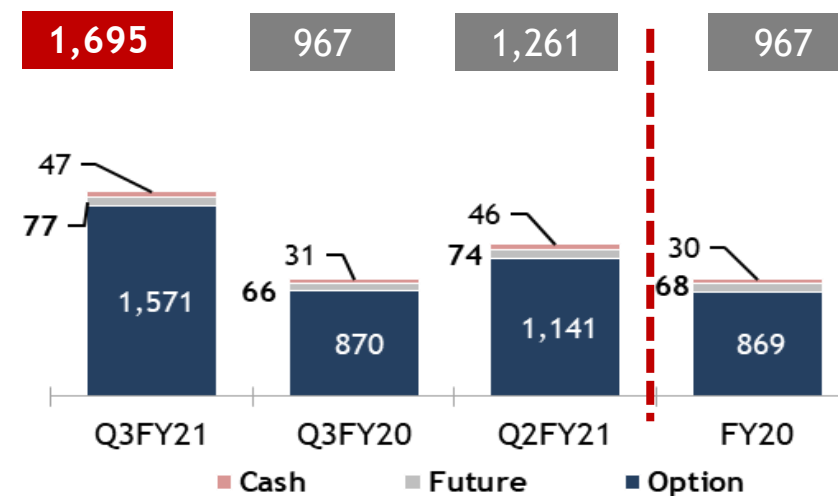


121%
growth YoY in
Online Total
ADV

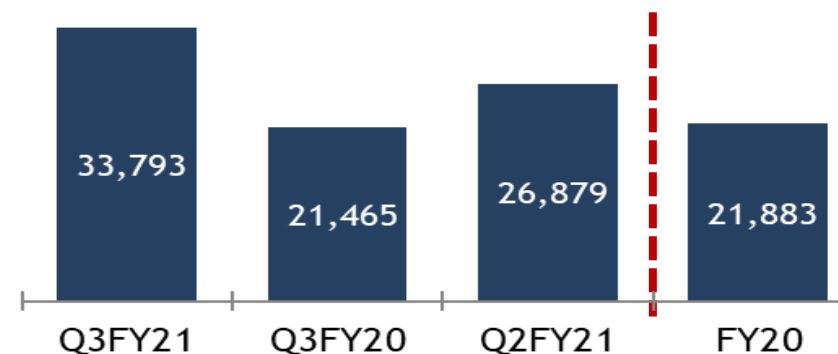


101%
growth YoY in
Mobile Total
ADV

Market ADV* (₹ '000 cr)



ADV* (₹ cr) - KS



Kotak Mahindra Capital Company



Equity



₹ 6,480 cr

Gland Pharma Limited
Initial Public Offer (IPO)



₹ 3,685 cr

Embassy Office Parks REIT
Institutional Placement



₹ 1,067 cr

Burger King India Limited
Initial Public Offer (IPO)



₹ 750 cr

SRF LTD.
Qualified Institutional Placement



₹ 1,550 cr

AU Small Finance Bank
Block Deal



₹ 470 cr

Coromandel International
Block Deal

Advisory



₹ 9,782 cr

Buy-side Advisor to Embassy REIT. Acquisition of Embassy Tech Village



₹ 2,649 cr

Fairness Opinion Provider for Sale of Indo Gulf Fertilizers by Grasim industries



₹ 631 cr

Manager to Buyback through tender offer process



Undisclosed

Exclusive financial advisor to Signet Excipients on acquisition by IMCD India (100% subsidiary of IMCD N.V.)

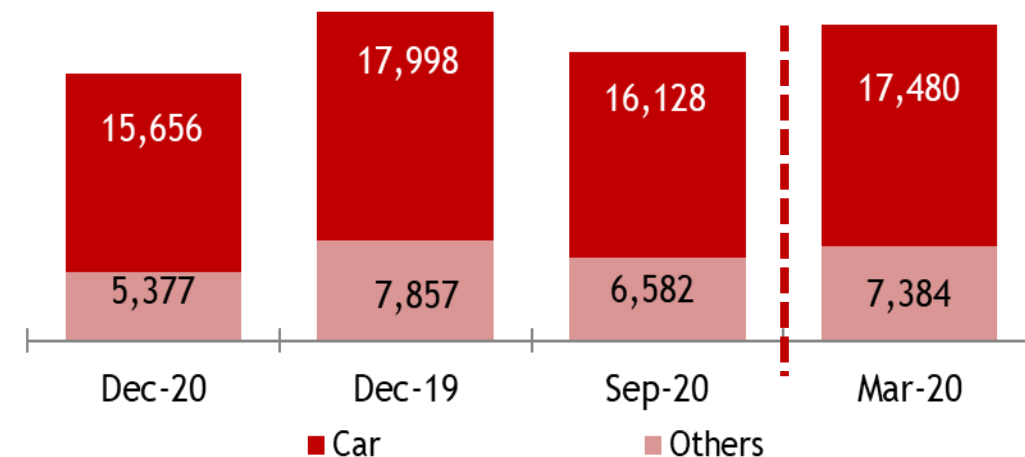
₹ cr	Q3FY21	Q3FY20	Q2FY21	FY20
Total Income	77	89	44	229
Profit Before Tax	51	53	19	108
Profit After Tax	38	40	14	79

Kotak Mahindra Prime



₹ cr	Q3FY21	Q3FY20	Q2FY21	FY20
NII	320	313	301	1,234
Other Income	66	65	53	291
NII and Other Income	386	378	354	1,525
Profit Before Tax	201	250	179	923
Profit After Tax	149	187	133	673
NNPA (%)	0.9%	0.6%	1.3%	0.6%
CAR (incl unaudited profits) (%)	29.7%			
ROA (%) - annualised	2.4%			

Customer Assets* (₹ cr)



* Includes loans and credit substitutes

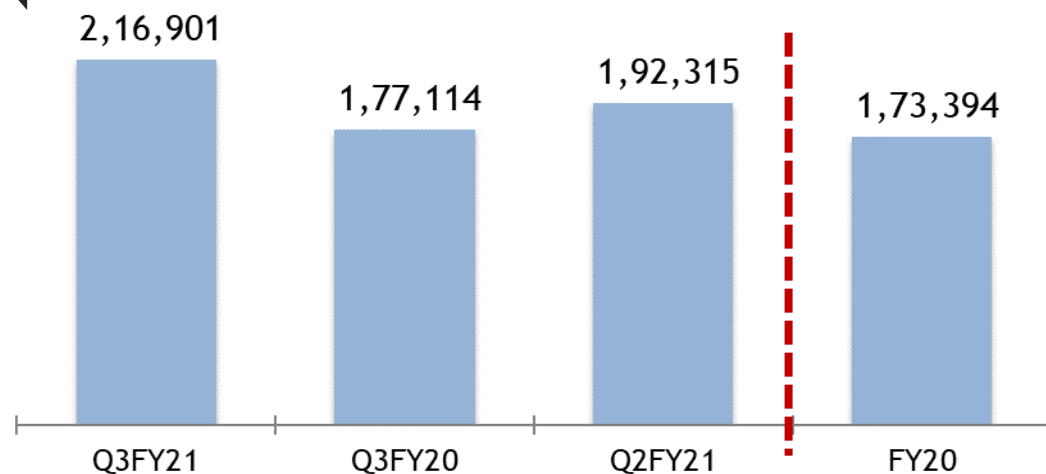
Notes

- Better margins in Q3FY21 compared to Q3FY20
- Had KMP classified the borrowers more than 90 days overdue on 31st Dec, 2020 as NPA, NNPA would be 2.2%

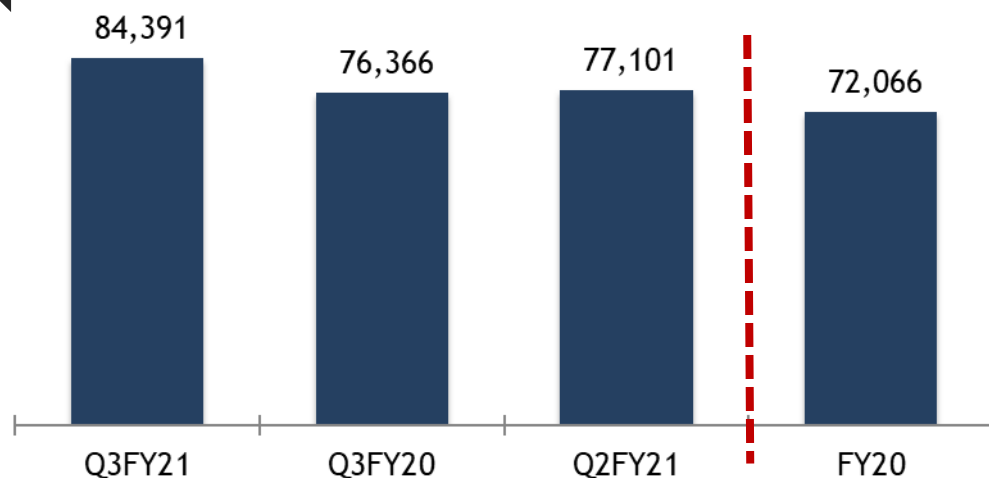
Kotak Mahindra AMC & Trustee Co.



Average Assets Under Management (₹ cr) - Overall



Average Assets Under Management (₹ cr) - Equity



₹ cr	Q3FY21	Q3FY20	Q2FY21	FY20
Profit Before Tax	122	122	113	454
Profit After Tax	91	91	84	337

Highlights

- Overall Ranking basis the AMFI AAUM improved to 5 in Q3FY21 (6 in Q2FY21)
- Overall Market share on AAUM increased to 7.3% in Q3FY21 (Q3FY20: 6.6%)
- Equity AAUM market share increased to 5.0% in Q3FY21 (Q3FY20: 4.8%)
- Launched equity NFO 'Kotak ESG Opportunities Fund': amount collected ₹ 1,462 cr
- AAUM crossed ₹ 2 lac crore in Q3FY21

Assets Under Management and Relationship Value

31st December, 2020

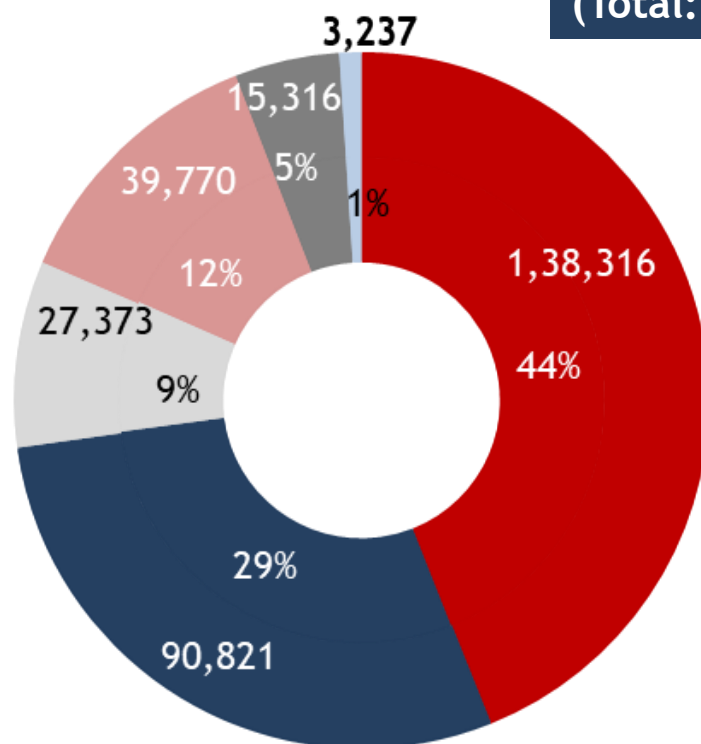
31st December, 2019

20%

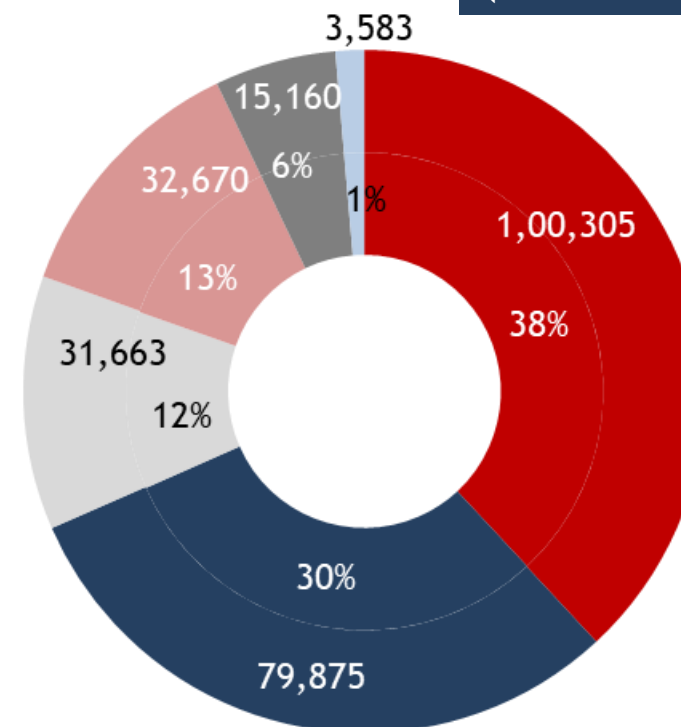


(Total: ₹ 314,833 cr)

(Total: ₹ 263,256 cr)



- Domestic MF Debt
- Domestic MF Equity
- Offshore Funds
- Insurance
- Alternate Asset*
- PMS & Others



AUM crossed ₹ 3 lac crore

Relationship Value of Wealth + Priority + Investment Advisory as on 31st Dec, 2020 ~₹ 375,000 cr (PY: ~₹ 306,000 cr)



Key Awards



**Best Private Banking
Services Overall**

*The 2021 Euromoney
Private Banking and
Wealth Management
Survey*

**Best Private Banks for
HNWIs**

*The Asset Triple A
Private Capital Awards
2020*

**The Best bank India
award for the fourth
year**

*Asset Triple A Country
Awards 2020*

**Best Private Bank in
India**

*Global Private Banking
Awards 2020*

**Best Cash Management
Bank in India**

*The Asian Banker
Transaction Finance
Awards 2020*

**Kotak Mahindra Capital
Best IPO, India**

*Asset Triple A Country
Awards 2020*

**Kotak Investment
Banking**

Best Equity adviser
*Asset Triple A Country
Awards 2020*

**Kotak Investment
Banking**

**Best corporate and
institutional adviser**
*Asset Triple A Country
Awards 2020*

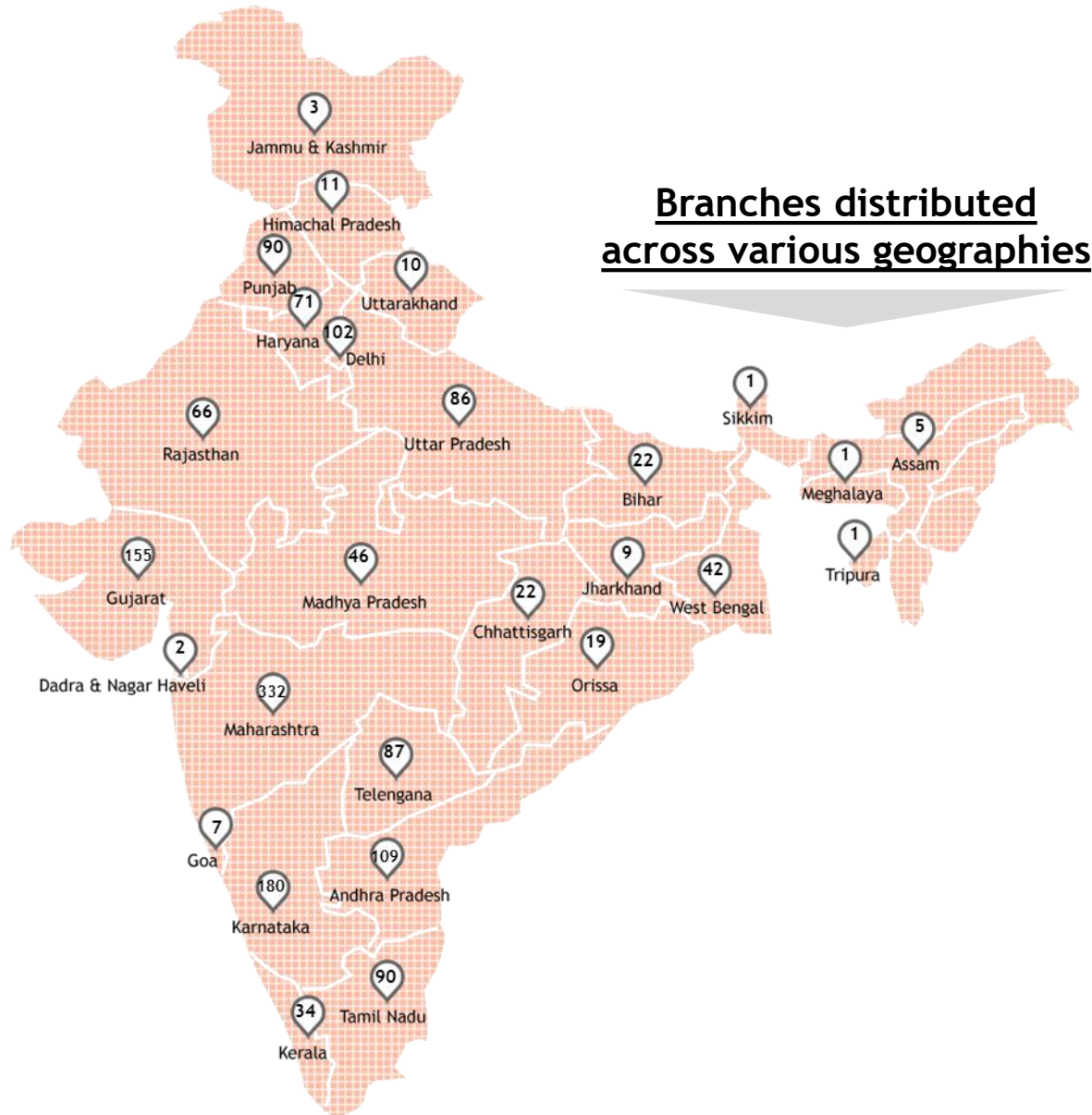
**Ms. Shanti Ekambabram
One of India's Most
Powerful Women**

*Business Today,
October 2020*

**Mr. Uday Kotak
Lifetime Achievement
Award**

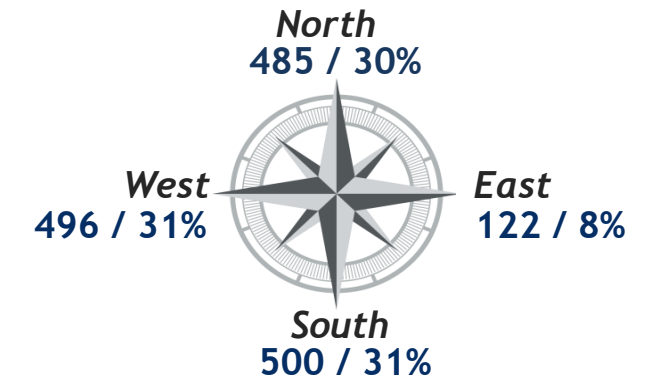
*Magna Awards 2019 by
Business World*

Geographical presence

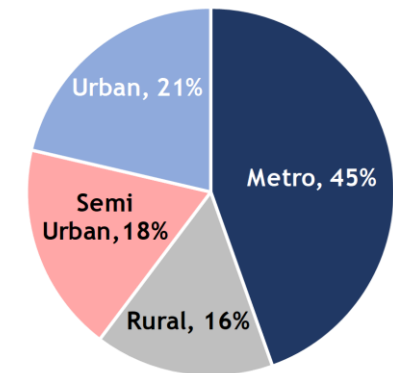


* Does not include branches in DIFC, Dubai & GIFT city, Gujarat

Branches 1,603* [No./%]



Branch Classification



No. of ATMs



2,573

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: **Jaimin Bhatt / Abhiram Bhattacharjee**

Kotak Mahindra Bank Limited

Tel: +91 22 61660000

E-mail: investor.relations@kotak.com