



Kotak Mahindra Bank

22<sup>nd</sup> October 2019

The Manager Corporate Relationship,  BSE Limited, 1 <sup>st</sup> Floor, New Trading Ring, Rotunda Building, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001.	The Manager National Stock Exchange of India Ltd. Exchange Plaza, 5 <sup>th</sup> Floor, Plot No.C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400 051.
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Dear Sir,

**Sub: Board Meeting today**

Pursuant to the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, (Listing Regulations) we enclose the following:


1. Copy of the unaudited standalone financial results of the Bank including cash flow statement for the quarter and half year ended 30<sup>th</sup> September 2019. Also, enclosed are the unaudited consolidated financial results including cash flow statement. The said results were approved by the Board of Directors of the Bank at its meeting held today.
2. Copy of the Limited Review Reports for the quarter and half year ended 30<sup>th</sup> September 2019 submitted by the statutory auditors of the Bank.
3. Copy of the Earnings Update Presentation and the Press Release.

We request you to take on record the above and as required under the Listing Regulations, all the above mentioned documents are also being posted on our website [www.kotak.com](http://www.kotak.com)

Further, we wish to inform you that the Board of Directors of the Bank has appointed Mr. Paul Parambi as the Chief Risk Officer (CRO) of the Bank in place of Mr. Gaurang Shah with effect from 1<sup>st</sup> November 2019.

The Board Meeting commenced at 11.00 a.m. and consideration of aforesaid items concluded at 1.45 pm.

Yours faithfully,  
**Kotak Mahindra Bank Limited**

  
**Bina Chandarana**  
**Company Secretary &**  
**Executive Vice President**

Encl: as above

Kotak Mahindra Bank Ltd.  
CIN: L65110MH1985PLC038137

Registered Office:  
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# Walker Chandiook & Co LLP

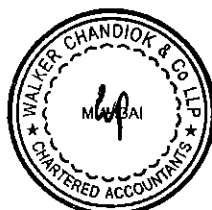
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## Independent Auditor's Review Report on Standalone Unaudited Quarterly Financial Results and Year to Date Results of the Kotak Mahindra Bank Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

### To the Board of Directors of Kotak Mahindra Bank Limited

1. We have reviewed the accompanying statement of standalone unaudited financial results ('the Statement') of Kotak Mahindra Bank Limited ('the Bank') for the quarter ended 30 September 2019 and the year to date results for the period 01 April 2019 to 30 September 2019, being submitted by the Bank pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time, except for the disclosures relating to Pillar 3 disclosure as at 30 September 2019, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations as have been disclosed on the Bank's website and in respect of which a link has been provided in the Statement, and have not been reviewed by us. Attention is drawn to the fact that the cash flow figures for the corresponding six month period ended 30 September 2018 have been approved by the Bank's Board of Directors, but have not been subjected to audit or review.
2. The Statement, which is the responsibility of the Bank's management and has been approved by the Bank's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard 25, Interim Financial Reporting ('AS 25'), prescribed under Section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended), the relevant provisions of the Banking Regulation Act, 1949, the circulars, guidelines and directions issued by the Reserve Bank of India ('the RBI') from time to time ('the RBI guidelines'), SEBI Circular CIR/CFD/FAC/62/2016 dated 5 July 2016, (hereinafter referred to as 'the SEBI Circular'), and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under section 143(10) of the Companies Act, 2013, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.



Page 1 of 2

**Kotak Mahindra Bank Limited**

**Independent Auditor's Review Report on Standalone Unaudited Quarterly Financial Results and Year to Date Results of the Kotak Mahindra Bank Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

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4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in AS 25 prescribed under Section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended), the RBI guidelines, the SEBI Circular, and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement, or that it has not been prepared in accordance with the relevant prudential norms issued by the RBI in respect of income recognition, asset classification, provisioning and other related matters, except for the disclosures relating to Pillar 3 disclosure as at 30 September 2019, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations as have been disclosed on the Bank's website and in respect of which a link has been provided in the Statement and have not been reviewed by us, or that it contains any material misstatement.
5. The review of standalone unaudited financial results for the quarter and half year ended 30 September 2018 and audit of standalone financial results for the year ended 31 March 2019 included in the Statement was carried out and reported by predecessor auditor who have expressed unmodified conclusion vide their review report dated 24 October 2018 and unmodified opinion vide their audit report dated 30 April 2019, respectively, whose reports have been furnished to us and which have been relied upon by us for the purpose of our review of the Statement. Our conclusion is not modified in respect of this matter.

For **Walker Chandiok & Co LLP**

Chartered Accountants

Firm Registration No: 001076N/N500013



**Sudhir N. Pillai**

Partner

Membership No. 105782

**UDIN No:19105782AAAAFV2486**

Place: Mumbai

Date: 22 October 2019



**KOTAK MAHINDRA BANK LIMITED (STANDALONE)**

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

**UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED 30<sup>th</sup> SEPTEMBER, 2019**

₹ crore

Sr No	Particulars	Quarter ended			Half-year ended		Year ended
		30-Sep-19 (Unaudited)	30-Jun-19 (Unaudited)	30-Sep-18 (Unaudited)	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
1	<b>Interest earned (a+b+c+d)</b>	<b>6,761.60</b>	<b>6,627.73</b>	<b>5,798.11</b>	<b>13,389.33</b>	<b>11,261.62</b>	<b>23,890.06</b>
	(a) Interest/discount on advances/ bills	5,288.32	5,175.26	4,446.41	10,463.58	8,598.40	18,318.10
	(b) Income on investments	1,355.79	1,277.57	1,196.77	2,633.36	2,338.65	4,872.77
	(c) Interest on balances with RBI & other interbank funds	40.27	99.05	80.02	139.32	172.50	381.43
	(d) Others	77.22	75.85	74.91	153.07	152.07	317.76
2	<b>Other income (Refer Note 2)</b>	<b>1,224.41</b>	<b>1,316.88</b>	<b>1,218.06</b>	<b>2,541.29</b>	<b>2,398.84</b>	<b>4,657.18</b>
3	<b>Total income (1+2)</b>	<b>7,986.01</b>	<b>7,944.61</b>	<b>7,016.17</b>	<b>15,930.62</b>	<b>13,660.46</b>	<b>28,547.24</b>
4	Interest expended	3,412.01	3,466.84	3,121.80	6,878.85	6,018.60	12,684.25
5	<b>Operating expenses (a+b)</b>	<b>2,065.44</b>	<b>2,078.85</b>	<b>1,799.40</b>	<b>4,144.29</b>	<b>3,514.36</b>	<b>7,514.81</b>
	(a) Employee cost	915.01	901.51	745.24	1,816.52	1,465.66	3,159.39
	(b) Other operating expenses	1,150.43	1,177.34	1,054.16	2,327.77	2,048.70	4,355.42
6	<b>Total expenditure (4+5)</b> (excluding provisions & contingencies)	<b>5,477.45</b>	<b>5,545.69</b>	<b>4,921.20</b>	<b>11,023.14</b>	<b>9,532.96</b>	<b>20,199.06</b>
7	<b>Operating profit (3-6)</b> (Profit before provisions and contingencies)	<b>2,508.56</b>	<b>2,398.92</b>	<b>2,094.97</b>	<b>4,907.48</b>	<b>4,127.50</b>	<b>8,348.18</b>
8	Provisions (other than tax) and contingencies (Refer Note 2 and 3)	407.93	316.76	353.80	724.69	823.43	962.39
9	Exceptional items	-	-	-	-	-	-
10	<b>Profit from ordinary activities before tax (7-8-9)</b>	<b>2,100.63</b>	<b>2,082.16</b>	<b>1,741.17</b>	<b>4,182.79</b>	<b>3,304.07</b>	<b>7,385.79</b>
11	Tax expense (Refer Note 6)	376.15	721.96	599.52	1,098.11	1,137.48	2,520.46
12	<b>Net Profit from ordinary activities after tax (10-11)</b>	<b>1,724.48</b>	<b>1,360.20</b>	<b>1,141.65</b>	<b>3,084.68</b>	<b>2,166.59</b>	<b>4,865.33</b>
13	Extraordinary items (net of tax expense)	-	-	-	-	-	-
14	<b>Net Profit (12-13)</b>	<b>1,724.48</b>	<b>1,360.20</b>	<b>1,141.65</b>	<b>3,084.68</b>	<b>2,166.59</b>	<b>4,865.33</b>
15	<b>Paid up equity share capital - (of Face Value ₹ 5 per share)</b>	<b>955.01</b>	<b>954.67</b>	<b>953.50</b>	<b>955.01</b>	<b>953.50</b>	<b>954.38</b>
16	<b>Reserves (excluding revaluation reserves)</b>						<b>41,444.00</b>
17	<b>Analytical Ratios</b>						
	(i) Percentage of shares held by Government of India	-	-	-	-	-	-
	(ii) Capital adequacy ratio - Basel III	18.15	17.80	17.04	18.15	17.04	17.45
	(iii) Earnings per equity share						
	- Basic (not annualised) ₹	9.03	7.13	5.99	16.16	11.37	25.52
	- Diluted (not annualised) ₹	9.02	7.12	5.98	16.13	11.35	25.48
	(iv) NPA Ratios						
	a) Gross NPA	5,033.55	4,613.52	4,033.07	5,033.55	4,033.07	4,467.94
	b) Net NPA	1,811.40	1,524.38	1,500.76	1,811.40	1,500.76	1,544.37
	c) % of Gross NPA to Gross Advances	2.32	2.19	2.15	2.32	2.15	2.14
	d) % of Net NPA to Net Advances	0.85	0.73	0.81	0.85	0.81	0.75
	(v) Return on Assets (average) - not annualised	0.55	0.44	0.41	0.99	0.80	1.69



**Segment Results**

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

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

₹ crore

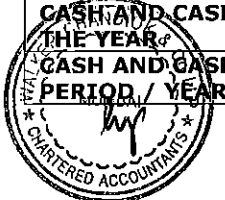
Particulars	Quarter ended			Half-year ended		Year ended
	30-Sep-19 (Unaudited)	30-Jun-19 (Unaudited)	30-Sep-18 (Unaudited)	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
<b>1 Segment Revenue</b>						
a. Corporate/ Wholesale Banking	3,374.48	3,377.86	2,704.46	6,752.34	5,185.16	11,392.66
b. Retail Banking	3,820.91	3,644.29	3,453.18	7,465.20	6,683.36	13,885.48
c. Treasury, BMU and Corporate Centre	1,573.47	1,655.01	1,517.89	3,228.48	3,054.99	5,965.16
Sub-total	<b>8,768.86</b>	<b>8,677.16</b>	<b>7,675.53</b>	<b>17,446.02</b>	<b>14,923.51</b>	<b>31,243.30</b>
Less: Inter-segmental revenue	782.85	732.55	659.36	1,515.40	1,263.05	2,696.06
<b>Total</b>	<b>7,986.01</b>	<b>7,944.61</b>	<b>7,016.17</b>	<b>15,930.62</b>	<b>13,660.46</b>	<b>28,547.24</b>
<b>2 Segment Results</b>						
a. Corporate/ Wholesale Banking	1,058.01	994.64	796.55	2,052.65	1,441.10	3,287.57
b. Retail Banking	445.07	501.35	519.73	946.42	1,063.11	2,048.15
c. Treasury, BMU and Corporate Centre	597.55	586.17	424.89	1,183.72	799.86	2,050.07
<b>Total Profit Before Tax</b>	<b>2,100.63</b>	<b>2,082.16</b>	<b>1,741.17</b>	<b>4,182.79</b>	<b>3,304.07</b>	<b>7,385.79</b>
<b>3 Segment Assets</b>						
a. Corporate / Wholesale Banking	134,915.12	134,789.13	108,555.23	134,915.12	108,555.23	134,695.27
b. Retail Banking	195,442.69	176,427.63	159,180.84	195,442.69	159,180.84	174,501.61
c. Treasury, BMU and Corporate Centre	97,956.41	101,098.88	100,318.85	97,956.41	100,318.85	101,401.71
d. Other Banking business	-	-	-	-	-	-
Sub-total	<b>428,314.22</b>	<b>412,315.64</b>	<b>368,054.92</b>	<b>428,314.22</b>	<b>368,054.92</b>	<b>410,598.59</b>
Less : Inter-segmental Assets	111,715.70	97,428.29	79,441.77	111,715.70	79,441.77	98,604.66
<b>Total</b>	<b>316,598.52</b>	<b>314,887.35</b>	<b>288,613.15</b>	<b>316,598.52</b>	<b>288,613.15</b>	<b>311,993.93</b>
Add : Unallocated Assets	291.17	222.03	222.97	291.17	222.97	178.16
<b>Total Assets as per Balance Sheet</b>	<b>316,889.69</b>	<b>315,109.38</b>	<b>288,836.12</b>	<b>316,889.69</b>	<b>288,836.12</b>	<b>312,172.09</b>
<b>4 Segment Liabilities</b>						
a. Corporate / Wholesale Banking	121,806.82	122,746.02	97,762.26	121,806.82	97,762.26	122,068.09
b. Retail Banking	180,587.36	162,017.39	146,516.07	180,587.36	146,516.07	160,851.80
c. Treasury, BMU and Corporate Centre	80,296.79	83,037.17	83,762.10	80,296.79	83,762.10	84,885.34
d. Other Banking business	-	-	-	-	-	-
Sub-total	<b>382,690.97</b>	<b>367,800.58</b>	<b>328,040.43</b>	<b>382,690.97</b>	<b>328,040.43</b>	<b>367,805.23</b>
Less : Inter-segmental Liabilities	111,715.70	97,428.29	79,441.77	111,715.70	79,441.77	98,604.66
<b>Total</b>	<b>270,975.27</b>	<b>270,372.29</b>	<b>248,598.66</b>	<b>270,975.27</b>	<b>248,598.66</b>	<b>269,200.57</b>
Add : Unallocated liabilities	2.48	446.67	134.03	2.48	134.03	73.14
Add : Share Capital & Reserves & surplus	45,911.94	44,290.42	40,103.43	45,911.94	40,103.43	42,898.38
<b>Total Liabilities as per Balance Sheet</b>	<b>316,889.69</b>	<b>315,109.38</b>	<b>288,836.12</b>	<b>316,889.69</b>	<b>288,836.12</b>	<b>312,172.09</b>



**STANDALONE CASH FLOW STATEMENT**

₹ crore

Particulars	Half-year ended		Year ended
	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Profit after tax	3,084.68	2,166.59	4,865.33
Add: Provision for tax	1,098.11	1,137.48	2,520.46
<b>Net Profit before taxes</b>	<b>4,182.79</b>	<b>3,304.07</b>	<b>7,385.79</b>
<b>Adjustments for :-</b>			
Employee Stock Options Expense	0.89	0.96	1.80
Depreciation on Bank's Property	190.42	180.52	366.92
Diminution in the value of Investments written off	54.38	342.07	(13.74)
Dividend from Subsidiaries/ Joint Ventures	(51.80)	(45.14)	(45.14)
Amortization of Premium on HTM Investments	135.15	150.56	268.90
Provision for Non Performing Assets, Standard Assets and Other Provisions	670.31	481.35	976.13
Profit on sale of Fixed Assets	(27.13)	(13.15)	(19.48)
	<b>5,155.01</b>	<b>4,401.24</b>	<b>8,921.18</b>
<b>Adjustments for :-</b>			
Decrease / (Increase) in Investments (other than Subsidiaries, Joint Ventures and Other HTM Investments)	6,485.10	(3,011.92)	(8,024.97)
Increase in Advances	(8,243.60)	(15,644.09)	(36,821.04)
Decrease/(Increase)in Other Assets	(765.52)	(312.38)	446.91
Increase in Deposits	7,191.09	13,186.56	33,237.09
Increase in Other Liabilities and Provisions	137.43	484.40	1,297.31
	<b>4,804.50</b>	<b>(5,297.43)</b>	<b>(9,864.70)</b>
Direct Taxes Paid	(1,282.18)	(1,045.75)	(2,444.20)
<b>NET CASH FLOW FROM OPERATING ACTIVITIES (A)</b>	<b>8,677.33</b>	<b>(1,941.94)</b>	<b>(3,387.72)</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>			
Purchase of Fixed Assets	(181.54)	(196.12)	(420.07)
Sale of Fixed Assets	30.02	20.34	29.97
Investments in Subsidiaries/ Joint Ventures	(85.00)	(45.00)	(65.69)
Decrease / (Increase) in Investments in HTM securities	(9,731.18)	(788.38)	1,208.76
Dividend from Subsidiaries/ Joint Ventures	51.80	45.14	45.14
<b>NET CASH FLOW FROM / (USED IN) INVESTING ACTIVITIES (B)</b>	<b>(9,915.90)</b>	<b>(964.02)</b>	<b>798.11</b>
<b>CASH FLOW FROM/ (USED IN) FINANCING ACTIVITIES</b>			
Decrease in Subordinated Debt	-	(172.04)	(599.59)
Increase / (Decrease) in Refinance	2,209.48	(1,642.20)	842.20
Increase / (Decrease) in Borrowings (other than Refinance and Sub-ordinated debt)	(7,793.25)	9,243.63	6,851.53
Money received on exercise of Stock Options/Issue of Equity Shares	94.11	82.81	223.59
Issue of Perpetual Non Cumulative Preference Shares	-	500.00	500.00
Share Issue Expenses	(0.20)	(0.70)	(0.70)
Dividend paid including Corporate Dividend Tax	(173.52)	(151.59)	(183.96)
<b>NET CASH FLOW FROM/ (USED IN) FINANCING ACTIVITIES (C)</b>	<b>(5,663.38)</b>	<b>7,859.91</b>	<b>7,633.07</b>
<b>Increase in Foreign Currency Translation Reserve (D)</b>	<b>6.61</b>	<b>24.24</b>	<b>11.97</b>
<b>NET INCREASE/(DECREASE)IN CASH AND CASH EQUIVALENTS (A + B + C + D)</b>	<b>(6,895.34)</b>	<b>4,978.19</b>	<b>5,055.43</b>
<b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR</b>	<b>24,675.54</b>	<b>19,620.11</b>	<b>19,620.11</b>
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD / YEAR</b>	<b>17,780.20</b>	<b>24,598.30</b>	<b>24,675.54</b>



Particulars	Half-year ended		Year ended
	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
Note:			
Balance with Banks in India in Fixed Deposit	5.99	2.16	2.16
Balance with Banks in India in Current Account	504.15	291.08	266.56
Money at Call and Short Notice in India	2,404.66	12,400.00	8,574.11
Cash in hand (including foreign currency notes)	1,770.59	1,086.08	1,221.11
Balance with RBI in Current Accounts	9,444.97	8,197.83	9,656.41
<b>Balance with Banks Outside India:</b>			
(i) In Current Account	992.03	2,570.41	667.58
(ii) In other Deposit Accounts	2,657.81	50.74	4,287.61
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD / YEAR</b>	<b>17,780.20</b>	<b>24,598.30</b>	<b>24,675.54</b>

**NOTES:**

- The above results were reviewed by the Audit Committee and approved at the meeting of the Board of Directors held on 22<sup>nd</sup> October, 2019. The results for the quarter and half-year ended 30<sup>th</sup> September, 2019 and quarter ended 30<sup>th</sup> June, 2019 were subject to limited review by the statutory auditors and there are no qualifications in the limited review report. The results for quarter and half year ended 30<sup>th</sup> September, 2018 and year ended 31<sup>st</sup> March, 2019 were subject to limited review and audit respectively by another firm of Chartered Accountants.
- Other Income includes non-fund based income such as commission earned from guarantees / letters of credit, financial advisory fees, selling of third party products, earnings from foreign exchange transactions and profit / loss from the sale of securities. Provision / (write-back) for mark-to-market depreciation on investments in AFS and HFT categories are considered in Provisions and Contingencies.
- 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			Half-year ended		Year ended
	30-Sep-19 (Unaudited)	30-Jun-19 (Unaudited)	30-Sep-18 (Unaudited)	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
Provision towards advances / Others (including provisions for exposures to entities with Unhedged Foreign Currency Exposures)	397.72	272.59	221.31	670.31	481.35	976.12
Provision / (write-back of provisions) for mark-to-market depreciation on investments in AFS and HFT categories (net)	1.05	29.78	111.72	30.83	314.56	(63.66)
Other Provision / (write back of other provisions) towards investments (net)	9.16	14.39	20.77	23.55	27.52	49.93
<b>Total provisions (other than Tax) and contingencies</b>	<b>407.93</b>	<b>316.76</b>	<b>353.80</b>	<b>724.69</b>	<b>823.43</b>	<b>962.39</b>

- During the quarter, the Bank has granted Nil options under employee stock option scheme. Stock options aggregating to 691,570 were exercised during the quarter and 11,745,753 stock options were outstanding with employees of the Bank and its subsidiaries as at 30<sup>th</sup> September, 2019.
- 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.



6. The Bank has elected to exercise the option permitted under section 115BAA of the Income-tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019. Accordingly, the Bank has recognised Provision for Income Tax for the six month ended 30<sup>th</sup> September, 2019 and re-measured its Deferred Tax Assets basis the rate prescribed in the said section. The full impact of this change has been recognised in Profit and Loss account.
7. The Summarised Balance Sheet of the Bank (Standalone) is given below:

₹ crore

Summarised Balance Sheet	As at		
	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
<b>CAPITAL AND LIABILITIES</b>			
Capital	1,455.01	1,453.50	1,454.38
Reserves and Surplus	44,456.93	38,649.93	41,444.00
Employees' Stock Options (Grants) Outstanding	2.48	2.70	2.07
Deposits	233,071.46	205,829.83	225,880.36
Borrowings	26,664.52	32,583.54	32,248.29
Other Liabilities and Provisions	11,239.29	10,316.62	11,142.99
<b>TOTAL</b>	<b>316,889.69</b>	<b>288,836.12</b>	<b>312,172.09</b>
<b>ASSETS</b>			
Cash and balances with Reserve Bank of India	11,215.57	9,283.91	10,877.52
Balances with Banks and Money at Call and Short Notice	6,564.63	15,314.39	13,798.02
Investments	74,330.64	67,915.02	71,189.09
Advances	213,299.42	184,940.31	205,694.81
Fixed Assets	1,656.24	1,598.05	1,651.55
Other Assets	9,823.19	9,784.44	8,961.10
<b>TOTAL</b>	<b>316,889.69</b>	<b>288,836.12</b>	<b>312,172.09</b>

8. There has been no change to significant accounting policies during the quarter and half year ended 30<sup>th</sup> September, 2019.
9. Figures for the previous period's / year have been regrouped wherever necessary to conform to current period's presentation.

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



**Dipak Gupta**  
Joint Managing Director

Mumbai, 22<sup>nd</sup> October, 2019





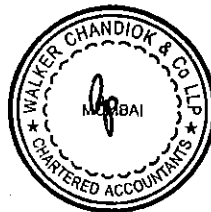
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Mumbai - 400 013  
India

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**Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results and Year to Date Results of the Bank pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**To the Board of Directors of Kotak Mahindra Bank Limited**

1. We have reviewed the accompanying statement of consolidated unaudited financial results ('the Statement') of Kotak Mahindra Bank Limited ('the Holding Company' or 'the Bank') its subsidiaries (the Holding Company and its subsidiaries together referred to as 'the Group') and its associates (refer Annexure 1 for the list of subsidiaries and associates included in the Statement) for the quarter ended 30 September 2019 and the consolidated year to date results for the period 01 April 2019 to 30 September 2019, being submitted by the Bank pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time, except for the disclosures relating to consolidated Pillar 3 disclosure as at 30 September 2019, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations as have been disclosed on the Bank's website and in respect of which a link has been provided in the Statement and have not been reviewed by us. Attention is drawn to the fact that the cash flow figures for the corresponding six month period ended 30 September 2018 have been approved by the Bank's Board of Directors, but have not been subjected to audit or review.
2. This Statement, which is the responsibility of the Bank's management and has been approved by the Bank's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard 25, Interim Financial Reporting ('AS 25'), prescribed under Section 133 of the Companies Act 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended), the relevant provisions of the Banking Regulation Act, 1949, the circulars, guidelines and directions issued by the Reserve Bank of India ('the RBI') from time to time ('the RBI guidelines'), SEBI Circular CIR/CFD/FAC/62/2016 dated 5 July 2016, (hereinafter referred to as 'the SEBI Circular'), and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under section 143(10) of the Companies Act, 2013, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.



**Kotak Mahindra Bank Limited**

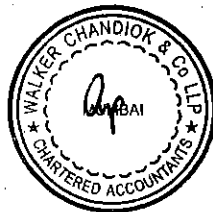
**Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results and Year to Date Results of the Bank pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

4. We also performed procedures in accordance with the SEBI Circular CIR/CFD/CMD1/44/2019 dated 29 March 2019 issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), to the extent applicable.
5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of review reports of other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with recognition and measurement principles laid down in AS 25, prescribed under Section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 (as amended), the RBI guidelines, the SEBI Circular and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, except for the disclosures relating to consolidated Pillar 3 disclosure as at 30 September 2019, including leverage ratio and liquidity coverage ratio under Basel III Capital Regulations as have been disclosed on the Bank's website and in respect of which a link has been provided in the Statement and have not been reviewed by us, or that it contains any material misstatement.
6. We did not review the interim financial results of 4 subsidiaries, included in the Statement, whose financial information reflects total assets of ₹ 81,835.17 crores as at 30 September 2019, total revenues of ₹ 4,247.21 crores and ₹ 8,131.75 crores and total net profit after tax of ₹ 531.36 crores and ₹ 990.31 crores, for the quarter and six months period ended 30 September 2019 respectively, and cash flows (net) of ₹ (113.15) crores for the period ended 30 September 2019, as considered in the Statement. These interim financial results have been reviewed/audited by other auditors whose review/audit reports have been furnished to us by the management, and our conclusion in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on the review/audit reports of such other auditors and the procedures performed by us as stated in paragraph 3 above.

Our review report is not modified in respect of these matters.

7. We did not review the interim financial information of 15 subsidiaries included in this Statement, which have not been reviewed by their auditors, whose interim financial information reflect total assets of ₹ 5,365.31 crores as at 30 September 2019, total revenues of ₹ 474.38 crores and ₹ 975.82 crores, net profit after tax of ₹ 142.30 crores and ₹ 307.13 crores, for the quarter and six months period ended 30 September 2019 respectively and cash flow (net) of ₹ 53.06 crores for the period ended 30 September 2019, as considered in the Statement. The Statement also includes the Group's share of net profit after tax of ₹ 8.17 crores and ₹ 13.53 crores, for the quarter and year to date period ended on 30 September 2019 respectively, as considered in the Statement, in respect of 4 associates, based on their interim financial information which have not been reviewed by their auditors, and have been furnished to us by the management. Our conclusion on the Statement, and our report in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular, in so far as it relates to the aforesaid subsidiaries and associates, are based solely on such unaudited/unreviewed financial information. According to the information and explanations given to us by the management, these interim financial information are not material to the Group.

Our conclusion is not modified in respect of this matter.



**Kotak Mahindra Bank Limited**

**Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results and Year to Date Results of the Bank pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

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8. The Joint auditors of Kotak Mahindra Life Insurance Company Limited, (the 'Company'), in forming their conclusion on valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exits as on 30 September 2019, have relied on the appointed actuary of the Company (the 'Appointed Actuary'), as stated in the audit report of the joint auditors dated 19 October 2019. The Actuarial valuation of these liabilities has been duly certified by the Appointed Actuary and in his opinion, the assumptions for such valuation are in accordance with the guidelines and norms issued by the Insurance Regulatory and Development Authority of India ('IRDAI') and the Institute of Actuaries of India.

Our conclusion is not modified in respect of this matter.

9. The review of consolidated unaudited financial results for the quarter and half year ended 30 September 2018 and audit of consolidated financial results for the year ended 31 March 2019 included in the Statement was carried out and reported by predecessor auditor who have expressed unmodified conclusion vide their review report dated 24 October 2018 and unmodified opinion vide their audit report dated 30 April 2019, respectively, whose reports have been furnished to us and which have been relied upon by us for the purpose of our review of the Statement. Our conclusion is not modified in respect of this matter.

For **Walker Chandiok & Co LLP**

Chartered Accountants

Firm Registration No: 001076N/N500013



**Sudhir N. Pillai**

Partner

Membership No. 105782

**UDIN No:19105782AAAAFW2194**

Place : Mumbai

Date : 22 October 2019

**Kotak Mahindra Bank Limited  
Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results and Year to Date  
Results of the Bank pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements)  
Regulations, 2015**

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## Annexure 1

### List of entities included in the Statement

#### Domestic Subsidiaries

Kotak Mahindra Prime Limited  
Kotak Mahindra Investments Limited  
Kotak Securities Limited  
Kotak Mahindra Capital Company Limited  
Kotak Mahindra Life Insurance Company Limited  
Kotak Mahindra General Insurance Company Limited  
Kotak Mahindra Asset Management Company Limited  
Kotak Mahindra Trustee Company Limited  
Kotak Mahindra Pension Fund Limited  
Kotak Investment Advisors Limited  
Kotak Mahindra Trusteeship Services Limited  
Kotak Infrastructure Debt Fund Limited  
IVY Product Intermediaries Limited  
BSS Microfinance Limited

#### International Subsidiaries

Kotak Mahindra (UK) Limited  
Kotak Mahindra (International) Limited  
Kotak Mahindra Inc.  
Kotak Mahindra Financial Services Limited  
Kotak Mahindra Asset Management (Singapore) Pte. Limited

#### Associate Companies

Infina Finance Private Limited  
Phoenix ARC Private Limited  
ECA Trading Services Limited (Formerly ACE Derivatives And Commodity Exchange Limited)  
Matrix Business Services India Private Limited (upto 26 April 2019)



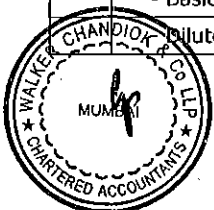


**KOTAK MAHINDRA BANK LIMITED (CONSOLIDATED)**  
Registered Office: 27BKC, C 27, G Block, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051

**UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED 30<sup>TH</sup> SEPTEMBER, 2019**

₹ crore

Sr No	Particulars	Quarter Ended			Half year Ended		Year Ended
		30-Sep-19 (Unaudited)	30-Jun-19 (Unaudited)	30-Sep-18 (Unaudited)	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
1	<b>Interest earned (a+b+c+d)</b>	<b>8,418.75</b>	<b>8,289.30</b>	<b>7,285.46</b>	<b>16,708.05</b>	<b>14,160.78</b>	<b>29,831.22</b>
	(a) Interest/discount on advances/bills	6,284.31	6,196.62	5,409.90	12,480.93	10,494.98	22,162.73
	(b) Income on investments	1,864.14	1,763.17	1,596.02	3,627.31	3,099.94	6,443.81
	(c) Interest on balances with RBI & other interbank funds	152.91	217.90	162.91	370.81	329.47	735.17
	(d) Others	117.39	111.61	116.63	229.00	236.39	489.51
2	<b>Other income (a+b+c)</b>	<b>4,124.24</b>	<b>3,840.26</b>	<b>3,543.62</b>	<b>7,964.50</b>	<b>6,571.86</b>	<b>16,072.14</b>
	(a) Profit/(Loss) on sale of investments including revaluation (insurance business)	72.80	256.47	(39.98)	329.27	8.96	829.06
	(b) Premium on Insurance Business	2,243.50	1,674.38	1,752.54	3,917.88	2,954.05	8,309.19
	(c) Other income (Refer Notes 3, 4 & 5)	1,807.94	1,909.41	1,831.06	3,717.35	3,608.85	6,933.89
3	<b>Total income (1+2)</b>	<b>12,542.99</b>	<b>12,129.56</b>	<b>10,829.08</b>	<b>24,672.55</b>	<b>20,732.64</b>	<b>45,903.36</b>
4	Interest expended	4,054.32	4,155.07	3,772.76	8,209.39	7,271.41	15,186.61
5	<b>Operating expenses (a+b+c)</b>	<b>5,070.86</b>	<b>4,711.11</b>	<b>4,146.70</b>	<b>9,781.97</b>	<b>7,736.71</b>	<b>19,095.67</b>
	(a) Employees Cost	1,396.18	1,368.01	1,139.30	2,764.19	2,242.83	4,850.90
	(b) Policy holders' reserves, surrender expense and claims	2,098.61	1,793.81	1,507.20	3,892.42	2,613.62	8,150.94
	(c) Other operating expenses (Refer Note 4 and 6)	1,576.07	1,549.29	1,500.20	3,125.36	2,880.26	6,093.83
6	<b>Total expenditure (4+5) (excluding provisions and contingencies)</b>	<b>9,125.18</b>	<b>8,866.18</b>	<b>7,919.46</b>	<b>17,991.36</b>	<b>15,008.12</b>	<b>34,282.28</b>
7	<b>Operating Profit (3-6) (Profit before provisions and contingencies)</b>	<b>3,417.81</b>	<b>3,263.38</b>	<b>2,909.62</b>	<b>6,681.19</b>	<b>5,724.52</b>	<b>11,621.08</b>
8	Provisions (other than tax) and contingencies (Refer Note 7)	473.10	350.22	359.71	823.32	858.69	1,045.36
9	Exceptional items	-	-	-	-	-	-
10	<b>Profit from ordinary activities before tax (7-8-9)</b>	<b>2,944.71</b>	<b>2,913.16</b>	<b>2,549.91</b>	<b>5,857.87</b>	<b>4,865.83</b>	<b>10,575.72</b>
11	Tax expense	545.63	986.31	835.79	1,531.94	1,607.14	3,456.02
12	<b>Net Profit from ordinary activities after tax before Minority Interest (10-11)</b>	<b>2,399.08</b>	<b>1,926.85</b>	<b>1,714.12</b>	<b>4,325.93</b>	<b>3,258.69</b>	<b>7,119.70</b>
13	Extraordinary items (net of tax expense)	-	-	-	-	-	-
14	<b>Net Profit from ordinary activities after tax before Minority Interest (12-13)</b>	<b>2,399.08</b>	<b>1,926.85</b>	<b>1,714.12</b>	<b>4,325.93</b>	<b>3,258.69</b>	<b>7,119.70</b>
15	Less: Share of Minority Interest	-	-	-	-	-	-
16	Add: Share in Profit of associates	8.17	5.36	33.25	13.53	63.16	84.43
17	<b>Profit after tax (14-15+16)</b>	<b>2,407.25</b>	<b>1,932.21</b>	<b>1,747.37</b>	<b>4,339.46</b>	<b>3,321.85</b>	<b>7,204.13</b>
18	<b>Paid Up Equity Capital - (Face value of ₹ 5 per share)</b>	<b>955.01</b>	<b>954.67</b>	<b>953.50</b>	<b>955.01</b>	<b>953.50</b>	<b>954.38</b>
19	Group Reserves (excluding Minority Interest and Revaluation reserves)						56,825.36
20	Minority Interest						-
21	<b>Analytical Ratios</b>						
	(i) Capital Adequacy ratio – Basel III (standalone)	18.15	17.80	17.04	18.15	17.04	17.45
	(ii) Earnings per equity share						
	- Basic (not annualised) ₹	12.61	10.12	9.17	22.73	17.43	37.78
	- Diluted (not annualised) ₹	12.59	10.11	9.15	22.70	17.40	37.74



₹ crore

Sr No	Particulars	Quarter Ended			Half year Ended		Year Ended
		30-Sep-19 (Unaudited)	30-Jun-19 (Unaudited)	30-Sep-18 (Unaudited)	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
	(iii) NPA Ratios (unaudited)						
	(a) Gross NPA	5,475.48	5,020.64	4,302.17	5,475.48	4,302.17	4,789.23
	(b) Net NPA	2,031.59	1,732.83	1,617.66	2,031.59	1,617.66	1,695.82
	(c) % of Gross NPA to Gross Advances	2.17	2.02	1.91	2.17	1.91	1.94
	(d) % of Net NPA to Net Advances	0.82	0.71	0.73	0.82	0.73	0.70
	(iv) Return on average Assets (not annualised) (unaudited)	0.60	0.49	0.49	1.09	0.95	1.99

**NOTES:**

- The consolidated financial results are prepared in accordance with Accounting Standard – 21 (AS-21) "Consolidated Financial Statements" and Accounting Standard – 23 (AS-23) "Accounting for investment in associates in Consolidated Financial Statements" specified under section 133 and relevant provisions of Companies Act, 2013.
- The above results were reviewed by the Audit Committee and approved at the meeting of the Board of Directors held on 22<sup>nd</sup> October, 2019. The consolidated results for the quarter and half-year ended 30<sup>th</sup> September, 2019 and quarter ended 30<sup>th</sup> June, 2019 were subject to limited review by the statutory auditors and there are no qualifications in the limited review report. The consolidated results for quarter and half year ended 30<sup>th</sup> September, 2018 and year ended 31<sup>st</sup> March, 2019 were subject to limited review and audit respectively by another firm of Chartered Accountants.
- Details of other income forming part of the consolidated results are as follows:

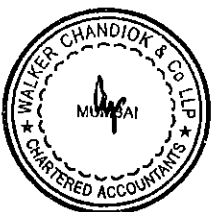
₹ crore

Particulars	Quarter Ended			Half year Ended		Year Ended
	30-Sep-19 (Unaudited)	30-Jun-19 (Unaudited)	30-Sep-18 (Unaudited)	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
Commission, fees, exchange, brokerage and others	1,648.16	1,759.82	1,663.77	3,407.98	3,277.11	6,524.72
Profit on sale of investments (other than insurance business)	159.78	149.59	167.29	309.37	331.74	409.17
<b>Total – Other income</b>	<b>1,807.94</b>	<b>1,909.41</b>	<b>1,831.06</b>	<b>3,717.35</b>	<b>3,608.85</b>	<b>6,933.89</b>

- Other Income in the consolidated results for the reporting periods is net of sub-brokerage paid in the broking subsidiary amounting to ₹ 13.00 crore for the quarter and ₹ 32.86 crore for the half-year ended 30<sup>th</sup> September, 2019 (for the quarter ended 30<sup>th</sup> June 2019, ₹ 19.86 crore, for the quarter and half year ended 30<sup>th</sup> September, 2018, ₹ 21.79 crore and ₹ 39.07 crore respectively, for the year ended 31<sup>st</sup> March, 2019 amounting to ₹ 75.75 crore).
- 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.
- Details of other expenditure forming part of consolidated results are as follows:

₹ crore

Particulars	Quarter Ended			Half year Ended		Year Ended
	30-Sep-19 (Unaudited)	30-Jun-19 (Unaudited)	30-Sep-18 (Unaudited)	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
Brokerage	171.88	146.73	194.13	318.61	352.41	752.99
Depreciation	117.53	118.53	115.79	236.06	224.61	458.42
Rent, taxes and lighting	188.16	190.15	174.32	378.31	342.69	711.33
Others	1,098.50	1,093.88	1,015.96	2,192.38	1,960.55	4,171.09
<b>Total – Other operating expenses</b>	<b>1,576.07</b>	<b>1,549.29</b>	<b>1,500.20</b>	<b>3,125.36</b>	<b>2,880.26</b>	<b>6,093.83</b>



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

Particulars	Quarter Ended			Half year Ended		Year Ended
	30-Sep-19 (Unaudited)	30-Jun-19 (Unaudited)	30-Sep-18 (Unaudited)	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
Provision towards advances / others (including provisions for exposures to entities with Unhedged Foreign Currency Exposures) (Net)	444.51	299.53	241.91	744.04	514.40	1,067.50
Provision / (Write back of provisions) towards investments (net)	28.59	50.69	117.80	79.28	344.29	(22.14)
<b>Total – Provisions (other than tax) and contingencies</b>	<b>473.10</b>	<b>350.22</b>	<b>359.71</b>	<b>823.32</b>	<b>858.69</b>	<b>1,045.36</b>

8. 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.
9. 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 half-year ended 30<sup>th</sup> September, 2019 amounting to ₹ 1,301.03 crore and ₹ 2,354.80 crore respectively (for the quarter ended 30<sup>th</sup> June 2019, ₹ 1,053.77 crore, for the quarter and half year ended 30<sup>th</sup> September, 2018, ₹ 557.94 crore and ₹ 961.41 crore respectively, for the year ended 31<sup>st</sup> March, 2019 amounting to ₹ 4,919.30 crore) has been included in "Policy holders' reserves, surrender expense and claims" under "Operating Expenses".
10. The Bank and some of its subsidiaries have elected to exercise the option permitted under section 115BAA of the Income-tax Act, 1961 as introduced by the Taxation Laws (Amendment) ordinance, 2019. Accordingly, they have recognised Provision for Income Tax for the six month ended 30<sup>th</sup> September, 2019 and re-measured its Deferred Tax Asset and Liability basis the rate prescribed in the said section. The full impact of this change has been recognised in Profit and Loss account.
11. There has been no change in any significant accounting policies during the half year ended 30<sup>th</sup> September, 2019 as compared to those followed for the year ended 31<sup>st</sup> March, 2019.
12. The summarised consolidated Balance Sheet of the Bank is given below:

Summarised Balance Sheet	₹ crore		
	As at 30 <sup>th</sup> Sep 2019 (Unaudited)	As at 30 <sup>th</sup> Sep 2018 (Unaudited)	As at 31 <sup>st</sup> Mar 2019 (Audited)
<b>CAPITAL AND LIABILITIES</b>			
Capital	1,455.01	1,453.50	1,454.38
Reserves and Surplus	61,107.93	52,895.14	56,825.36
Employees' Stock Options (Grants) Outstanding	2.48	2.70	2.07
Deposits	232,338.41	203,930.02	224,824.26
Borrowings	58,166.40	66,535.01	66,438.94
Policyholder's Funds	29,846.87	23,421.39	27,417.81
Other Liabilities and Provisions	17,425.08	14,991.39	18,208.43
<b>TOTAL</b>	<b>400,342.18</b>	<b>363,229.15</b>	<b>395,171.25</b>
<b>ASSETS</b>			
Cash and balances with Reserve Bank Of India	11,237.48	9,300.87	10,910.92
Balances with Banks and Money at Call and Short Notice	13,623.69	22,011.45	20,353.54
Investments	109,707.89	93,313.97	103,487.02
Advances	248,740.17	222,172.25	243,461.99
Fixed Assets	1,890.92	1,822.95	1,883.71
Goodwill	813.75	793.06	813.75
Other Assets	14,328.28	13,814.60	14,260.32
<b>TOTAL</b>	<b>400,342.18</b>	<b>363,229.15</b>	<b>395,171.25</b>

13. Consolidated Segment Information is as under:

₹ crore

Sr No	Particulars	Quarter Ended			Half year Ended		Year Ended
		30-Sep-19 (Unaudited)	30-Jun-19 (Unaudited)	30-Sep-18 (Unaudited)	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
1	<b>Segment Revenues:</b>						
	Treasury, BMU and Corporate Centre	1,701.26	1,728.68	1,593.56	3,429.94	3,227.49	6,333.84
	Retail Banking	3,820.91	3,644.29	2,776.70	7,465.20	6,683.36	13,885.48
	Corporate / Wholesale Banking	3,374.48	3,377.86	3,380.94	6,752.34	5,185.16	11,392.66
	Vehicle Financing	595.46	604.44	603.68	1,199.90	1,194.41	2,407.69
	Other Lending Activities	510.26	531.86	465.10	1,042.12	878.95	1,839.75
	Broking (Refer Note 4)	332.71	339.52	364.00	672.23	690.62	1,352.51
	Advisory and Transactional Services	73.00	134.61	72.36	207.61	145.10	300.71
	Asset Management	276.12	259.03	285.97	535.15	576.18	1,106.03
	Insurance	2,820.88	2,404.20	2,096.64	5,225.08	3,709.73	10,711.88
	<b>Sub-total</b>	<b>13,505.08</b>	<b>13,024.49</b>	<b>11,638.95</b>	<b>26,529.57</b>	<b>22,291.00</b>	<b>49,330.55</b>
	Less: inter-segment revenues	(962.09)	(894.93)	(809.87)	(1,857.02)	(1,558.36)	(3,427.19)
	<b>Total Income</b>	<b>12,542.99</b>	<b>12,129.56</b>	<b>10,829.08</b>	<b>24,672.55</b>	<b>20,732.64</b>	<b>45,903.36</b>
2	<b>Segment Results:</b>						
	Treasury, BMU and Corporate Centre	705.80	648.74	482.83	1,354.54	920.77	2,382.40
	Retail Banking	445.07	501.35	328.26	946.42	1,063.11	1,988.39
	Corporate / Wholesale Banking	1,058.01	994.64	988.02	2,052.65	1,441.10	3,287.57
	Vehicle Financing	122.72	124.26	133.35	246.98	267.03	524.79
	Other Lending Activities	163.10	159.93	160.51	323.03	303.02	649.37
	Broking	117.00	105.43	138.91	222.43	253.86	475.13
	Advisory and Transactional Services	19.26	82.94	32.93	102.20	70.26	141.12
	Asset Management	152.12	142.24	145.70	294.36	280.48	571.11
	Insurance	161.63	153.63	139.40	315.26	266.20	555.84
	<b>Total Profit before tax, minority interest and associates</b>	<b>2,944.71</b>	<b>2,913.16</b>	<b>2,549.91</b>	<b>5,857.87</b>	<b>4,865.83</b>	<b>10,575.72</b>
	Provision for tax	545.63	986.31	835.79	1,531.94	1,607.14	3,456.02
	<b>Net Profit before share of Associates and Minority</b>	<b>2,399.08</b>	<b>1,926.85</b>	<b>1,714.12</b>	<b>4,325.93</b>	<b>3,258.69</b>	<b>7,119.70</b>
3	<b>Segment Assets:</b>						
	Treasury, BMU and Corporate Centre	100,640.87	102,719.70	102,255.65	100,640.87	102,255.65	103,728.34
	Retail Banking	195,442.69	176,427.63	159,180.84	195,442.69	159,180.84	174,501.61
	Corporate / Wholesale Banking	134,915.12	134,789.13	108,555.23	134,915.12	108,555.23	134,695.27
	Vehicle Financing	20,577.09	21,391.54	22,583.44	20,577.09	22,583.44	21,661.53
	Other Lending Activities	17,460.85	19,310.86	17,662.40	17,460.85	17,662.40	19,562.02
	Broking	5,474.43	5,521.98	3,683.71	5,474.43	3,683.71	4,973.38
	Advisory and Transactional Services	312.06	264.50	232.45	312.06	232.45	272.04
	Asset Management	2,751.08	2,816.62	2,459.88	2,751.08	2,459.88	2,919.14
	Insurance	34,414.26	32,803.12	26,989.62	34,414.26	26,989.62	31,721.42
	<b>Sub-total</b>	<b>511,988.45</b>	<b>496,045.08</b>	<b>443,603.22</b>	<b>511,988.45</b>	<b>443,603.22</b>	<b>494,034.75</b>
	Less: inter-segment assets	(112,813.84)	(98,428.20)	(81,505.31)	(112,813.84)	(81,505.31)	(99,880.27)
	<b>Total</b>	<b>399,174.61</b>	<b>397,616.88</b>	<b>362,097.91</b>	<b>399,174.61</b>	<b>362,097.91</b>	<b>394,154.48</b>
	Add: Unallocated Assets	1,167.57	1,048.30	1,131.24	1,167.57	1,131.24	1,016.77
	<b>Total Assets as per Balance Sheet</b>	<b>400,342.18</b>	<b>398,665.18</b>	<b>363,229.15</b>	<b>400,342.18</b>	<b>363,229.15</b>	<b>395,171.25</b>
4	<b>Segment Liabilities:</b>						
	Treasury, BMU and Corporate Centre	88,458.31	91,642.79	91,417.39	88,458.31	91,417.39	94,807.25
	Retail Banking	180,587.36	162,017.39	146,516.07	180,587.36	146,516.07	160,851.80
	Corporate / Wholesale Banking	121,806.82	122,746.02	97,762.26	121,806.82	97,762.26	122,068.09
	Vehicle Financing	15,716.48	16,454.03	18,695.76	15,716.48	18,695.76	17,819.58
	Other Lending Activities	7,262.74	7,921.26	7,151.41	7,262.74	7,151.41	6,952.50
	Broking	4,556.89	4,576.66	3,384.83	4,556.89	3,384.83	4,080.72
	Advisory and Transactional Services	90.42	81.70	67.52	90.42	67.52	70.14
	Asset Management	749.21	932.44	751.91	749.21	751.91	1,060.32
	Insurance	31,346.20	29,919.00	24,444.83	31,346.20	24,444.83	28,938.13
	<b>Sub-total</b>	<b>450,574.43</b>	<b>436,291.29</b>	<b>390,191.98</b>	<b>450,574.43</b>	<b>390,191.98</b>	<b>436,648.53</b>
	Less: inter-segment liabilities	(112,813.84)	(98,428.20)	(81,505.31)	(112,813.84)	(81,505.31)	(99,880.27)
	<b>Total</b>	<b>337,760.59</b>	<b>337,863.09</b>	<b>308,686.67</b>	<b>337,760.59</b>	<b>308,686.67</b>	<b>336,768.26</b>
	Add: Unallocated liabilities	18.65	571.21	193.84	18.65	193.84	123.25
	Add: Share Capital, Reserves & Surplus & Minority Interest	62,562.94	60,230.88	54,348.64	62,562.94	54,348.64	58,279.74
	<b>Total Capital and Liabilities as per Balance Sheet</b>	<b>400,342.18</b>	<b>398,665.18</b>	<b>363,229.15</b>	<b>400,342.18</b>	<b>363,229.15</b>	<b>395,171.25</b>





## 14. Consolidated Cash Flow Statement:

₹ crore

Particulars	Half Year Ended		Year Ended
	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Net Profit after tax	4,325.93	3,258.69	7,119.70
Add: Provision for tax	1,531.94	1,607.14	3,456.02
<b>Net Profit before taxes</b>	<b>5,857.87</b>	<b>4,865.83</b>	<b>10,575.72</b>
<b>Adjustments for :-</b>			
Employee Stock Options Expense	0.89	0.96	1.80
Depreciation on Group's Property	236.06	224.61	458.42
Diminution/ (write back) in the value of Investments	79.28	344.29	(22.14)
(Profit) / Loss on revaluation of investments (net)	67.95	397.86	(336.25)
Profit on sale of Investments (net)	(733.75)	(670.10)	(875.76)
Amortization of Premium on Investments	132.11	155.76	276.71
Provision for Non-Performing Assets, Standard Assets and Other Provisions	744.03	514.40	1,067.50
Profit on sale of Fixed Assets	(28.40)	(14.48)	(21.61)
	<b>6,356.04</b>	<b>5,819.13</b>	<b>11,124.39</b>
<b>Adjustments for :-</b>			
(Increase) / Decrease in investments - Available for Sale, Held for Trading and Stock-in-Trade	6,476.68	(2,706.95)	(8,597.71)
(Increase) in Advances	(5,994.85)	(16,626.07)	(38,387.05)
(Increase) / Decrease in Other Assets	33.22	(63.67)	(537.51)
Increase in Deposits	7,514.15	12,694.23	33,588.46
Increase in Policyholders' Funds	2,429.06	996.05	4,992.48
Increase / (Decrease) in Other Liabilities and Provisions	(692.59)	(143.12)	3,070.79
	<b>9,765.67</b>	<b>(5,849.53)</b>	<b>(5,870.54)</b>
Direct Taxes Paid (net of refunds)	(1,764.57)	(1,523.41)	(3,431.47)
<b>NET CASH FLOW FROM/ (USED IN) OPERATING ACTIVITIES (A)</b>	<b>14,357.14</b>	<b>(1,553.81)</b>	<b>1,822.38</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>			
Purchase of Fixed Assets	(232.34)	(233.64)	(524.96)
Proceeds from sale of Fixed assets	32.17	22.87	33.93
Proceeds from Sale of Shares in Associates	10.32	-	-
Purchase consideration paid on acquisition of Subsidiary / Minority Interest	-	-	(20.69)
(Increase) / Decrease in Other Investments	(12,239.92)	204.94	(2,870.84)
<b>NET CASH FLOW (USED IN) INVESTING ACTIVITIES (B)</b>	<b>(12,429.77)</b>	<b>(5.83)</b>	<b>(3,382.56)</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>			
Dividend paid including corporate dividend tax	(184.19)	(160.89)	(193.26)
Money received on issue of Equity Shares / exercise of stock options	94.11	82.81	223.59
Share issue expenses	(0.20)	(0.70)	(0.70)
Money received on issue of Perpetual Non-Cumulative Preference Shares	-	500.00	500.00
Increase / (Decrease) in borrowings	(8,272.54)	7,931.04	7,834.96
<b>NET CASH FLOW FROM/ (USED IN) FINANCING ACTIVITIES (C)</b>	<b>(8,362.82)</b>	<b>8,352.26</b>	<b>8,364.59</b>
<b>Increase in Foreign Currency Translation Reserve (D)</b>	<b>32.16</b>	<b>119.07</b>	<b>59.42</b>
<b>NET INCREASE/(DECREASE)IN CASH AND CASH EQUIVALENTS (A + B + C + D)</b>	<b>(6,403.29)</b>	<b>6,911.69</b>	<b>6,863.83</b>
<b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR</b>	<b>31,264.46</b>	<b>24,400.63</b>	<b>24,400.63</b>
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD / YEAR</b>	<b>24,861.17</b>	<b>31,312.32</b>	<b>31,264.46</b>



Particulars	Half Year Ended		Year Ended
	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
Balance with banks in India in Other Deposit Accounts	5,472.84	4,086.09	5,250.93
Balance with banks in India In Current Account	554.20	333.15	323.60
Money at call and short notice in India with Banks	1,301.77	3,683.49	4,875.20
Money at call and short notice in India with Other Agencies	2,000.00	10,700.00	4,300.00
Cash in hand	1,792.51	1,103.04	1,254.50
Balance with RBI in Current Account	9,444.97	8,197.82	9,656.42
<b>Balance with Banks Outside India:</b>			
(i) In Current Account	1,093.51	2,675.02	786.44
(ii) In other Deposit Accounts	3,201.37	533.71	4,817.37
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD / YEAR</b>	<b>24,861.17</b>	<b>31,312.32</b>	<b>31,264.46</b>

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

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



**Dipak Gupta**  
Joint Managing Director

Mumbai, 22<sup>nd</sup> October, 2019





## MEDIA RELEASE

### KOTAK MAHINDRA BANK ANNOUNCES RESULTS

**Standalone PAT for Q2FY20 ₹ 1,724 cr up 51%**

**Consolidated Bank PAT for Q2FY20 ₹ 2,407 cr up 38%**

**Mumbai, October 22, 2019:** The Board of Directors of Kotak Mahindra Bank ('Kotak Bank') took on record the unaudited standalone and consolidated results for Q2FY20, at the Board meeting held in Mumbai, today.

#### Kotak Mahindra Bank standalone results

Bank's PAT for Q2FY20 increased to ₹ 1,724 cr from ₹ 1,142 cr in Q2FY19 up 51%.

Net Interest Income (NII) for Q2FY20 increased to ₹ 3,350 cr from ₹ 2,676 cr in Q2FY19, up by 25%. Net Interest Margin (NIM) for Q2FY20 at 4.61% up from 4.19% in Q2FY19.

CASA ratio as on September 30, 2019 stood at 53.6% compared to 50.2% as on September 30, 2018. TD Sweep deposits as on September 30, 2019 were 7.1% of the total deposits. Cost of SA for Q2FY20 was 5.37%.

Average Savings deposits grew by 20% to ₹ 80,425 cr for Q2FY20 compared to ₹ 66,892 cr for Q2FY19. Average Current Account deposits grew by 22% to ₹ 33,216 cr for Q2FY20 compared to ₹ 27,231 cr for Q2FY19.

Advances as on September 30, 2019 were up 15% to ₹ 213,299 cr (₹ 184,940 cr as on September 30, 2018)

Capital adequacy ratio of the Bank, as per Basel III, as on September 30, 2019 is 18.2% and Tier I ratio is 17.6%.

As on September 30, 2019, the Bank had a network of 1,512 full-fledged branches and 2,429 ATMs affording it the capacity and means to serve its customers through its wide presence.

To augment its footprint in the international arena, Kotak Mahindra Bank (Kotak) has launched its very first overseas branch at the Dubai International Financial Centre (DIFC), Dubai, UAE after receiving due regulatory approvals.

As on September 30, 2019, GNPA was 2.32% & NNPA was 0.85%. As on September 30, 2019, SMA2 outstanding was ₹ 431 cr (0.2% of net advances).

#### Consolidated results at a glance

Consolidated PAT for Q2FY20 increased to ₹ 2,407 cr from ₹ 1,747 cr in Q2FY19 up 38%.

For Q2FY20, the Bank's contribution to the PAT was ₹ 1,724 cr. The subsidiaries & associates net contribution was 28% of the consolidated PAT.

The contribution of key subsidiaries is given below:

Subsidiaries	Q2FY20 PAT (₹ cr)
Kotak Mahindra Prime	172
Kotak Mahindra Investments	67
Kotak Securities	149
Kotak Mahindra Life Insurance	144
Kotak AMC & TC	85
International Subsidiaries	34



Consolidated Capital & Reserves and Surplus as on September 30, 2019 was ₹ 62,563 cr (₹ 54,349 cr as on September 30, 2018).

Consolidated Advances were ₹ 248,740 cr as on September 30, 2019.

Total assets managed / advised by the Group as on September 30, 2019 were up 21% at ₹ 242,025 cr (₹ 199,382 cr as on September 30, 2018).

The Relationship Value of all the customers of Wealth and Priority Banking Offering ~ ₹ 295,000 cr as on September 30, 2019 up from ~ ₹ 248,000 cr as on September 30, 2018.

The market share of Kotak Securities in the cash segment was 9.4% for H1FY20 (8.7% H1FY19).

### **Digital Update**

Post change in regulation, we restarted sourcing 811 OTP account basis Voluntary use of Aadhaar by the customer. The customer can do the full KYC of these OTP account using Biometric. With this being implemented we are back at the monthly acquisition numbers of 811 which we were doing prior to the Honourable Supreme Court ruling.

Digital remains an area of focus for the Group. We launched India's first AI-powered voicebot in the banking sector by the name of 'Keya'. Bank and other subsidiaries like Securities, Insurance, Mutual Fund and Kotak Prime are gaining significant traction and market share. During Q2FY20, the share of Recurring Deposits sourced digitally was 91% and that of Term Deposits was 72%. With the implementation of Open Banking, it has enabled 49 API relationships YTD Q2FY20. ~6.3x increase in Keya chatbox users since Jan 2019.

Kotak Securities mobile transaction total ADVs grew 110% YoY in Q2FY20. 90% of the individual policies written by Kotak Life Insurance were sourced through Genie - tablet based end to end sales solution. Further, 95% of the Banca channel sales in Q2FY20 were through Genie. In the case of Kotak General Insurance, its digital business in terms of volume grew 37% YoY.

### **About Kotak Mahindra Group**

Established in 1985, Kotak Mahindra Group is one of India's leading financial services conglomerates. In February 2003, Kotak Mahindra Finance Ltd. (KMFL), the Group's flagship company, received banking license from the Reserve Bank of India (RBI), becoming the first non-banking finance company in India to convert into a bank - Kotak Mahindra Bank Ltd (KMBL).

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

As on 30th September, 2019, the net worth of the Group stands at ₹ 62,653 crore.

Kotak Mahindra Group has a global presence through its subsidiaries in UK, USA, Gulf Region, Singapore and Mauritius with offices in London, New York, California, Abu Dhabi, Mauritius and Singapore respectively. As on 30th September, 2019, Kotak Mahindra Bank Ltd has a national footprint of 1,512 branches and 2,429 ATMs, and branches in GIFT City and DIFC (Dubai).

Established in 1985, Kotak Mahindra Group (Group) is one of India's leading financial services conglomerate. In February 2003, Kotak Mahindra Finance Ltd. (KMFL), the Group's flagship company, received banking license from the Reserve Bank of India (RBI), becoming the first nonbanking finance company in India to convert into a bank - Kotak Mahindra Bank Ltd.

As on September 30, 2019, Kotak Mahindra Bank Ltd, has a national footprint of 1,512 branches and 2,429 ATMs. The networth of the Group stands at ₹ 62,653 cr as on September 30, 2019. The Group offers a wide range of financial



services that encompass every sphere of life. From commercial banking, to stock broking, mutual funds, insurance and investment banking, the Group caters to the diverse financial needs of individuals and the corporate sector. The Group has a wide distribution network through branches and franchisees across India, an International Business Unit at GIFT city, Gujarat and international offices in London, New York, California, Dubai, Abu Dhabi, Mauritius and Singapore.

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

For further information, please contact

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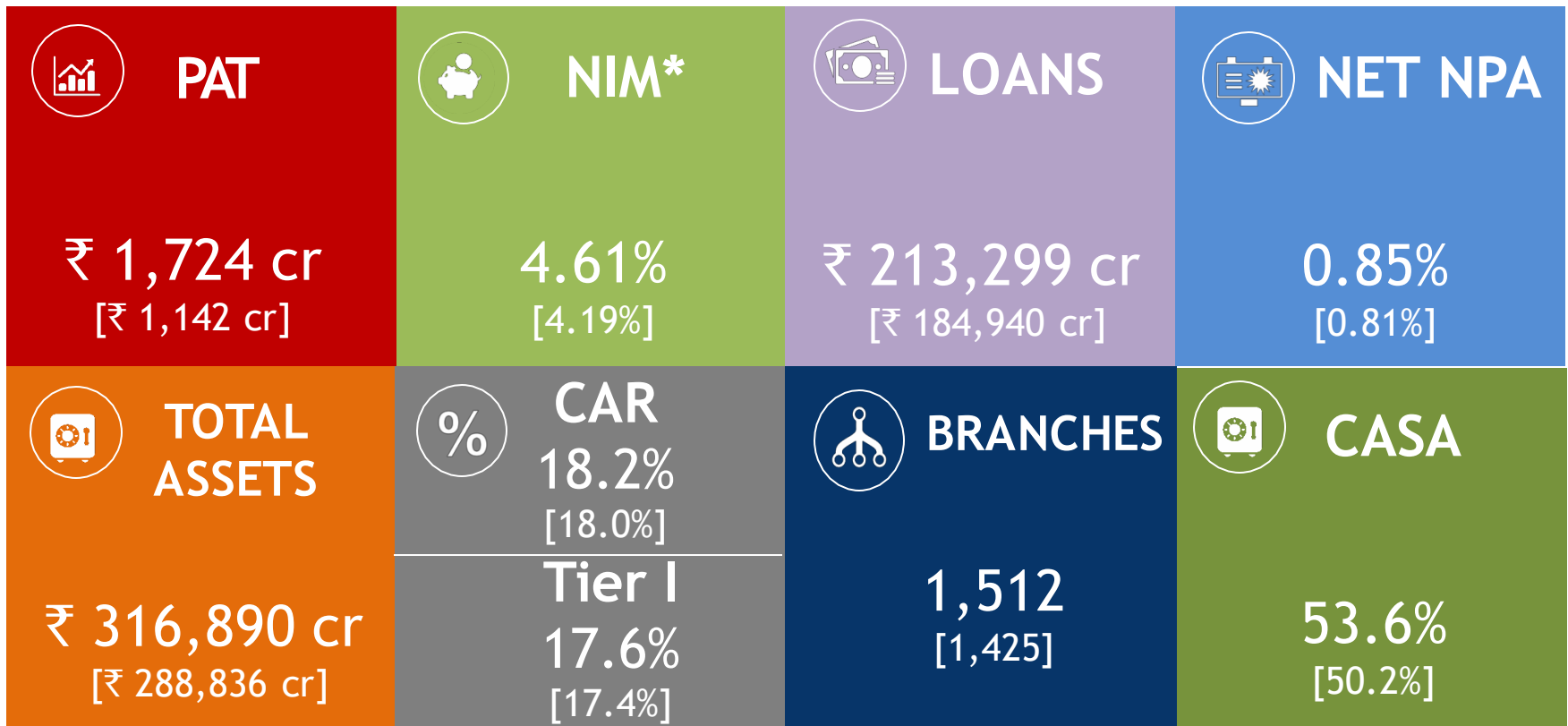
# EARNINGS UPDATE Q2FY20

Presentation on financial results for the period ended September 30, 2019

October 22, 2019



# Standalone Highlights Q2FY20



Figures in [brackets] are Q2FY19 numbers

\* Doesn't include dividend income and interest on income-tax refund

# Profit and Loss Account

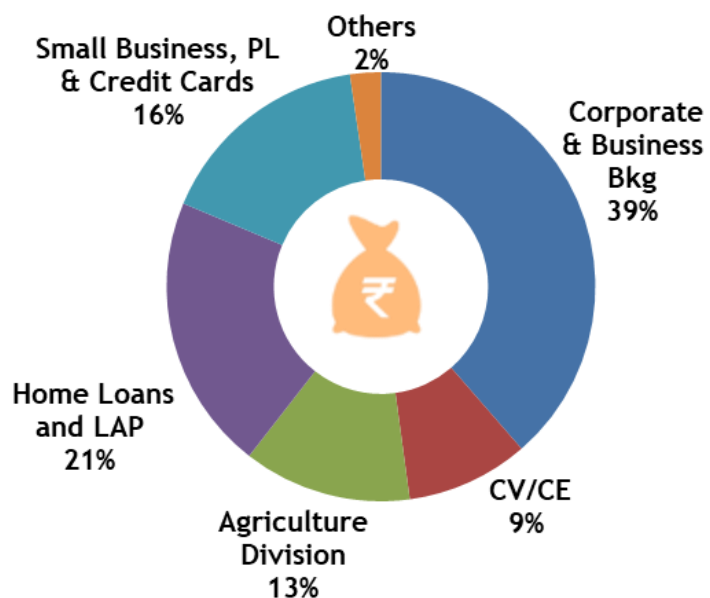


₹ cr	Q2FY 20	Q2FY 19	Q1FY 20	FY 19
Net Interest Income	3,350	2,676	3,161	11,206
Other Income	1,224	1,218	1,317	4,657
<i>Fee and Services</i>	1,162	1,032	1,162	4,287
<i>Others</i>	62	186	155	370
<b>Net Total Income</b>	<b>4,574</b>	<b>3,894</b>	<b>4,478</b>	<b>15,863</b>
Employee Cost	915	745	902	3,159
Other Operating Expenses	1,150	1,054	1,177	4,356
<b>Operating Expenditure</b>	<b>2,065</b>	<b>1,799</b>	<b>2,079</b>	<b>7,515</b>
<b>Operating Profit</b>	<b>2,509</b>	<b>2,095</b>	<b>2,399</b>	<b>8,348</b>
Provision On Adv/Receivables (net)	398	221	273	976
Provision On Investments	10	133	44	(14)
<b>Provision &amp; Contingencies</b>	<b>408</b>	<b>354</b>	<b>317</b>	<b>962</b>
<b>PBT</b>	<b>2,101</b>	<b>1,741</b>	<b>2,082</b>	<b>7,386</b>
Provision For Tax	377	599	722	2,521
<b>PAT</b>	<b>1,724</b>	<b>1,142</b>	<b>1,360</b>	<b>4,865</b>



# Advances

30-Sep-19 (₹ 213,299 cr)



## Advances

₹ cr	30-Sep-19	30-Sep-18	30-Jun-19
Corporate & Business Banking	82,374	76,647	81,418
CV/CE	19,688	17,048	19,910
Agriculture Division	27,068	22,425	25,986
Home Loans and LAP	44,371	36,064	42,243
Small Business, PL & Credit Cards	34,852	29,039	33,719
Others	4,946	3,717	4,754
<b>Total Advances</b>	<b>213,299</b>	<b>184,940</b>	<b>208,030</b>

# Asset Quality & Specific Sectors Exposure



## Asset Quality

₹ cr	30-Sep-19	30-Sep-18	30-Jun-19
GNPA	5,034	4,033	4,614
NNPA	1,811	1,501	1,524
GNPA (%)	2.32%	2.15%	2.19%
NNPA (%)	0.85%	0.81%	0.73%
PCR (excl technical w/off)	64.0%	62.8%	67.0%

- SMA2 outstanding - ₹ 431 cr
- 0.20% of net advances

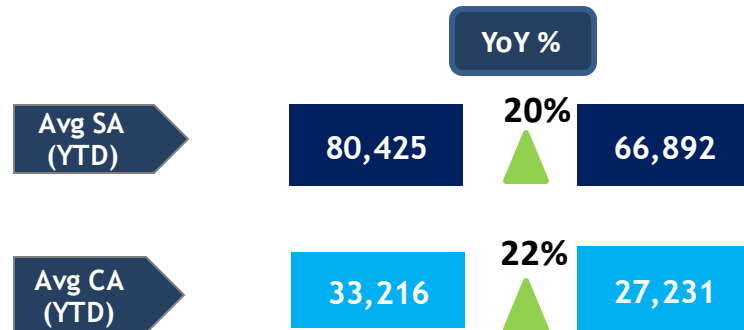
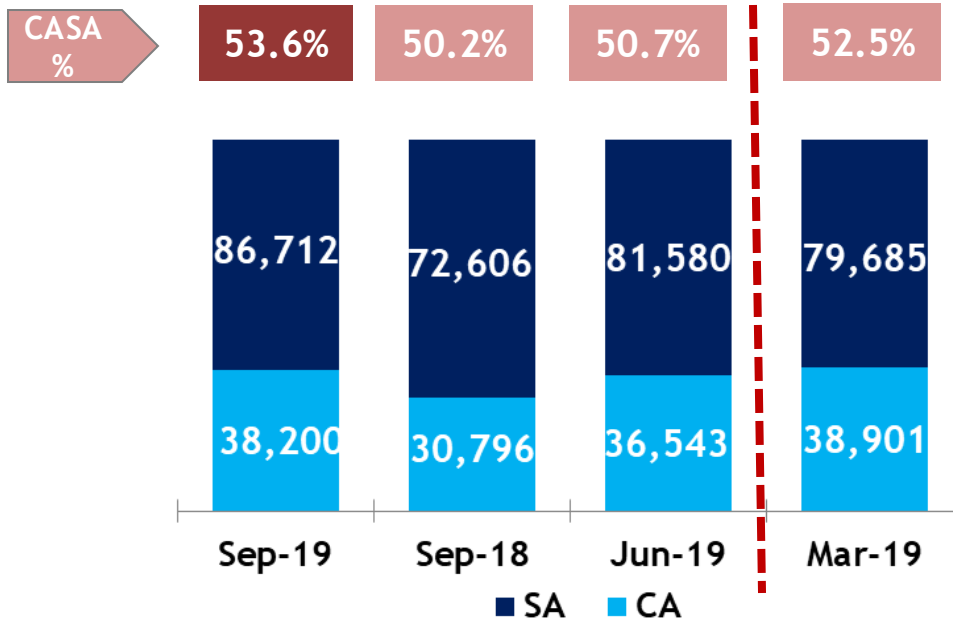
## Specific Sectors as per Basel III

Outstanding* (₹ cr)	30-Sep-19	%	30-Sep-18	%	30-Jun-19	%
NBFCs	10,964	4.0%	13,018	5.2%	11,466	4.2%
:Of which HFC	3,563	1.3%	3,667	1.5%	3,715	1.4%
CRE (excl LRD)	5,609	2.0%	4,564	1.8%	4,468	1.6%
LRD	4,296	1.6%	3,176	1.3%	4,417	1.6%
<b>Total</b>	<b>276,402</b>		<b>249,816</b>		<b>274,254</b>	

\*Loans, non-SLR investments, bank balances, current exposure and non-fund

# Deposits

## CASA (₹ cr)



## Highlights

- CASA and TDs below ₹ 5 cr constitute 86% (PY: 79%) of total deposits
- TDs below ₹ 1 cr were ₹ 62,430 cr (PY: ₹ 49,743 cr)
- TD Sweep: 7.1% (PY: 6.6%) of total deposits
- Cost of SA for Q2FY20: 5.37% (Q2FY19: 5.65%)
- 1,512 branches as on 30<sup>th</sup> Sep, 2019

# Balance Sheet



₹ cr	30-Sep-19	30-Sep-18	30-Jun-19
Capital & Reserves and Surplus	45,912	40,103	44,290
Deposits	233,071	205,830	232,931
CA	38,200	30,796	36,543
SA	86,712	72,606	81,580
<i>Term Deposits</i>	108,159	102,428	114,808
<i>Of which: TD Sweep</i>	16,548	13,541	16,375
Borrowings	26,665	32,584	27,242
Other Liabilities and Provisions	11,242	10,319	10,646
<b>Total Liabilities</b>	<b>316,890</b>	<b>288,836</b>	<b>315,109</b>

₹ cr	30-Sep-19	30-Sep-18	30-Jun-19
Cash, Bank and Call	17,780	24,598	18,839
Investments	74,331	67,915	77,259
<i>Government Securities</i>	60,969	55,944	64,532
<i>Others</i>	13,362	11,971	12,727
Advances	213,299	184,940	208,030
Fixed Assets and Other Assets	11,480	11,383	10,981
<b>Total Assets</b>	<b>316,890</b>	<b>288,836</b>	<b>315,109</b>



## New Features

### Q2FY20

91%

• Recurring Deposit sourced digitally

72%

• Fixed Deposit sourced digitally

74%

• Mobile Banking growth YoY\* (volume)



• Tracking of deliverables i.e. chequebooks, Credit/Debit Cards, PINs etc. through Keya Chatbot



• Cardless Cash Withdrawal (IMT) option through Net & Mobile



• Cab booking through OLA on Mobile banking



• Loan only customer login & Loan section for viewing loan details



• Bill Pay section revamp on Net & Mobile



• Launched End to End digital sourcing for Secured Credit card  
• 30% Contribution through Digital in Salaried Personal Loans

31%

• YoY growth in monthly active users on Mobile Banking

81%

• Mobile banking customers are ONLY on mobile app

20X

• Logins on mobile banking compared to Net Banking

~6.3X

Increase in Keya chatbot users since Jan 2019

~1.5X

• QoQ increase for Digital Home Loans disbursements

## Key Highlights



**2.3X growth of volumes over Q2FY19**



**~10X growth of registered UPI merchant base in Q2FY20 v/s Q2FY19**



**KayMall**

**1.4X Volume Growth for KayMall in Q2FY20 v/s Q2FY19 (mCommerce & eCommerce)**

## Key Trends



**Open Banking has enabled 49 new API relationships YTD Q2FY20**



**Consumer UPI P2M (Peer to Merchant) Checkouts have grown 6.4X in Q2FY20 over Q2FY19**



**Unique UPI Monthly Transacting Customers have grown 2.4X (Sept'19 v/s Sept'18)**



## Kotak Securities



**53%** growth  
YoY in Online  
Total ADV



**12%** growth  
YoY in Mobile  
Cash ADV



**110%**  
growth YoY in  
Mobile Total  
ADV



## Kotak Life Insurance



## Kotak General Insurance

**90%**

Individual Policies sourced in Q2FY20 through Genie (Tablet based end to end sales solution)

**95%**

Business (sales in Q2FY20) comes through Genie for BANCA channel

**96%**

Applications shared via digital medium in Q2FY20 (On-board advisors provided with Mobility solution digitally)

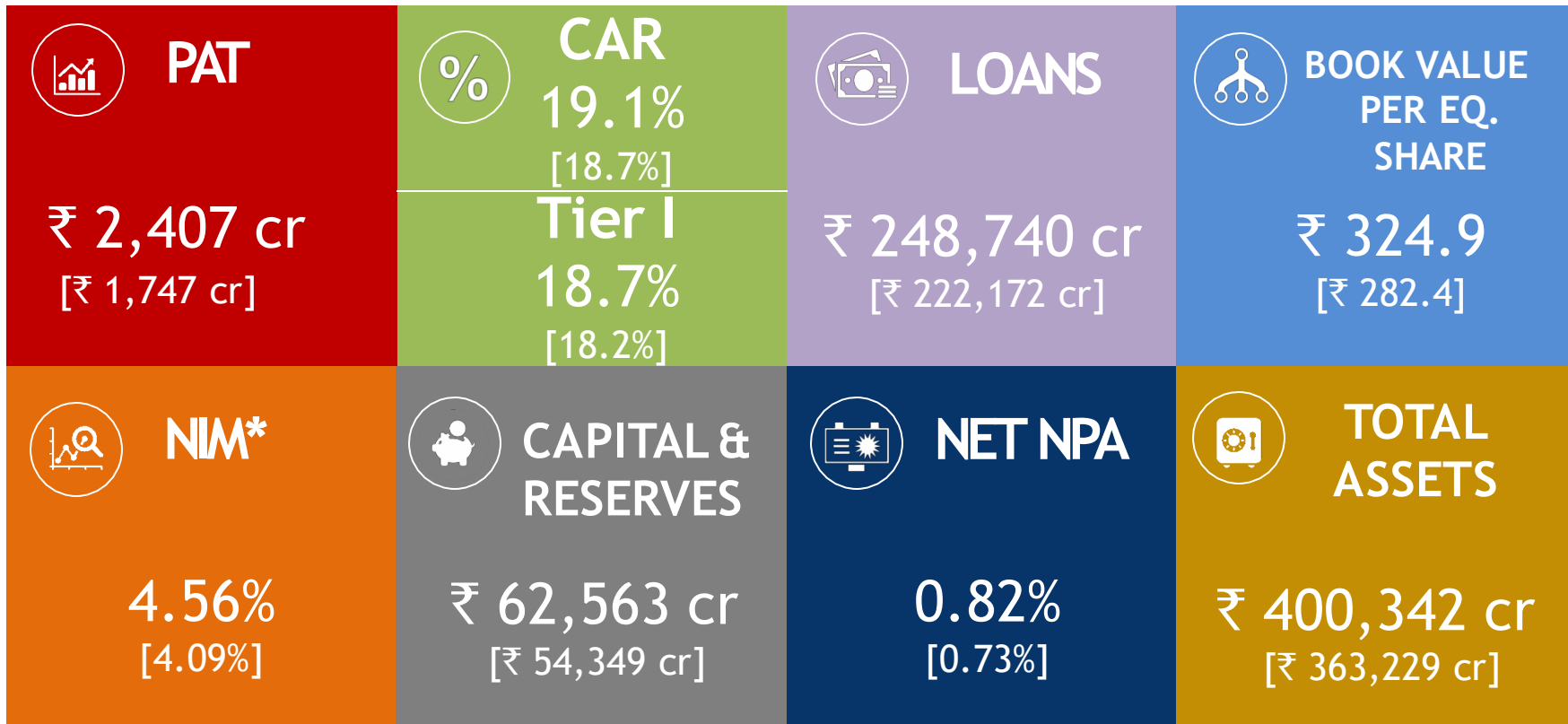
**82%**

Active Life Advisors till YTD Sept 19 uses Smart sell (Pre Marketing, engagement and productivity app)

**37%**

YoY growth  
in volume  
of digital  
business

# Consolidated Highlights Q2FY20



Figures in [brackets] are Q2FY19 numbers

\* Doesn't include dividend income and interest on income-tax refund

Financial results have been prepared under Indian Generally Accepted Accounting Principles



# Consolidated PAT



₹ cr	Q2FY 20	Q2FY 19	Q1FY 20	FY 19
Kotak Mahindra Bank	1,724	1,142	1,360	4,865
Kotak Mahindra Prime	172	157	153	599
Kotak Mahindra Investments	67	45	63	207
Kotak Securities	149	112	110	452
Kotak Mahindra Capital	1	14	45	63
Kotak Mahindra Life Insurance	144	127	134	507
Kotak AMC and TC	85	52	73	255
International Subsidiaries	34	47	29	148
Others	22	13	17	67
<b>Total</b>	<b>2,398</b>	<b>1,709</b>	<b>1,984</b>	<b>7,163</b>
Affiliates and Others	9	38	(52)	41
<b>Consolidated PAT</b>	<b>2,407</b>	<b>1,747</b>	<b>1,932</b>	<b>7,204</b>

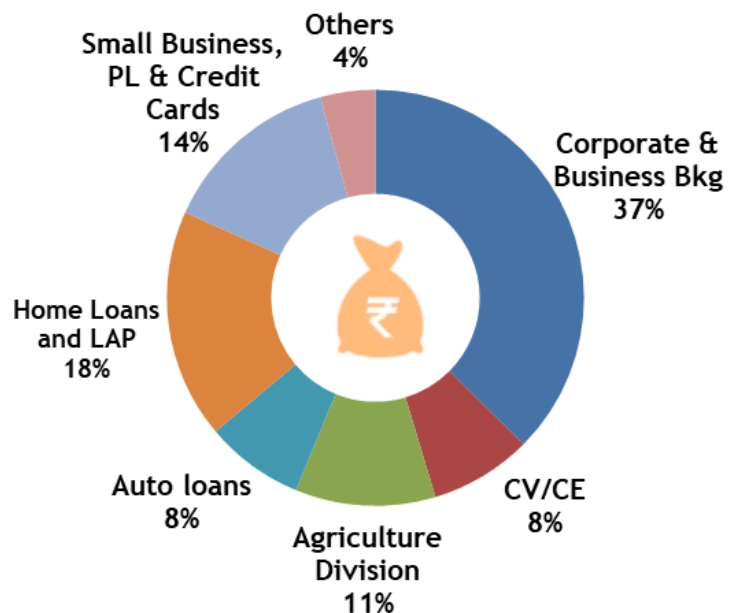
# Entity wise Capital & Reserves and Surplus



₹ cr	30-Sep-19	30-Sep-18	30-Jun-19
Kotak Mahindra Bank	45,912	40,103	44,290
Kotak Mahindra Prime	5,740	5,112	5,568
Kotak Mahindra Investments	1,719	1,476	1,652
Kotak Securities	4,238	3,768	4,089
Kotak Mahindra Capital	589	548	588
Kotak Mahindra Life Insurance	3,023	2,482	2,879
Kotak AMC and TC	708	432	623
Kotak Infrastructure Debt Fund	364	337	356
Kotak Mahindra General Insurance	183	126	146
International Subsidiaries	1,097	987	1,035
Kotak Investment Advisors	353	354	351
Other Entities	250	185	231
<b>Total</b>	<b>64,176</b>	<b>55,910</b>	<b>61,808</b>
Affiliates	949	921	941
Inter-company and Others	(2,562)	(2,482)	(2,518)
<b>Consolidated Capital &amp; Reserves and Surplus</b>	<b>62,563</b>	<b>54,349</b>	<b>60,231</b>

# Consolidated Advances

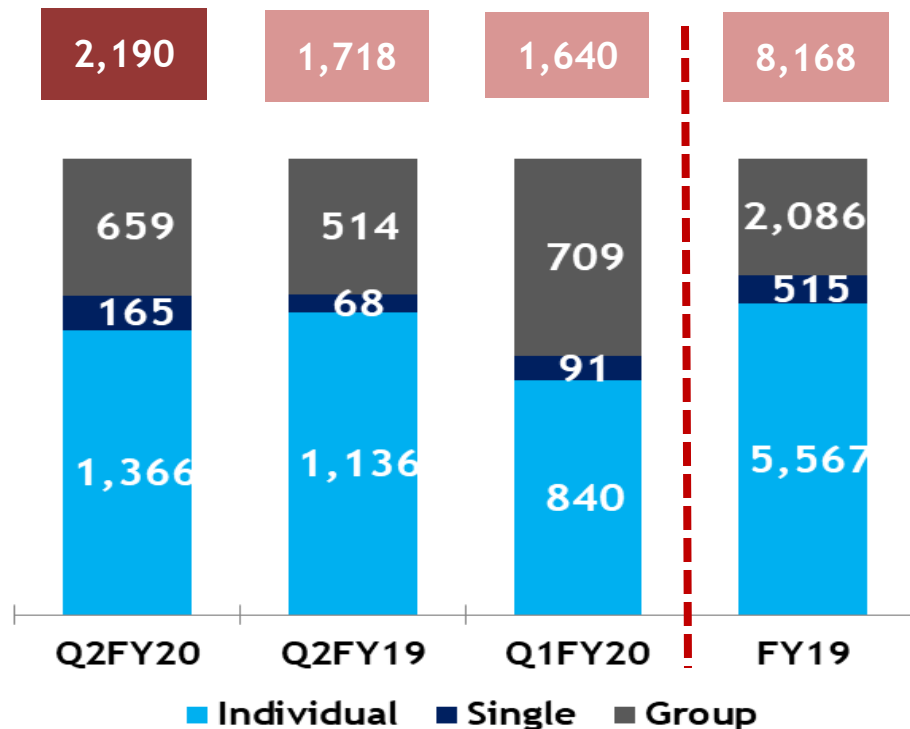
30-Sep-19 (₹ 248,740 cr)



## Consolidated Advances

₹ cr	30-Sep-19	30-Sep-18	30-Jun-19
Corporate & Business Banking	93,113	85,894	92,092
CV/CE	19,688	17,048	19,910
Agriculture Division	27,068	22,425	25,986
Auto loans	19,055	20,784	19,574
Home Loans and LAP	44,371	36,064	42,243
Small Business, PL & Credit Cards	34,852	29,056	33,719
Others	10,593	10,902	11,466
<b>Total Advances</b>	<b>248,740</b>	<b>222,172</b>	<b>244,990</b>

## Gross Written Premium (₹ cr)



## Highlights

- Gross Written Premium growth 27.5% YoY
- Renewal Premium growth 21.7% YoY
- AUM as on Sep 30, 2019: ₹ 30,358 cr, growth of 26.4% YoY
- 13<sup>th</sup> & 61<sup>st</sup> Month persistency increased to 88.1% and 61.5% respectively for Q1FY20 (Q1FY19: 86.6% & 62.2% respectively)

₹ cr	Q2FY 20	Q2FY 19	Q1FY20	FY 19
Capital	562	562	562	562
Other Reserves and Surplus	2,461	1,920	2,317	2,183
Total Premium	2,190	1,718	1,640	8,168
Profit After Tax (Shareholders')	144	127	134	507
Solvency Ratio (x)	3.06	3.10	3.02	3.02

Kotak Securities (₹ cr)	Q2FY20	Q2FY19	Q1FY20	FY19
Total Income	407	407	411	1,582
Profit Before Tax	181	169	168	680
<b>Profit After Tax</b>	149	112	110	452
Market Share* (%) (YTD)	1.7	2.5	1.7	2.6

\*excluding BSE Derivative segment

**Market Share in Cash Segment H1FY20 - 9.4% (H1FY19 - 8.7%)**

1,426 branches, franchises and referral co-ordinators

## Equity



₹ 900 cr

**Varun Beverages**

# Qualified Institutional Placement



POWER TRANSMISSION LIMITED

₹ 306 cr

**KALPATARU POWER TRANSMISSION LTD.**

# Block Deal

## Advisory



₹ 1,380

Acquisition of Linde's South India business by Air Water Inc. (Japan)

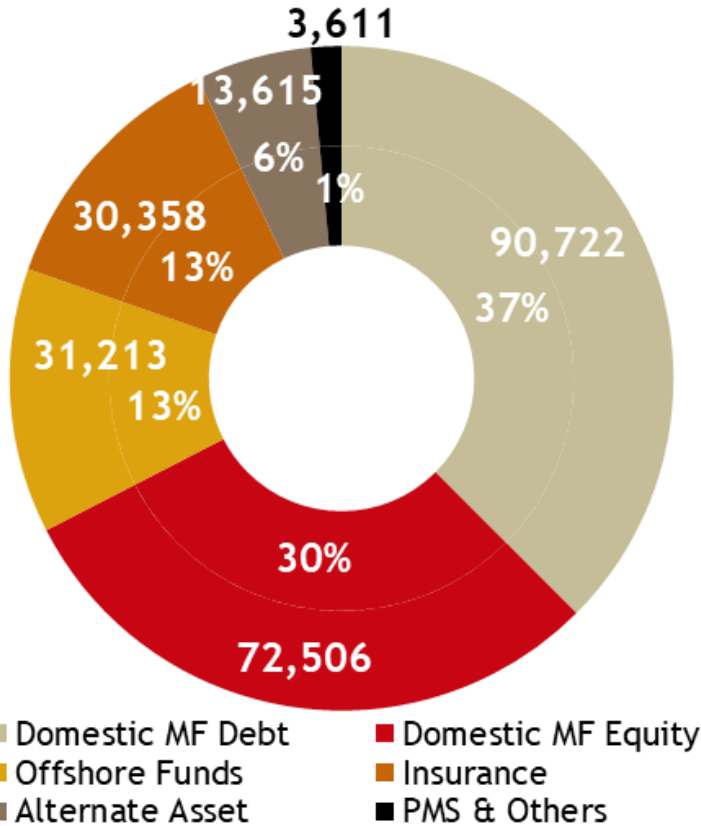


₹ 435 cr

Merger of PHCPL (subsidiary) with Phoenix Mills Limited

KMCC (₹ cr)	Q2FY20	Q2FY19	Q1FY20	FY19
Total Income	24	43	93	176
Profit Before Tax	(1)	21	65	93
<b>Profit After Tax</b>	1	14	45	63

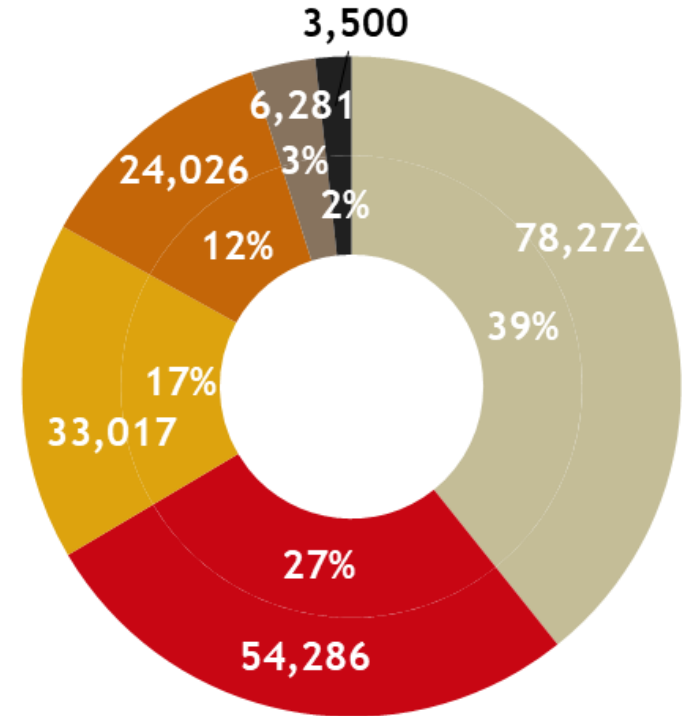
## Sep 30, 2019



**AUM ₹ 242,025 cr**



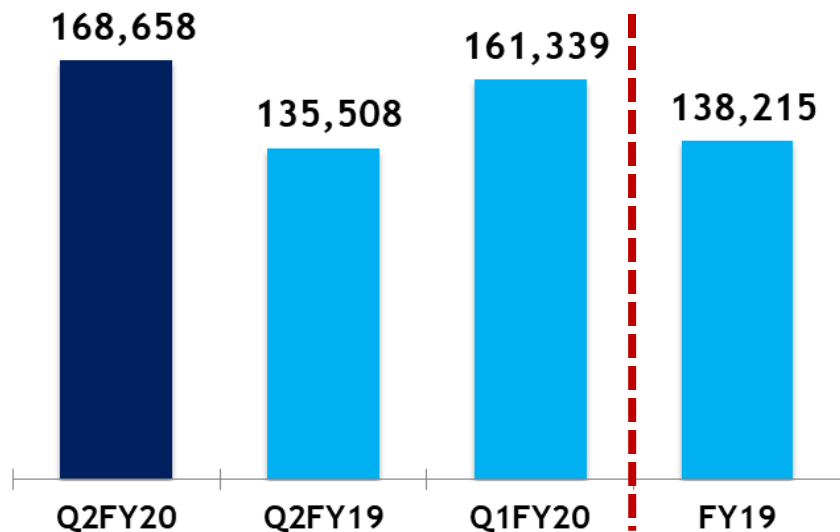
## Sep 30, 2018



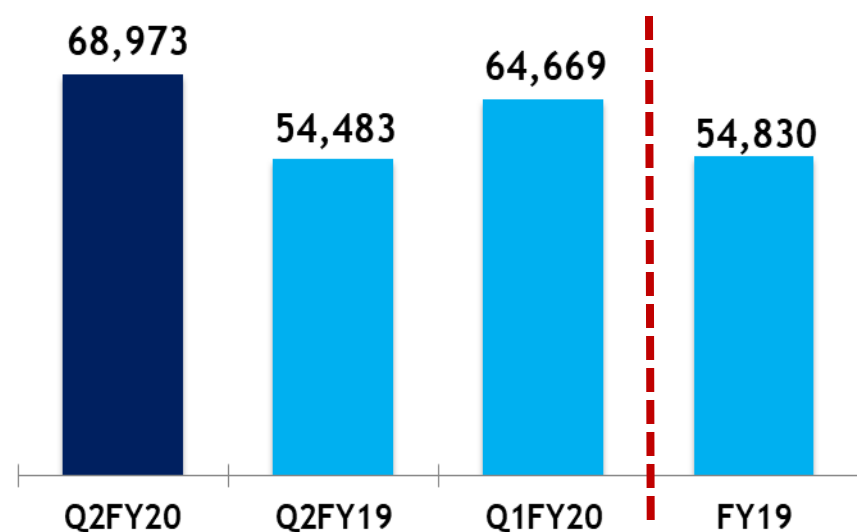
**AUM ₹ 199,382 cr**

**Relationship Value of Wealth + Priority as at Sep 30, 2019 ~ ₹ 295,000 cr (PY: ~ ₹ 248,000 cr)**

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



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

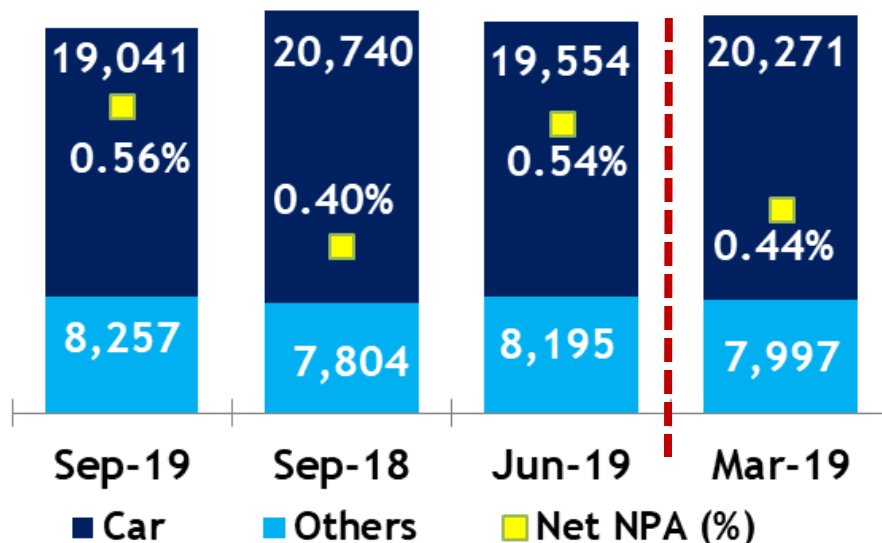


₹ cr	Q2FY20	Q2FY19	Q1FY20	FY19
Profit Before Tax	104	79	111	388
Profit After Tax	85	52	73	255

### Highlights

- Overall Ranking on AAUM improved to 6<sup>th</sup> in Q2FY20 (Q2FY19: 7<sup>th</sup>)
- Overall Market share on AAUM rose to 6.6% in Q2FY20 (Q2FY19: 5.5%)
- Equity AAUM market share rose to 4.6% in Q2FY20 (Q2FY19: 4.0%)
- Launched equity NFO 'Kotak Focused Equity Fund' in Jul-19; Amount collected ₹ 1,159 cr

## Customer Assets\* (₹ cr) & NNPA (%)

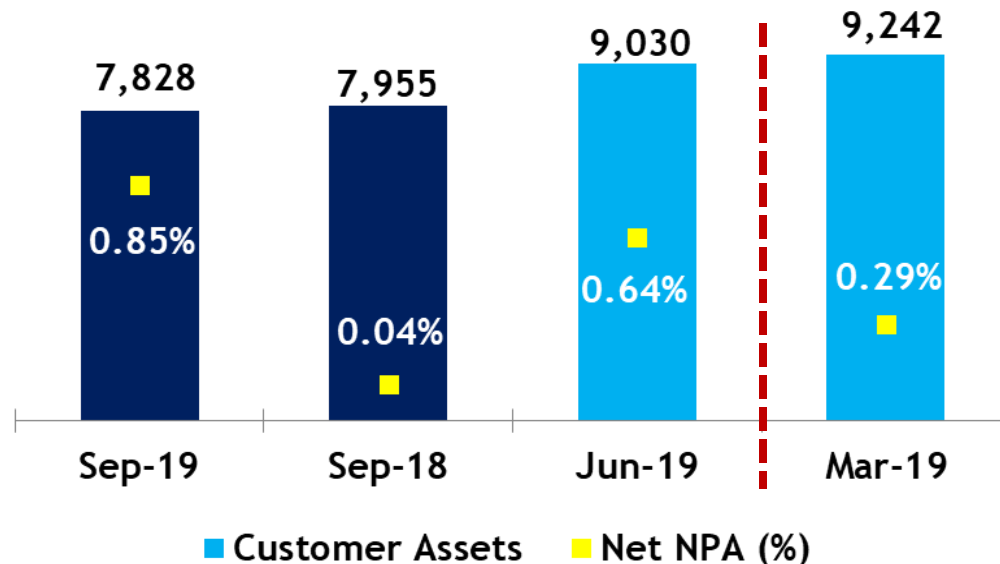


₹ cr	Q2FY20	Q2FY19	Q1FY20	FY19
NII	305	266	299	1,104
Other Income	64	87	63	288
<b>NII and Other Income</b>	<b>369</b>	<b>355</b>	<b>362</b>	<b>1,392</b>
Profit Before Tax	234	238	235	905
<b>Profit After Tax</b>	<b>172</b>	<b>157</b>	<b>153</b>	<b>599</b>
CAR (%) (incl unaudited profits)	21.0			
ROA (%) - annualised	2.3			

\* Includes loans and credit substitutes



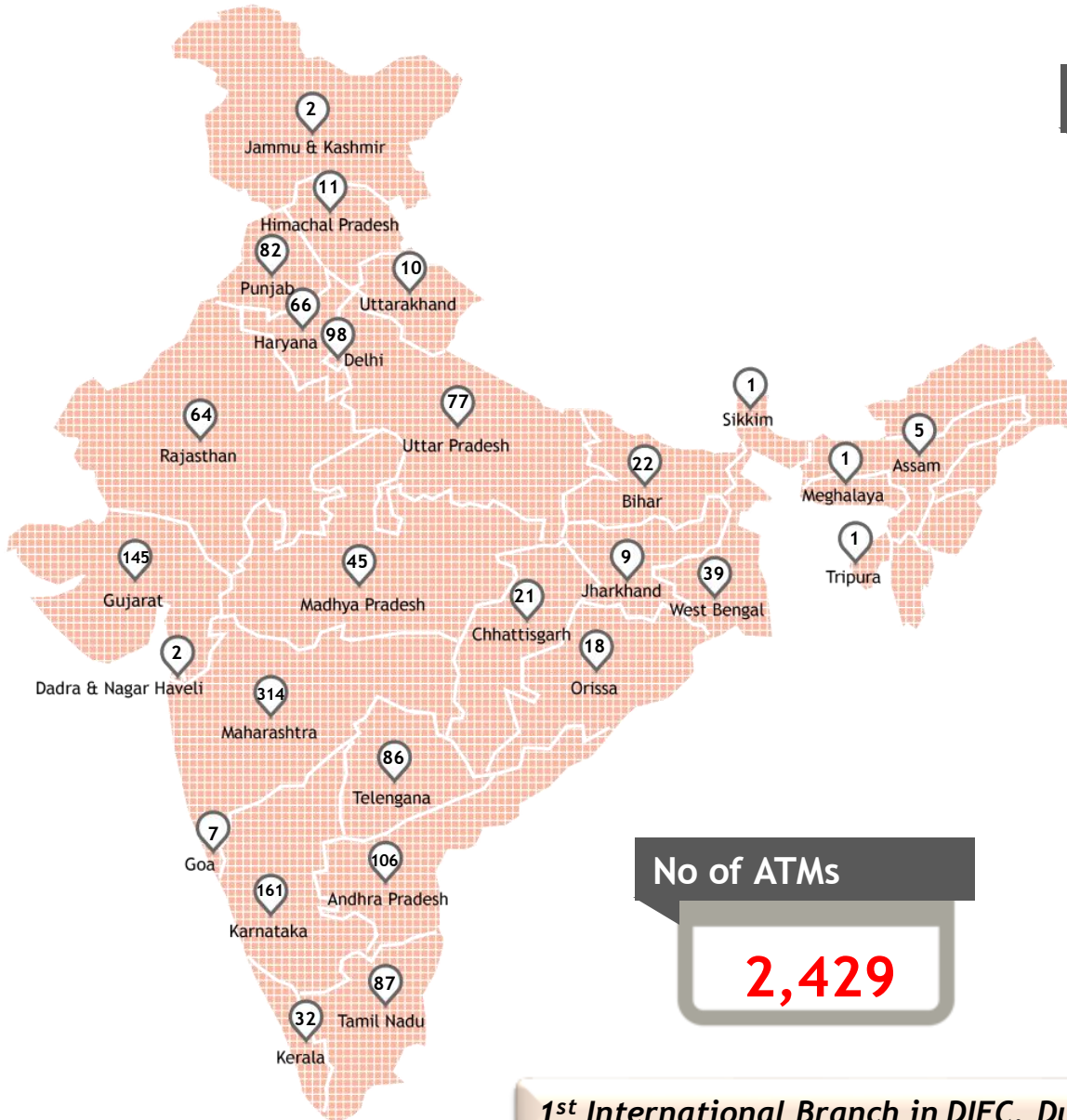
## Customer Assets\* (₹ cr) & NNPA (%)



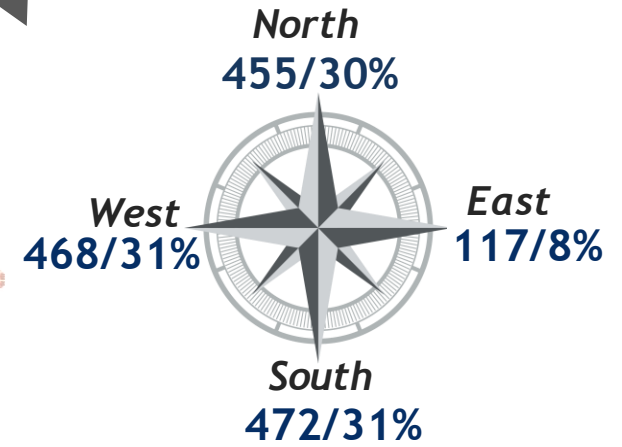
₹ cr	Q2FY20	Q2FY19	Q1FY20	FY19
NII	89	60	86	290
Other Income	23	25	28	97
<b>NII and Other Income</b>	<b>112</b>	<b>85</b>	<b>114</b>	<b>387</b>
Profit Before Tax	87	70	94	316
<b>Profit After Tax</b>	<b>67</b>	<b>45</b>	<b>63</b>	<b>207</b>
CAR (%) (incl unaudited profits)	22.4			
ROA (%) - annualised	2.8			

\* Includes loans and credit substitutes

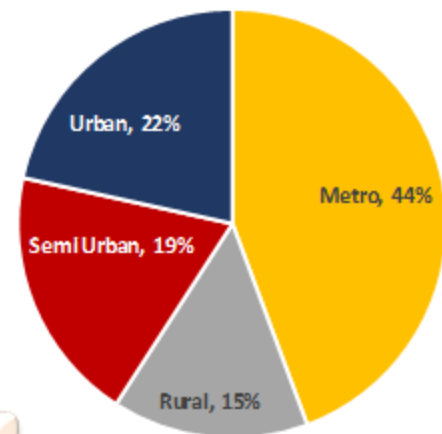
# Geographical Presence



**Branches 1,512 [No./%]**



**Branch Classification**



**No of ATMs**

**2,429**

**1<sup>st</sup> International Branch in DIFC, Dubai**

# Bank Awards & Recognition



## Magna Awards 2019 by Business world

- Best Mid- Size Bank
- Fastest growing Mid size Bank

## Best Domestic Bank

AsiaMoney Best bank Awards 2019

## The Asian Banker Transaction Banking Awards, 2019:

- Best Cash Management Bank
- Best Productivity, Efficiency and Automation Initiative, Application or Programme - Kotak Bank 'Smart Collect'

## DMA Asia Awards - Gold Awards :

- 811 #IndiaInvited
  - Best Integrated Campaign
  - Financial Services
  - 811 #BenchofUnity
- Best Integrated Campaign (Social Media)

## Global Customer Engagement Awards 2019 - Gold Awards :

- Digital Marketing category
- #NoOneLikeMom Campaign video

## India Banking Summit & Awards 2019

- Best product Innovator of the year for Whatsapp Banking
- Best Customer Service Provider of the Year

## Icon of Indigenous Excellence 2nd Annual Economic Times Iconic Brand Summit 2018

## Best Mid-Size Bank Business Today Best Banks Awards 2018

## 811 & Biometric-Most Innovative Product, 2018 IBAs Banking Technology Awards

## FE India's Best Bank Awards Best Savings Bank Product

## Best Technical innovation Indian Banking Summit & Awards 2018

## Euromoney Awards for Excellence 2018

- India's Best Bank
- Best Bank in the Emerging Markets in the Euromoney Regional Awards

## Banker's Choice Awards

- Best Cash Mgt Bank
- Best Supplier Relationship Mgt
- Best E-commerce Initiative, Application or Programme: "Kotak ALLPAY"

## The Asset Triple A Country Awards 2018 Best Acquisition Finance

## The Asset Triple A Country Awards 2018 Best Bank, Domestic

## The Asset Triple A Awards 2018:

- Best in Treasury and Working Capital-NBFCs, Public Sector
- Best Liquidity Management Solution

## Ms. Shanti Ekambaram

## The 50 most powerful women by Fortune India

## The Most powerful Women in Business 2019 Business Today

## Mr. Jaimin Bhatt

## CFO Award For Sustained Excellence Over a Decade



Mr. Uday Kotak

## Lifetime Achievement Award

Magna Awards 2019 by Businessworld

## CEO of the Year Award CNBC-Awaaz CEO Awards 2018

## Global Leadership Award USIBC Global Leadership Award

## Banker of the Year Businessworld Magna Awards 2018

# Awards and Recognition



**Euromoney Private Banking and Wealth Management Survey, 2019 Ranked #1**

- Best Private Banking Services Overall
- Net worth Specific Services (Ultra HNI, HNI, Super affluent clients)
- Family Office Services
- Research and Asset Allocation Advice
- Philanthropic Advice

**PWM/ The Banker Global Private Banking Awards Best Private Bank, India**

**Ranked #1 in Asian Private Banker's 2018 India Onshore Aum League Table Best Performing Private Bank, India**

**Banker Global Private Banking Awards 2018 Best Performing Private Bank, India**

**Euromoney Private Banking Survey, 2018 Best Performing Private Bank, India**



**2019 Finance Asia Country Awards Best Broker**

**Gold at ACEF for Email marketing & successful of technology**

**Early adopter of Analytics Machine conference 2018**

- Asiamoney Best Bank Awards 2018 (India)**
- Best for Overall Country Research (Brokers Poll 2018)
  - Best Local Brokerage (Brokers Poll 2018)
  - Best Analyst - 6 Awards
  - Best Strategist
  - Best Economist

**Best Brokerage, India The Asset Triple A Country Awards, 2018**



**Thomson Reuters Lipper India 2019 fund Awards - India Fund Award for Kotak Equity Arbitrage Fund Regular Plan-Growth Option (5 yrs & 10 yrs)**

- CNBC TV 18 for the year 2018:**
- Best Mutual Fund House
  - Best Corporate Bond
  - Best Debt Mutual Fund House
  - Best ETF of the year
  - Best Arbitrage Fund

**Best Value Creator Fund Debt : Business Today - Money Today Financial Awards 2018-2019 Corporate Bond Fund**

**2019 CIO100 Award**



**The Asset Triple A Country Awards 2018 Best M&A India - Tata Chemicals US\$400mn Sale of the urea business to Yara International**

**Investment Bank of the year 2018 - M&A Award VC Circle**

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