

# Transforming for scale

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## Investor Presentation Q3FY26


**Presentation on financial results for the  
Period ended 31<sup>st</sup> December, 2025**

24<sup>th</sup> January, 2026

# Consolidated Highlights



Q3FY26

**PAT** ₹ 4,924 cr  5%

Q3FY25

₹ 4,701 cr



**ROA** 2.10%

2.30%



**ROE** 11.39%

12.43%




As at

**Customer AUM**

₹ 787,950 cr  15%

**Customer Assets\***

₹ 598,780 cr  15%

Dec'25

Dec'24

₹ 685,134 cr

₹ 519,126 cr



**CAR**

23.3%

23.4%

**CET-I**

22.4%

22.5%



**Book Value / Share<sup>\$</sup>**

₹ 176  15%

₹ 154

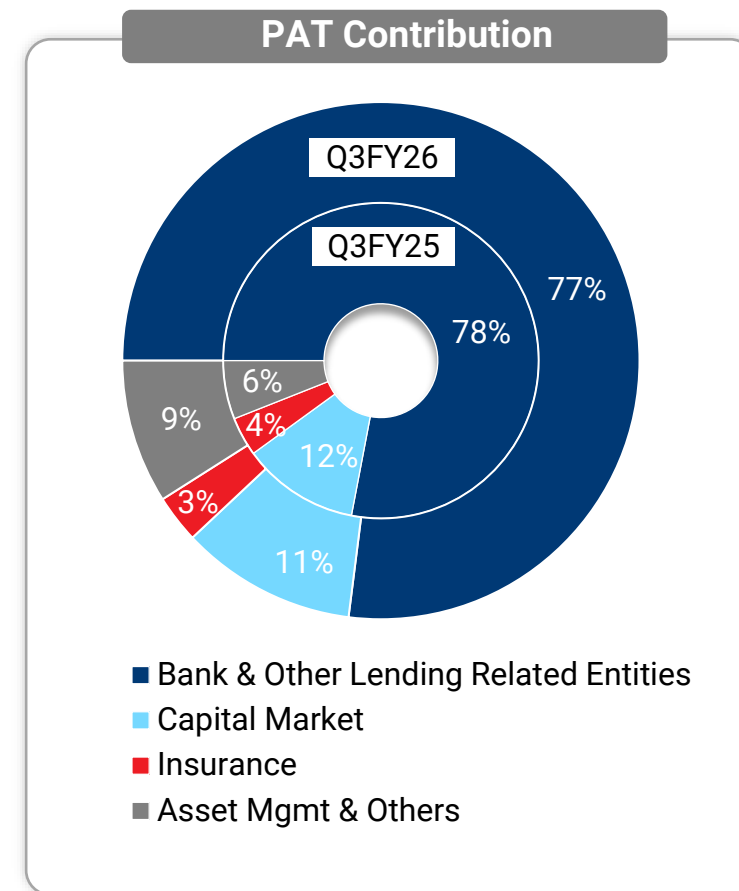
CAR and CET-I -as per Basel III, including unaudited profits / \*Customer Assets comprise Advances (gross of IBPC & BRDS) and Credit Substitutes / <sup>\$</sup>Book Value Per Share computed based on sub-division of 1 equity share of face value ₹ 5 each into 5 equity shares of ₹ 1 each w.e.f. 14<sup>th</sup> January, 2026

# Kotak Group PAT – Q3FY26



₹ cr	Q3FY26	Q3FY25	Q2FY26	YoY	QoQ
Kotak Mahindra Bank	3,446	3,305	3,253	4%	6%
Kotak Mahindra Prime	250	218	246	15%	1%
Kotak Mahindra Investments	87	107	120	(19%)	(28%)
Kotak Infrastructure Debt Fund	14	12	16	14%	(12%)
BSS Sonata Microcredit <sup>&amp;#</sup>	(26)	(50)	(22)	-	-
Sonata Finance <sup>#</sup>	-	19	-	-	-
<b>Bank &amp; Other lending related entities</b>	<b>3,771</b>	<b>3,611</b>	<b>3,613</b>	<b>4%</b>	<b>4%</b>
Kotak Securities	431	448	345	(4%)	25%
Kotak Mahindra Capital	98	94	60	3%	64%
<b>Capital Market</b>	<b>529</b>	<b>542</b>	<b>405</b>	<b>(3%)</b>	<b>31%</b>
Kotak Mahindra Life Insurance	162	164	49	(1%)	-
<b>Insurance</b>	<b>162</b>	<b>164</b>	<b>49</b>	<b>(1%)</b>	<b>-</b>
Kotak AMC and TC	315	240	258	31%	22%
Kotak Alternate Asset Managers	75	10	104	-	(28%)
International Subs	45	47	48	(1%)	(5%)
<b>Asset Management</b>	<b>435</b>	<b>297</b>	<b>410</b>	<b>47%</b>	<b>6%</b>
Others	2	1	1	-	-
<b>Bank &amp; Subsidiaries</b>	<b>4,899</b>	<b>4,615</b>	<b>4,478</b>	<b>6%</b>	<b>9%</b>
Associates	20	61	22	(67%)	(9%)
Inter co. Adjustments	5	25	(32)	-	-
<b>Consolidated PAT</b>	<b>4,924</b>	<b>4,701</b>	<b>4,468</b>	<b>5%</b>	<b>10%</b>

Q3FY26: Consolidated PAT includes estimated incremental cost of ₹ 98 cr (post-tax) pursuant to new Labour Code



<sup>&</sup>Formerly known as BSS Microfinance Limited

<sup>#</sup>With effect from 11<sup>th</sup> October, 2025, Sonata Finance Private Limited merged with BSS Microfinance Limited. The appointed date of the merger is 1<sup>st</sup> April, 2025.

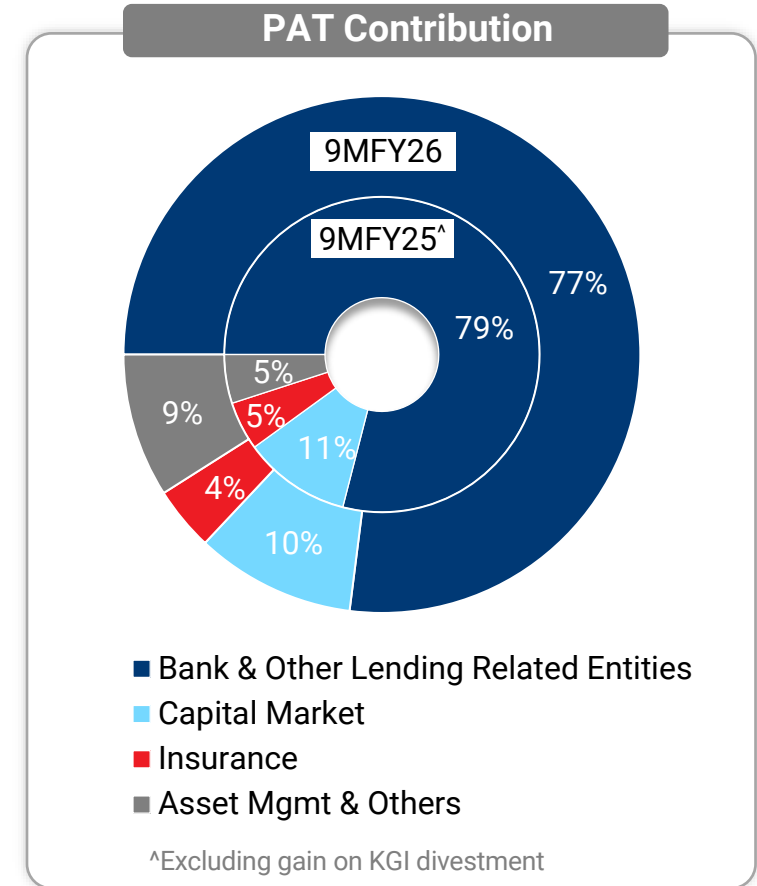
# Kotak Group PAT – 9MFY26



₹ cr	9MFY26	9MFY25	YoY	FY25
Kotak Mahindra Bank	9,981	10,168	(2%)	13,720
Kotak Mahindra Prime	768	718	7%	1,015
Kotak Mahindra Investments	313	386	(19%)	501
Kotak Infrastructure Debt Fund	44	40	12%	53
BSS Sonata Microcredit <sup>&amp;#</sup>	(64)	17	-	(74)
Sonata Finance <sup>#</sup>	-	16	-	13
<b>Bank &amp; Other lending related entities</b>	<b>11,042</b>	<b>11,345</b>	<b>(3%)</b>	<b>15,229</b>
Kotak Securities	1,242	1,293	(4%)	1,640
Kotak Mahindra Capital	246	265	(7%)	361
<b>Capital Market</b>	<b>1,488</b>	<b>1,558</b>	<b>(4%)</b>	<b>2,001</b>
Kotak Mahindra Life Insurance	539	697	(23%)	769
Zurich Kotak General Insurance*	-	(21)	-	(21)
<b>Insurance</b>	<b>539</b>	<b>676</b>	<b>(20%)</b>	<b>749</b>
Kotak AMC and TC	898	612	47%	977
Kotak Alternate Asset Managers	238	38	-	139
International Subs	136	191	(29%)	255
<b>Asset Management</b>	<b>1,272</b>	<b>841</b>	<b>51%</b>	<b>1,371</b>
Others	4	4	-	8
<b>Bank &amp; Subsidiaries</b>	<b>14,345</b>	<b>14,424</b>	<b>(1%)</b>	<b>19,358</b>
Associates	86	156	(45%)	180
Inter co. Adjustments	(566)	(400)	-	(426)
<b>Consolidated PAT</b>	<b>13,865</b>	<b>14,180</b>	<b>(2%)</b>	<b>19,113</b>
PAT on KGI divestment	-	3,013	-	3,013
<b>Total PAT</b>	<b>13,865</b>	<b>17,193</b>	<b>-</b>	<b>22,126</b>

9MFY26: Consolidated PAT includes estimated incremental cost of ₹ 98 cr (post-tax) pursuant to new Labour Code

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



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<sup>#</sup>With effect from 11<sup>th</sup> October, 2025, Sonata Finance Private Limited merged with BSS Microfinance Limited. The appointed date of the merger is 1<sup>st</sup> April, 2025.

# Kotak Group Networth & ROE



₹ cr	PAT Q3FY26	Networth Dec'25	ROE
Kotak Mahindra Bank	3,446	130,963	
Kotak Mahindra Prime	250	10,936	
Kotak Mahindra Investments	87	4,149	
Kotak Infrastructure Debt Fund	14	617	
BSS Sonata Microcredit <sup>&amp;#</sup>	(26)	1,274	
<b>Bank &amp; Other lending related entities</b>	<b>3,771</b>	<b>147,939</b>	<b>10.3%</b>
Kotak Securities	431	11,196	
Kotak Mahindra Capital	98	1,834	
<b>Capital Market</b>	<b>529</b>	<b>13,030</b>	<b>16.4%</b>
Kotak Mahindra Life Insurance	162	6,648	
<b>Insurance</b>	<b>162</b>	<b>6,648</b>	<b>9.8%</b>
Kotak AMC and TC	315	4,508	
Kotak Alternate Asset Managers	75	1,427	
International Subs	45	2,546	
<b>Asset Management</b>	<b>435</b>	<b>8,481</b>	<b>20.9%</b>
Others	2	111	7.5%
<b>Bank &amp; Subsidiaries</b>	<b>4,899</b>	<b>176,209</b>	
Associates	20	1,853	
Inter co. Adjustments	5	(2,811)	
<b>Consolidated PAT</b>	<b>4,924</b>	<b>175,251</b>	<b>11.4%</b>

## CET-I

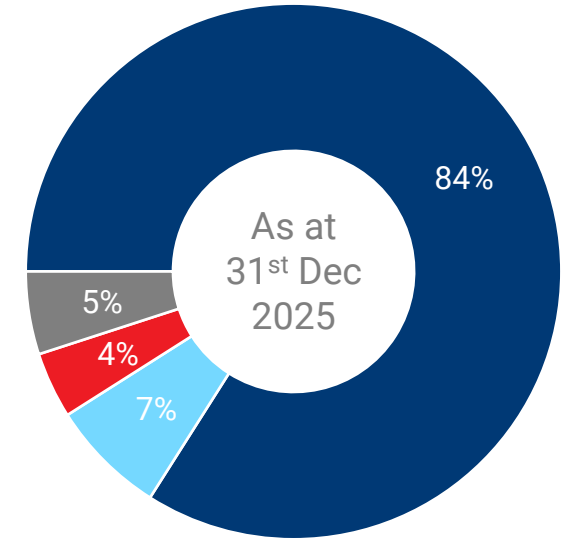
21.5%

23.2%

36.2%

44.5%

## Networth Contribution

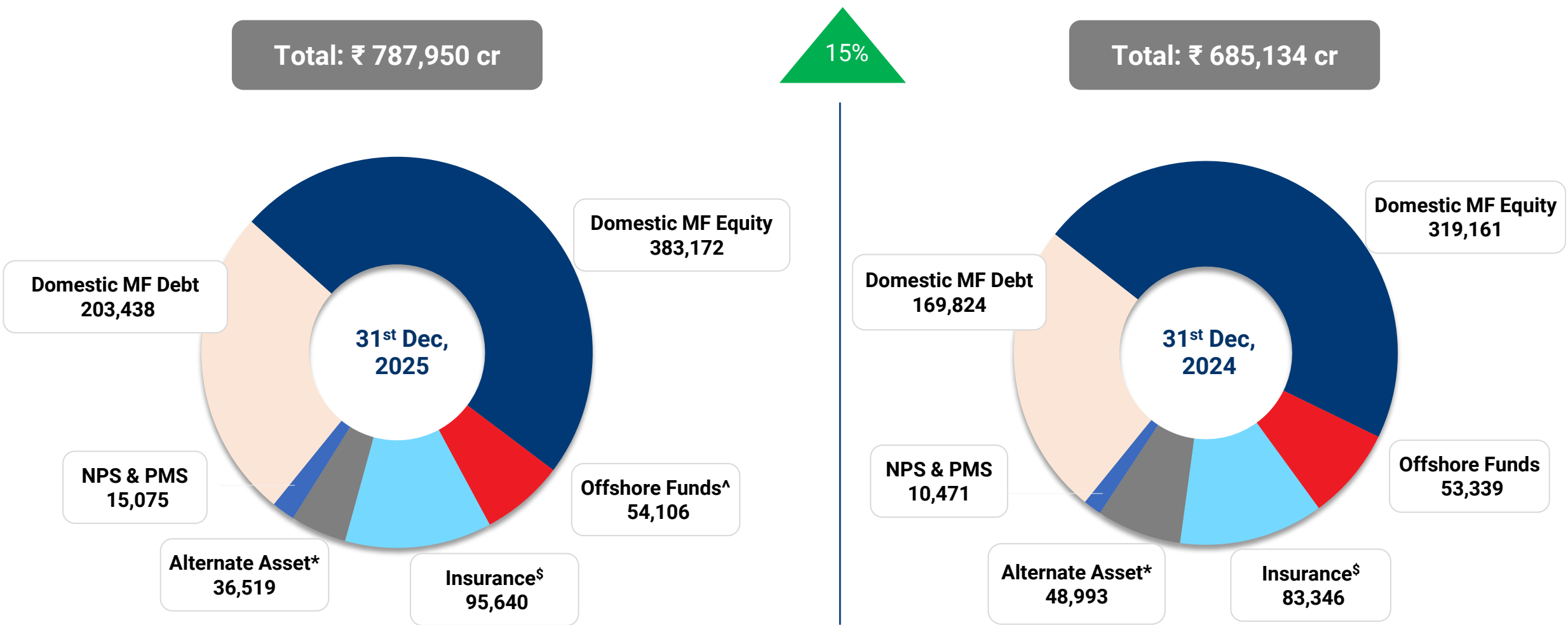


- Bank & Other Lending Related Entities
- Capital Market
- Insurance
- Asset Mgmt & Others

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Q3FY26: Consolidated PAT includes estimated incremental cost of ₹ 98 cr (post-tax) pursuant to new Labour Code



^Includes 'Kotak Funds – India Midcap Fund', with an AUM of ~USD 3.5 bn, which continues to be one of the largest# India focused offshore funds (actively managed with daily liquidity)

\*Include undrawn commitments, wherever applicable. | #Source: Bloomberg | \$Policyholder's AUM

# Bank Highlights



**PAT** ₹ 3,446 cr 

Q3FY26

₹ 3,305 cr

Q3FY25



**NIM** 4.54%

4.93%



**ROA** 1.89%

2.10%



**Cost / Income** 48.3%

47.2%




**Credit Cost** 0.63%

0.68%



**Customer Assets\***

₹ 529,455 cr 

As at  
Dec'25

Dec'24

₹ 459,436 cr

**Deposits**

₹ 542,638 cr 

₹ 473,497 cr



**Net NPA** 0.31%

0.41%



**CASA Ratio** 41.3%

42.3%



**CAR**  
22.6%

22.8%

**CET-I**  
21.5%

21.7%

# Profit and Loss Statement – Q3FY26



₹ cr	Q3FY26	Q3FY25	Q2FY26	YoY	QoQ
Net Interest Income	7,565	7,196	7,311	5%	3%
Other Income	2,838	2,623	2,589	8%	10%
<i>Fee and Services</i>	2,549	2,362	2,415	8%	6%
<i>Trading and MTM income*</i>	(0)	31	(128)	-	-
<i>Others</i>	289	230	302	26%	(4%)
<b>Net Total Income</b>	<b>10,403</b>	<b>9,819</b>	<b>9,900</b>	<b>6%</b>	<b>5%</b>
Employee Cost	2,246	1,952	1,980	15%	13%
Other Operating Expenses	2,777	2,686	2,652	3%	5%
<b>Operating Expenditure</b>	<b>5,023</b>	<b>4,638</b>	<b>4,632</b>	<b>8%</b>	<b>8%</b>
<b>Operating Profit</b>	<b>5,380</b>	<b>5,181</b>	<b>5,268</b>	<b>4%</b>	<b>2%</b>
Prov. on Adv/Receivables (net)	817	794	996	3%	(18%)
Prov. on AIF/other Investments	(7)	(0)	(49)	-	-
<b>Provision &amp; Contingencies</b>	<b>810</b>	<b>794</b>	<b>947</b>	<b>2%</b>	<b>(15%)</b>
<b>PBT</b>	<b>4,570</b>	<b>4,387</b>	<b>4,321</b>	<b>4%</b>	<b>6%</b>
Provision For Tax	1,124	1,082	1,068	4%	5%
<b>PAT</b>	<b>3,446</b>	<b>3,305</b>	<b>3,253</b>	<b>4%</b>	<b>6%</b>
<b>ROE</b>	<b>10.68%</b>	<b>11.63%</b>	<b>10.38%</b>		

## Notes

Q3FY26: Employee cost includes estimated incremental cost of ₹ 96 cr pursuant to new Labour Code

## Fees & Services

₹ cr	Q3FY26	Q3FY25	Q2FY26
Distribution	479	374	462
General Banking Fees	1,917	1,910	1,840
Others	153	78	113
<b>Total</b>	<b>2,549</b>	<b>2,362</b>	<b>2,415</b>



# Profit and Loss Statement – 9MFY26



₹ cr	9MFY26	9MFY25	YoY	FY25
Net Interest Income	22,135	21,058	5%	28,342
Other Income	8,507	8,236	3%	11,418
<i>Fee and Services</i>	7,213	6,915	4%	9,530
<i>Trading and MTM income*</i>	66	227	(71%)	253
<i>Others</i>	1,228	1,094	12%	1,635
<b>Net Total Income</b>	<b>30,642</b>	<b>29,294</b>	<b>5%</b>	<b>39,760</b>
Employee Cost	6,291	5,774	9%	7,881
Other Operating Expenses	8,139	7,986	2%	10,873
<b>Operating Expenditure</b>	<b>14,430</b>	<b>13,760</b>	<b>5%</b>	<b>18,754</b>
<b>Operating Profit</b>	<b>16,212</b>	<b>15,534</b>	<b>4%</b>	<b>21,006</b>
Prov. on Adv/Receivables (net)	3,013	2,042	47%	2,848
Prov. on AIF / other Investments	(48)	(9)	-	94
<b>Provision &amp; Contingencies</b>	<b>2,965</b>	<b>2,033</b>	<b>46%</b>	<b>2,942</b>
<b>PBT</b>	<b>13,247</b>	<b>13,501</b>	<b>(2%)</b>	<b>18,064</b>
Provision For Tax	3,266	3,333	(2%)	4,344
<b>PAT</b>	<b>9,981</b>	<b>10,168</b>	<b>(2%)</b>	<b>13,720</b>
<b>ROE</b>	<b>10.67%</b>	<b>12.60%</b>	-	<b>12.57%</b>
<b>PAT on KGI divestment</b>	-	2,730	-	2,730
<b>Total PAT</b>	<b>9,981</b>	<b>12,898</b>	-	<b>16,450</b>

## Notes

9MFY26: Employee cost includes estimated incremental cost of ₹ 96 cr pursuant to new Labour Code

## Fees & Services

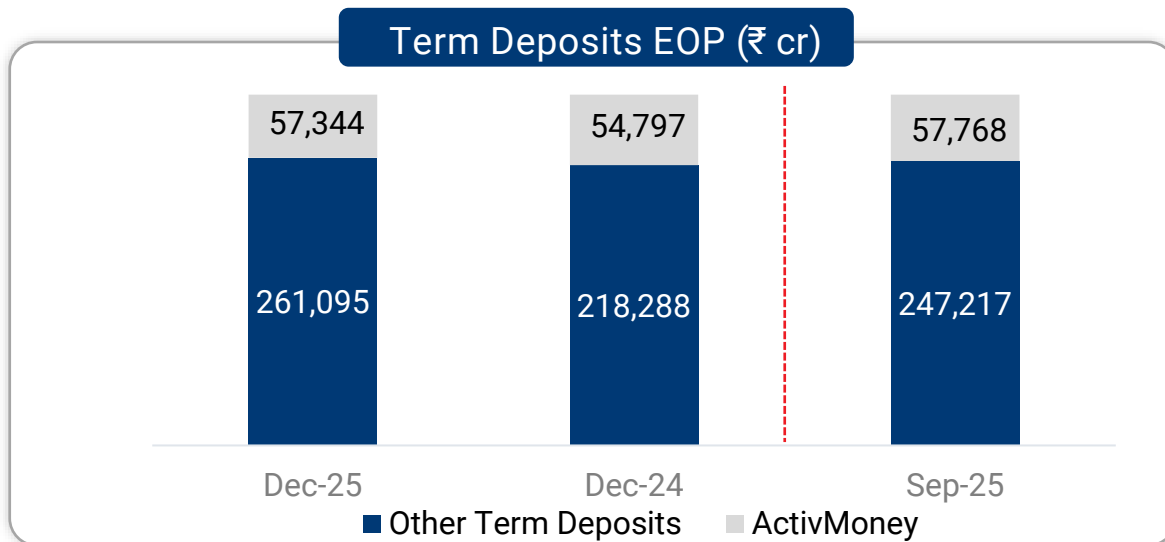
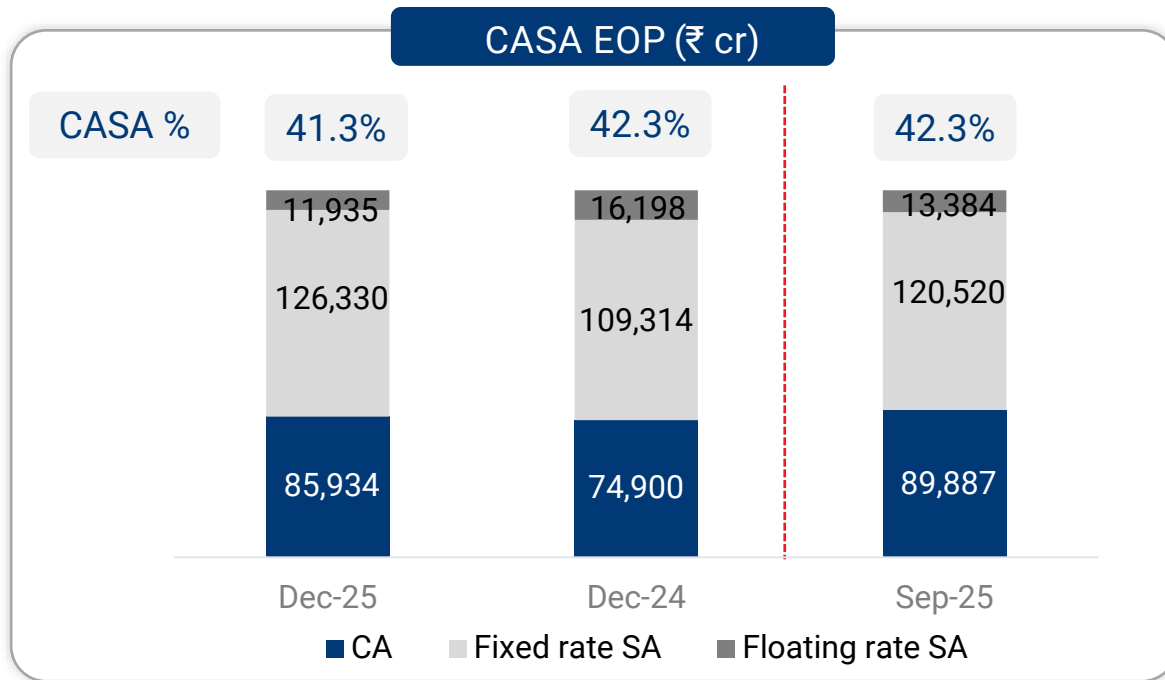
₹ cr	9MFY26	9MFY25	FY25
Distribution	1,285	1,069	1,782
General Banking Fees	5,565	5,499	7,284
Others	363	347	464
<b>Total</b>	<b>7,213</b>	<b>6,915</b>	<b>9,530</b>

# Balance Sheet

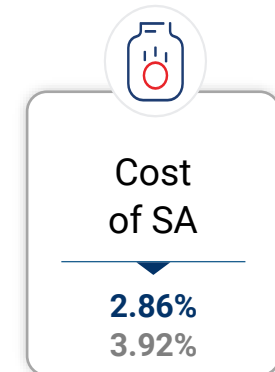
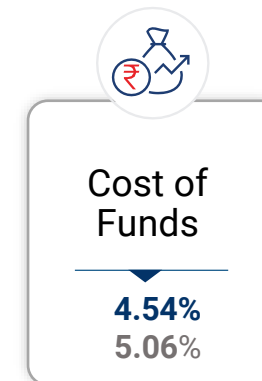


₹ cr	31-Dec-25	31-Dec-24	30-Sep-25	₹ cr	31-Dec-25	31-Dec-24	30-Sep-25
Capital & Reserves and Surplus	130,963	114,870	125,157	Cash, Bank and Call	42,873	41,115	49,792
Deposits	542,638	473,497	528,776	Investments	187,149	163,819	172,994
<i>of which, CASA</i>	224,199	200,412	223,791	Net Advances	480,673	413,839	462,688
Borrowings	26,830	23,417	23,911	Fixed & Other Assets	19,791	18,230	21,493
Other Liabilities and Provisions	30,055	25,219	29,123	<b>Total Assets</b>	<b>730,486</b>	<b>637,003</b>	<b>706,967</b>
<b>Total Liabilities</b>	<b>730,486</b>	<b>637,003</b>	<b>706,967</b>	<b>CD Ratio</b>	<b>88.6%</b>	<b>87.4%</b>	<b>87.5%</b>
<b>CASA Ratio</b>	<b>41.3%</b>	<b>42.3%</b>	<b>42.3%</b>				

# Deposits



Averages	Q3FY26	YoY %	Q3FY25
Total Deposits	526,025	15%	458,614
Current Account	75,596	14%	66,589
Fixed rate Savings Account	118,505	12%	105,682
Floating rate Savings Account	13,854	-26%	18,600
Term Deposit	318,070	19%	267,743



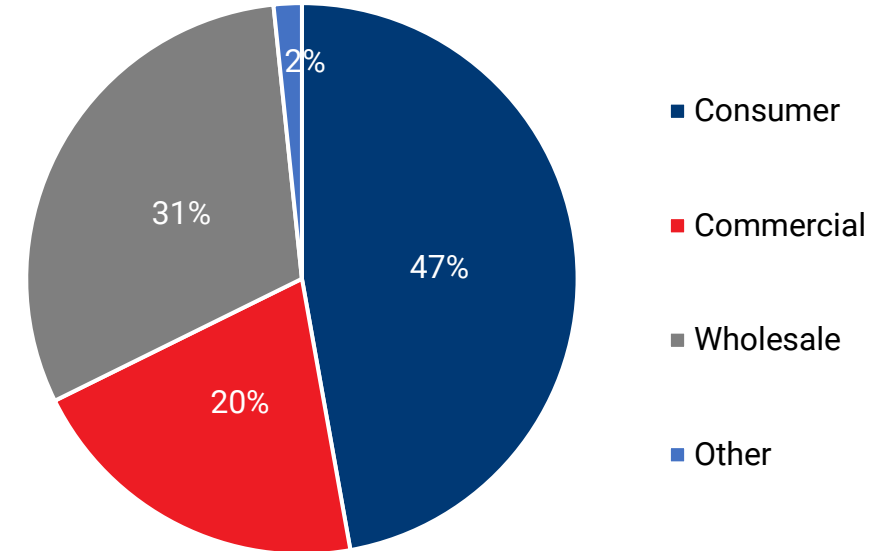
Figures in grey represents numbers for Q3FY25, as applicable

# Customer Assets



₹ cr	31-Dec-25	31-Dec-24	30-Sep-25	YoY	QoQ
Home Loans & LAP	144,156	121,700	137,893	18%	5%
Business Banking Assets	50,306	41,687	47,825	21%	5%
PL, BL and Consumer Durables	24,928	21,298	24,272	17%	3%
Credit Cards	12,322	14,116	12,444	(13%)	(1%)
Others	2,957	2,809	3,831	5%	(23%)
<b>Consumer Banking</b>	<b>234,669</b>	<b>201,610</b>	<b>226,265</b>	<b>16%</b>	<b>4%</b>
CV & CE	44,517	40,756	43,676	9%	2%
Agriculture Finance	26,348	23,548	24,330	12%	8%
Tractor Finance	19,410	16,795	18,439	16%	5%
Retail Microcredit	5,708	8,167	5,725	(30%)	-
Others	6,063	5,904	5,792	3%	5%
<b>Commercial Banking</b>	<b>102,046</b>	<b>95,170</b>	<b>97,962</b>	<b>7%</b>	<b>4%</b>
Corporate Banking	112,787	96,649	109,240	17%	3%
Corporate SME	39,623	33,738	37,193	17%	7%
<b>Wholesale Banking</b>	<b>152,410</b>	<b>130,387</b>	<b>146,433</b>	<b>17%</b>	<b>4%</b>
Others	9,888	6,219	8,249	59%	20%
<b>Advances (A)</b>	<b>499,013</b>	<b>433,386</b>	<b>478,909</b>	<b>15%</b>	<b>4%</b>
Credit Substitutes (B)	30,442	26,050	30,490	17%	-
<b>Customer Assets (A + B)</b>	<b>529,455</b>	<b>459,436</b>	<b>509,399</b>	<b>15%</b>	<b>4%</b>
IBPC & BRDS (C)	18,340	19,547	16,221	(6%)	13%
<b>Net Advances (A - C)</b>	<b>480,673</b>	<b>413,839</b>	<b>462,688</b>	<b>16%</b>	<b>4%</b>

Advance Mix



Unsecured retail advances (incl. Retail Microcredit) increase during Q3FY26 by ₹ 517 cr and as a % of Net Advances:

**31<sup>st</sup> December, 2025: 8.9%**  
 30<sup>th</sup> September, 2025: 9.2%  
 31<sup>st</sup> December, 2024: 10.5%

**Aggregate SME Advances\*** as of 31<sup>st</sup> December, 2025: ₹ 116,276 cr (Up 17% YoY and 6% QoQ)

*\*comprises Business Banking Assets, Agriculture Finance and Corporate SME*

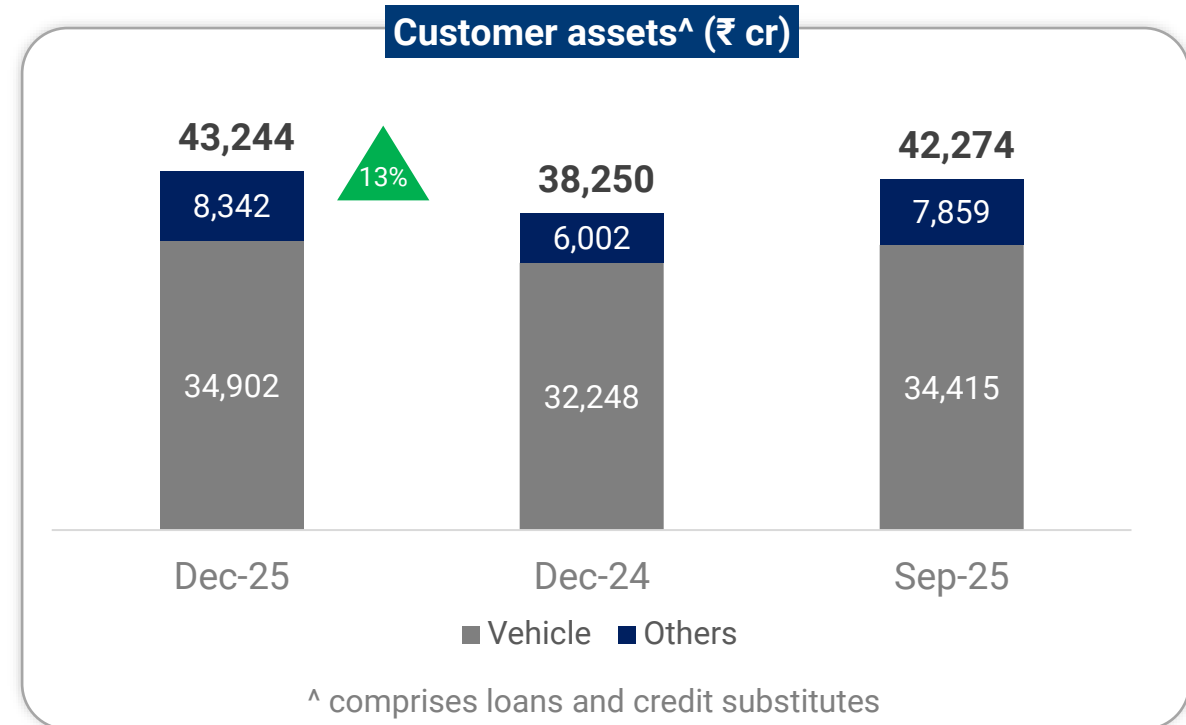
₹ cr	Q3FY26	Q3FY25	Q2FY26	₹ cr	31-Dec-25	31-Dec-24	30-Sep-25
Opening GNPA	6,480	6,033	6,638	GNPA (%)	1.30%	1.50%	1.39%
Fresh Slippages	1,605	1,657	1,629	NNPA (%)	0.31%	0.41%	0.32%
Upgradations & Recoveries	778	762	688	PCR (%)	76%	73%	77%
Write-offs	987	662	1,099	GNPA	6,320	6,266	6,480
Closing GNPA	6,320	6,266	6,480	NNPA	1,497	1,681	1,491
Credit cost (annualised) (%)*	0.63%	0.68%	0.79%	Total provisions (incl. specific)	7,280	6,634	7,396

- SMA-2^ as on 31<sup>st</sup> December, 2025: ₹ 279 cr (as on 30<sup>th</sup> September, 2025: ₹ 390 cr)
- Fresh slippages of Q3FY26 upgraded within the same quarter: ₹ 257 cr (Q2FY26: ₹ 165 cr)

Particulars		Q3FY26	Q3FY25	Q2FY26
Profitability	NIM	4.54%	4.93%	4.54%
	Cost of Funds	4.54%	5.06%	4.70%
	Return on Equity	10.68%	11.63%	10.38%
	Return on Assets	1.89%	2.10%	1.88%
Efficiency	Cost to Income	48.3%	47.2%	46.8%
	Cost to Assets	2.76%	2.95%	2.67%
Balance Sheet Stability	CD Ratio	88.6%	87.4%	87.5%
	CASA Ratio	41.3%	42.3%	42.3%
	CET-I	21.5%	21.7%	20.9%
	Consolidated BVPS (₹)	176	154	169
Asset Quality	NNPA	0.31%	0.41%	0.32%
	Credit Cost	0.63%	0.68%	0.79%
	Slippages Ratio	1.34%	1.60%	1.41%
	PCR	76%	73%	77%

₹ cr	Q3FY26	Q3FY25	Q2FY26	FY25
NII	592	527	575	2,133
Other Income	152	148	148	686
<b>NII and Other Income</b>	<b>744</b>	<b>675</b>	<b>723</b>	<b>2,819</b>
Profit Before Tax	331	291	328	1,357
<b>Profit After Tax</b>	<b>250</b>	<b>218</b>	<b>246</b>	<b>1,015</b>
NNPA (%)	1.1%	1.0%	1.2%	1.0%
CAR (%)	23.6%*	23.7%*	23.3%*	23.5%
<b>ROA (%)</b>	<b>2.1%</b>	<b>2.1%</b>	<b>2.1%</b>	<b>2.4%</b>

\*including unaudited profits



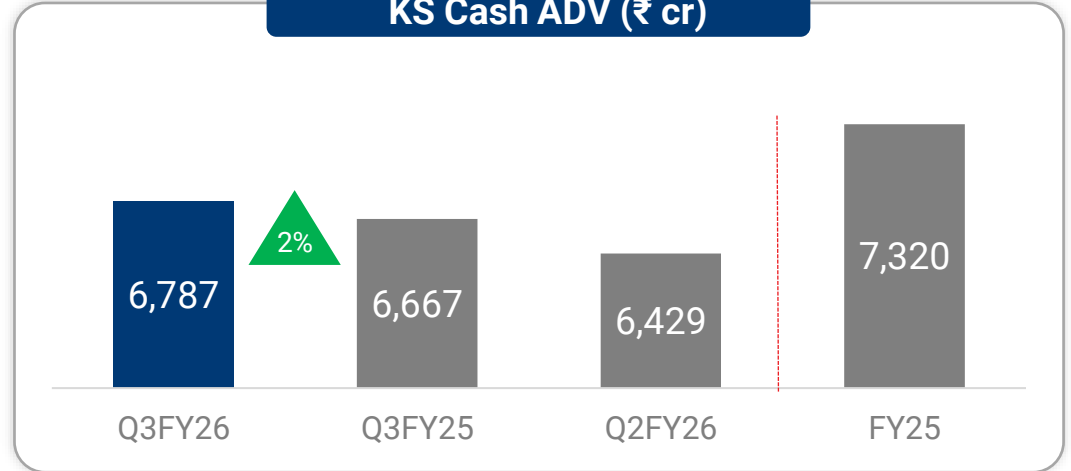
₹ cr	Q3FY26	Q3FY25	Q2FY26	FY25
Total Income	1,461	1,355	1,299	5,348
<b>Profit After Tax<sup>^</sup></b>	<b>431</b>	<b>448</b>	<b>345</b>	<b>1,640</b>
Cash Market Share* (%)	9.9	9.1	9.6	9.4
Derivative Market Share* (%)	15.5	12.7	15.1	12.9
Overall Market Share*(%)	13.5	11.5	13.1	11.6

\*excluding Proprietary segment

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

- Q3FY26: ₹ 22 cr
- Q2FY26: ₹ (11) cr and FY25: ₹ 115 cr

## KS Cash ADV (₹ cr)



Market Share in Margin Trading Funding (MTF) ~14% as at 31<sup>st</sup> December, 2025

## Other Highlights

### Retail Broking

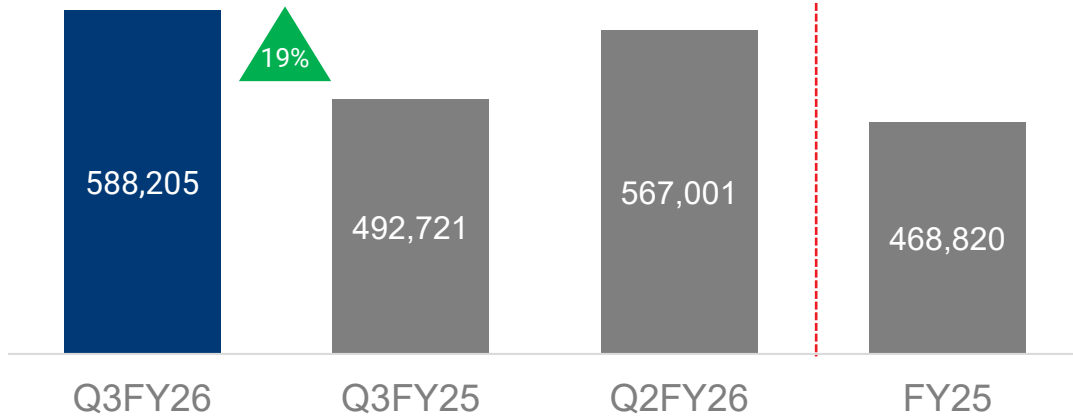
- **DIY orders** (self-traded) accounted for **97%** of total orders in Q3FY26
- Launched **Neo Trade APIs with <50ms latency**, driving 124%<sup>#</sup> growth
- **Re-designed Account Statements** with simplified narrations & drill-downs across Equity, MTF and F&O to enhance transparency
- **Simplified F&O trading** by introducing pre-built strategies & real-time tracking of active Index contracts
- **Rolled out research-based Investment baskets** to enable long-term wealth creation

### Institutional Broking

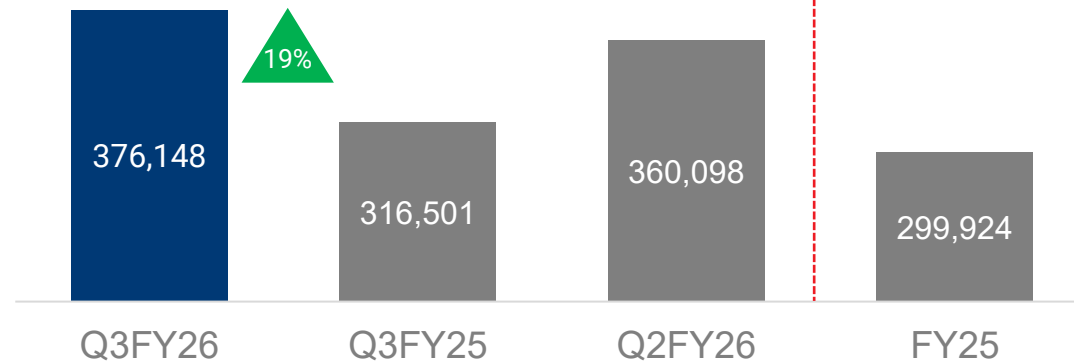
- A **top tier broker** for global & domestic institutional investors and works in collaboration with the Investment Bank - Kotak Mahindra Capital\*\* for end-to-end ECM solutions
- **Maintained its Tier 1 ranking** with most global FPIs for their India investments and with leading domestic mutual funds/insurance funds
- During Q3FY26, distributed 13 IPOs amounting to USD 8.03 bn and 6 ECM Deals amounting to USD 2.65 bn



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



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



₹ cr	Q3FY26	Q3FY25	Q2FY26	FY25
Profit After Tax*	315	240	258	977

\*PAT includes Investment Income:

- Q3FY26: ₹ 77 cr
- Q3FY25: ₹ 37 cr
- Q2FY26: ₹ 29 cr
- FY25: ₹ 225 cr

## Key Highlights

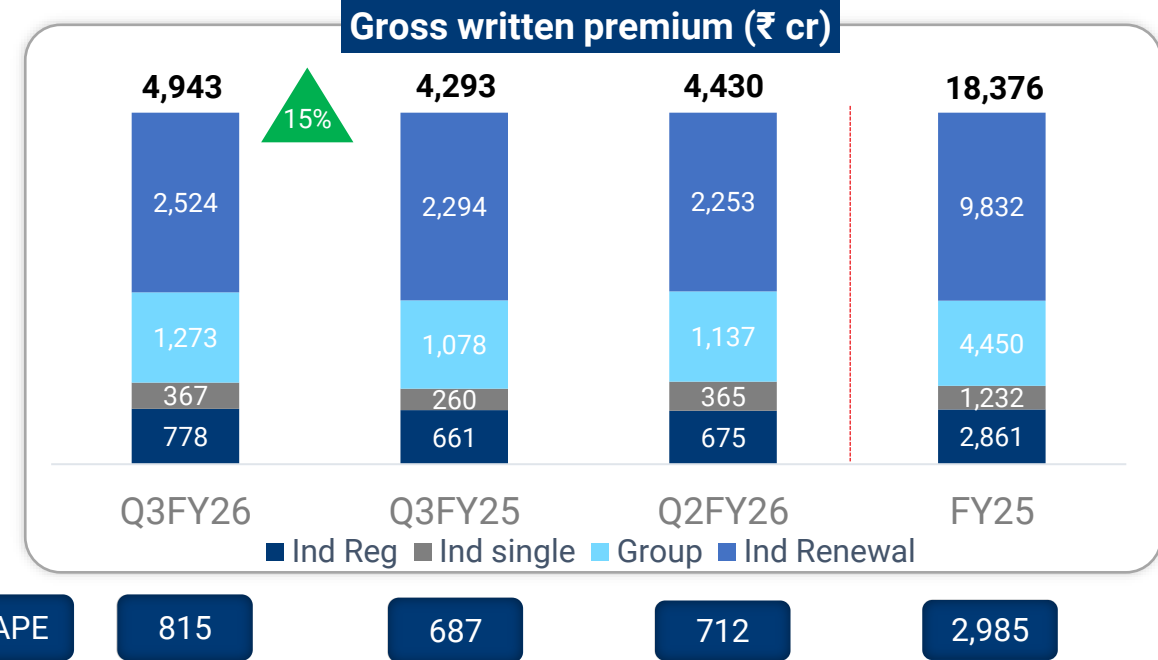
- Proportion of Individual MAAUM: 56%
- Monthly SIP Inflows for Dec'25: ₹ 2,043 cr, up 10% YoY
- Equity(Ex ETF & Arb) AAUM Market share: 6.39% in Q3FY26

## Other Highlights

- **Kotak Equity MAAUM Distribution Mix (ex ETF & Arb) Dec'25:**  
MFDs: 38%, National Distributors: 24%, Direct: 23%, Banks (ex- Kotak): 9%  
Kotak Bank: 4% and Others: 2%
- **Leading** the Arbitrage Fund category basis MAAUM<sup>^</sup>
- **Launched** equity NFO '**Kotak Rural Opportunities Fund**' in Nov'25

MAAUM - Monthly Average AUM | <sup>^</sup>Source: AMFI MAAUM as of 31<sup>st</sup> December 2025

₹ cr	Q3FY26	Q3FY25	Q2FY26	FY25
Capital and Reserves & Surplus	6,648	6,331	6,486	6,403
Total Premium	4,943	4,293	4,430	18,376
<b>PAT(Shareholders')</b>	<b>162</b>	<b>164</b>	<b>49</b>	<b>769</b>
Solvency Ratio (x)	2.31	2.56	2.33	2.45



Gross written premium Q3FY26 has grown by 15.1% YoY.

Individual APE New business premium for Q3FY26 grown by 18.7% YoY.



Overall protection premium for Q3FY26, at 33.7% of Individual new business and Group premium.

Retail sum assured recorded 75% growth in Q3FY26.



Q3FY26 Share of Traditional Product Mix at 71.7% of regular premium.

AUM as on 31<sup>st</sup> Dec, ₹ 102,138 cr, growth 14.0% YoY.



Q3FY26 Profit after tax is impacted by GST and one-time labour code impact.

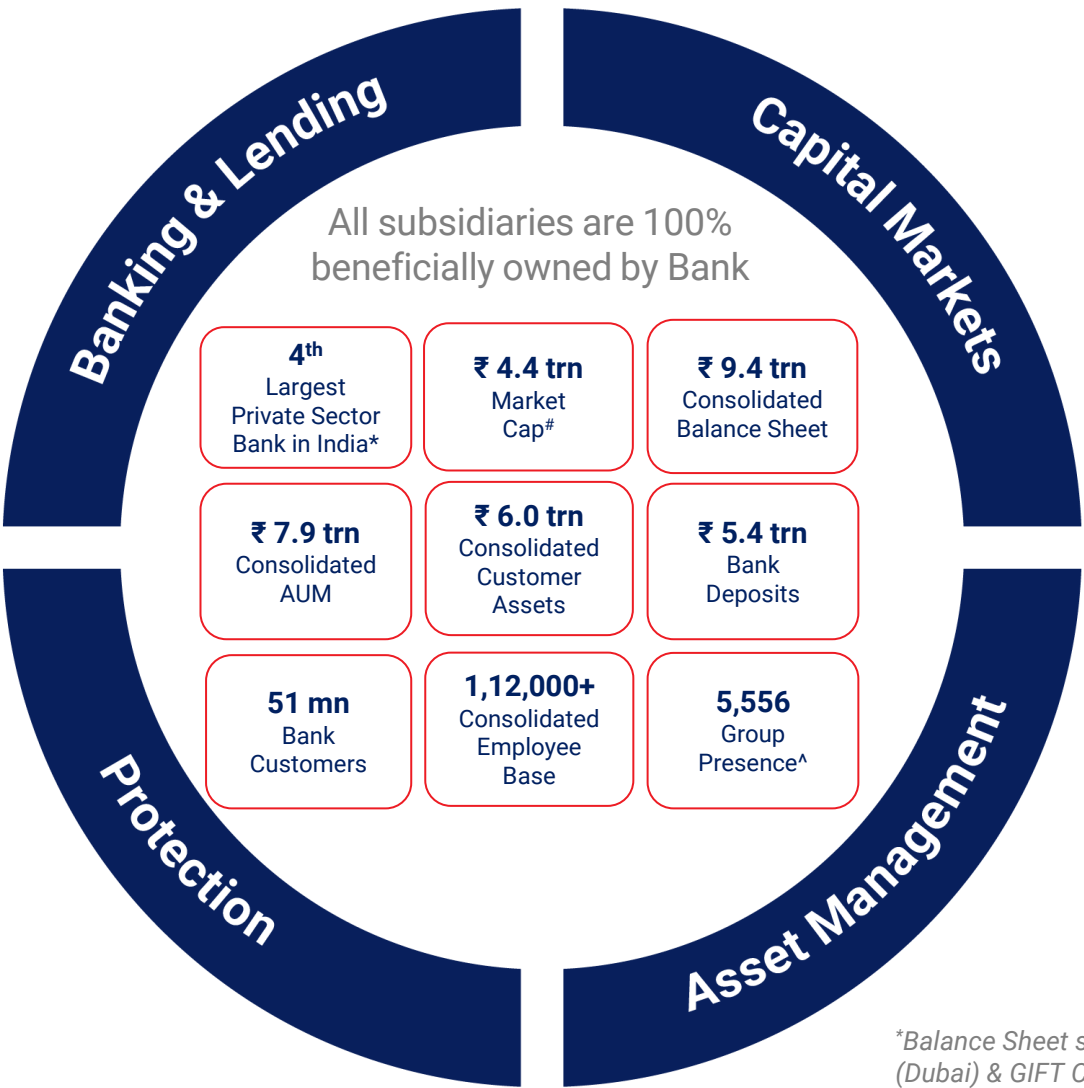
## Other Highlights

- Awarded for **Claim Excellence & Servicing** - FICCI Insurance industry Award in November, 2025
- Launched **KOTAK TWIN** - a combination of Par and term insurance, offering double protection to customers

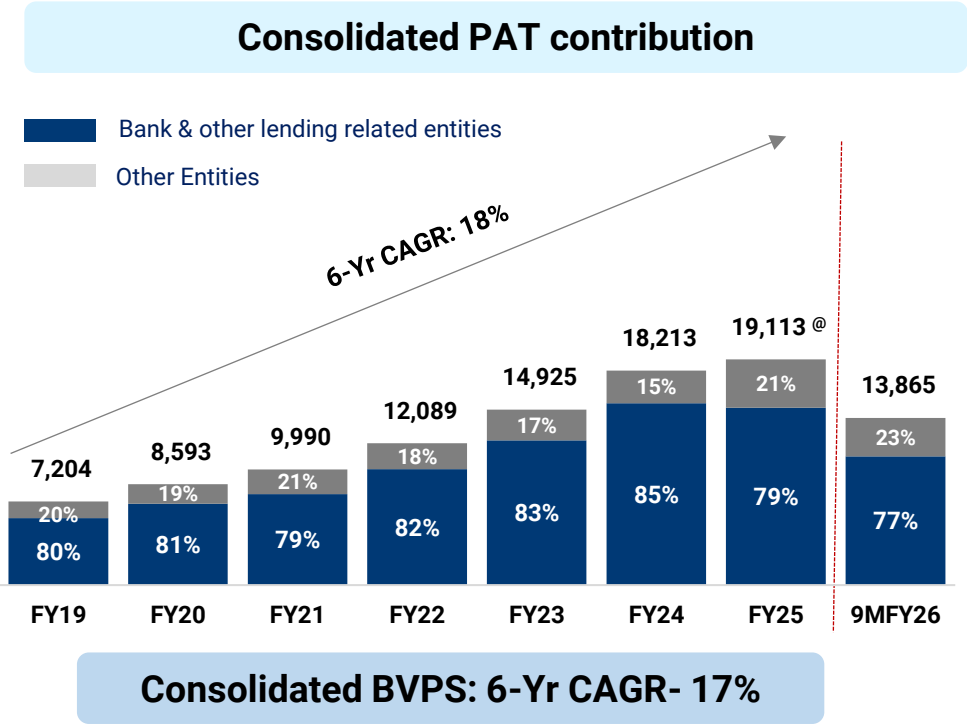
# Building on the Power of a Diversified Financial Conglomerate



Four Engines of growth that enables us to meet customer needs across the financial spectrum



Our conglomerate structure helps retain profitability within the group by capturing shifting financial trends through cycles



@Excludes gain on divestment of stake in ZKGI

\*Balance Sheet size as at 30<sup>th</sup> September, 2025 | #as on 31<sup>st</sup> December, 2025 | ^In addition, Bank branches are present in DIFC (Dubai) & GIFT City (Gujarat) and Kotak Securities network includes branches, franchises and referral co-ordinators

# Focus Customer Segments are Served through Curated Propositions



## Core India Customer

Kotak811 is a proposition:

- Focused on serving Core India (a billion Indians)
- Driving customer acquisition and service delivery through full stack digital solutions
- Offering seamless digital journeys for sachet-sized Cards, Loans, Investment and Protection Plans

## High Networth Customer (HNI)

Curated comprehensive propositions for HNIs:

- Banking services, premium Credit Card & pre-approved lines of credit
- Personalised Investment Advisory and Wealth Management solutions
- Trading platform with dealers access and research insights
- Best in class Asset Management solutions
- Global Banking and Investment solutions
- Legacy, Estate and Succession planning
- Family Office and Multigenerational solutions
- Protection and Wealth preservation strategies

## SME Customer

A relationship centric proposition for SMEs

Delivers a comprehensive suite of enterprise solutions including:

- Working Capital
- Term Financing
- Supply Chain Financing
- Trade Financing
- Cash Management Services
- Foreign Exchange services

Undertook an industry-first initiative in collaboration with IITs to drive future readiness and AI adoption among SME entrepreneurs

## Institutional Customer

A full-scale Corporate and Investment Bank creating a flywheel across balance sheet and capital markets; providing integrated solutions across Lending, Transaction Banking, Debt Capital Markets, Equity Raise and M&A Advisory

Offers structured solutions from the Alternate Investment platform, Kotak Alts

Brings a full suite for Financial Institution Clients – Equity Research, Trading platform, Custody services and Foreign Exchange capabilities

# Rendering Digital Experiences for our Chosen Customer Segments



Affluent, NR and  
Self Employed



4.7 4.6

## Kotak Bank App

An App tailored for a diverse set of customers, meeting all their financial needs - save, spend, pay, invest, borrow and protect- with just a few taps

### Initiatives launched in Q3FY26

- Introduced overdraft facility against fixed deposit for instant liquidity
- Introduced Consolidated 'One View' of all financial accounts through Account Aggregator
- Ability to fetch all mutual fund holdings (both internal & external) and assess portfolio health through tools available on the platform

Core India  
(a Billion Indians)



4.8 4.7

## Kotak811

Full-stack digital proposition

### Initiatives launched in Q3FY26

- Launched Nudge Platform to drive personalised recommendations & actions
- Expanded Loans Hub with Mid Month Advance, Vehicle & Personal Loans upgrades through Account Aggregator
- Launched real time in-app transaction notifications with smart insights & recommendations
- Integrated the App with on-ground channel team for assisted onboarding leading to reduced fraud risk

Corporate and  
SME



## Kotak fyn

An Enterprise Portal providing integrated offerings on both mobile and web

### Initiatives launched in Q3FY26

- Driven seamlessly through API's across all Corporate Banking products – Cash Management, Trade Finance, Liquidity Solutions, Loan products and Account Services
- Achieved deeper penetration of the Supply Chain Finance module through the EwayGo™ platform
- Launched digital working capital loans withdrawal and Dealer financing journeys

Investors (for Trading  
and Investment needs)



4.7 4.4

## Kotak Neo

A full suite trading and Investment platform deeply integrated with Kotak Bank for faster onboarding & fund transfers

### Initiatives launched in Q3FY26

- Launched Instant Payouts for Kotak Bank Customers - Deeper bank integration enables immediate withdrawal of trading account cash balances to bank accounts
- Launched advanced charting – auto-detection of candlestick patterns & CPR indicators for technical traders

We are continually enhancing our apps to deepen engagement and enable cross-sell journeys

# Geographical Presence



## Group Branches distributed across various geographies

Network in India	Branches
Kotak Bank	2,218
Kotak Mahindra Prime	164
Kotak Life Insurance	356
Kotak Securities <sup>#</sup>	1,196
Kotak AMC	120
BSS Sonata Microcredit <sup>&amp;*</sup>	1,499
Total	5,556

**Additionally, International reach comprises:**

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



## Bank Branch Classification (No. | %)

Metro	1,021   46%
Urban	481   22%
Semi Urban	325   15%
Rural	391   18%

2,218

## Bank Branch Distribution (No. | % )

North	714   32%
East	186   8%
West	679   31%
South	639   29%

2,218

Bank Branch presence as on  
31<sup>st</sup> Dec, 2024: 2,068 | 30<sup>th</sup> Sep, 2025: 2,198



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

2,749



## No. of Currency Chests

10

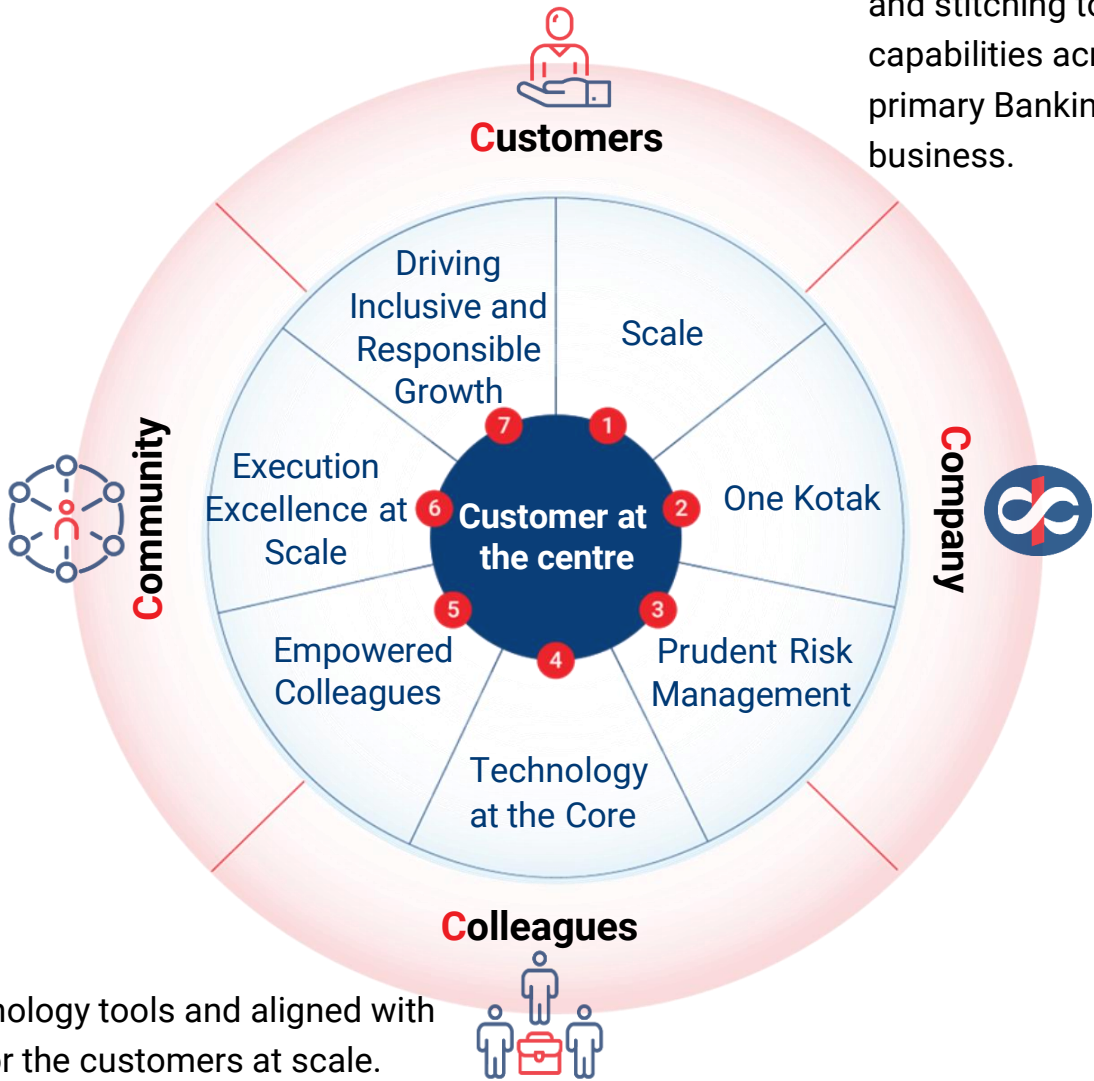
<sup>#</sup>Kotak Securities network includes branches, franchises and referral co-ordinators | <sup>^</sup>including cash recyclers  
<sup>&</sup>Formerly known as BSS Microfinance Limited | <sup>\*</sup>W.e.f 11<sup>th</sup> October, 2025 Sonata Finance Private Limited has merged with BSS Microfinance Limited



# Creating Value for our Stakeholders

## Customers: The Heart of Our Business

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



## Community: Thriving Together

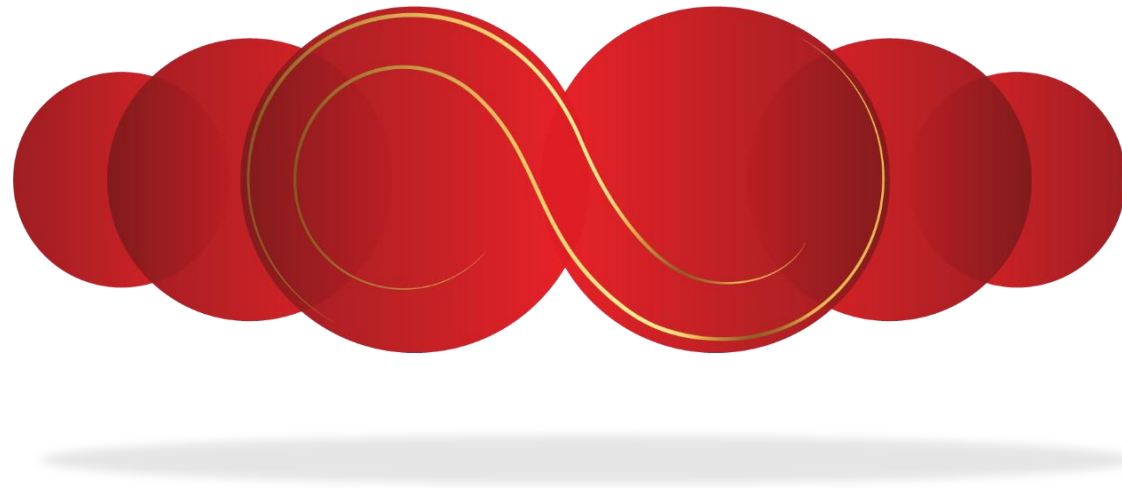
The key outcome we pursue in this are inclusive and responsible growth. Our efforts are geared to create positive impact on the community in line with values of Kotak.

## Company: Building Sustainable Value

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

## Colleagues: Our Greatest Asset

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



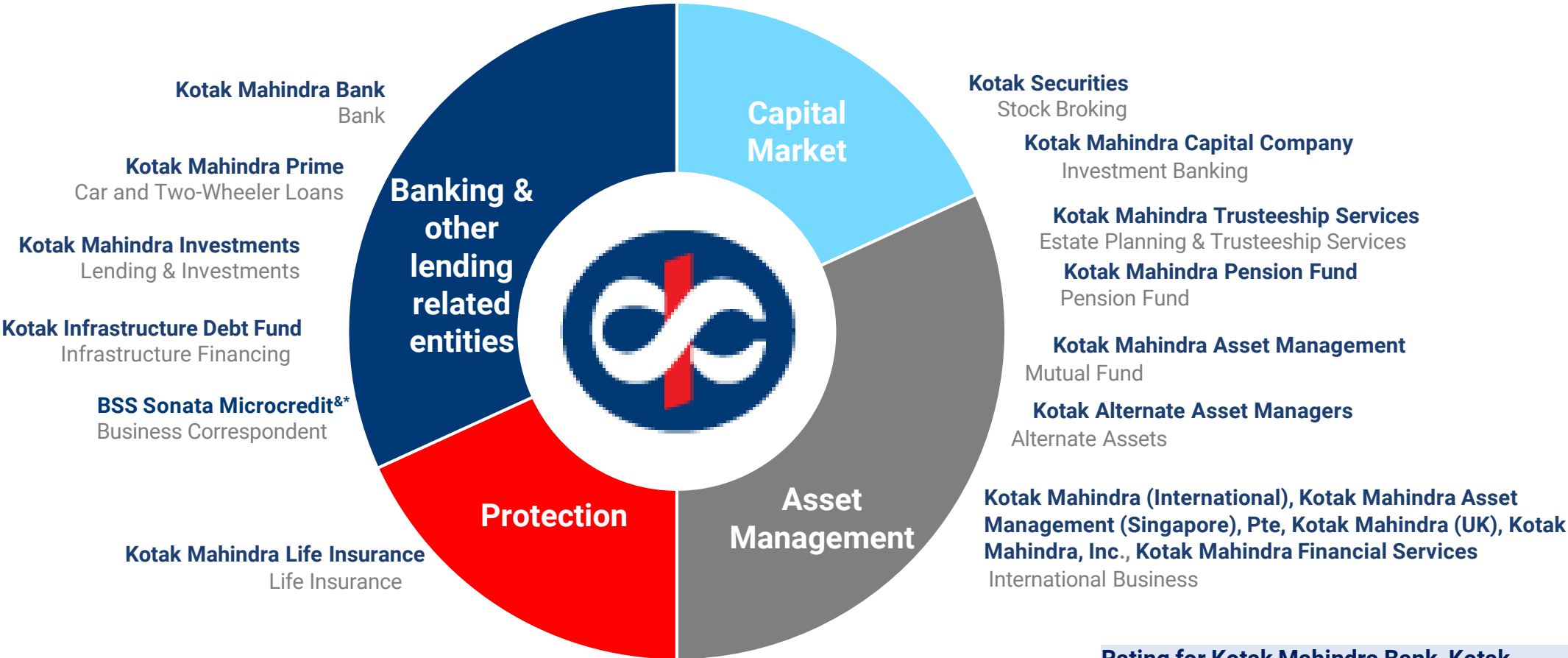
## Annexure



# Kotak - A Diversified Financial Conglomerate



All subsidiaries are 100% beneficially owned by the Bank



Rating for Kotak Mahindra Bank, Kotak Mahindra Prime, Kotak Mahindra Investments, Kotak Infrastructure Development Fund, Kotak Securities, Kotak Mahindra Life Insurance, Kotak Alternate Asset Managers

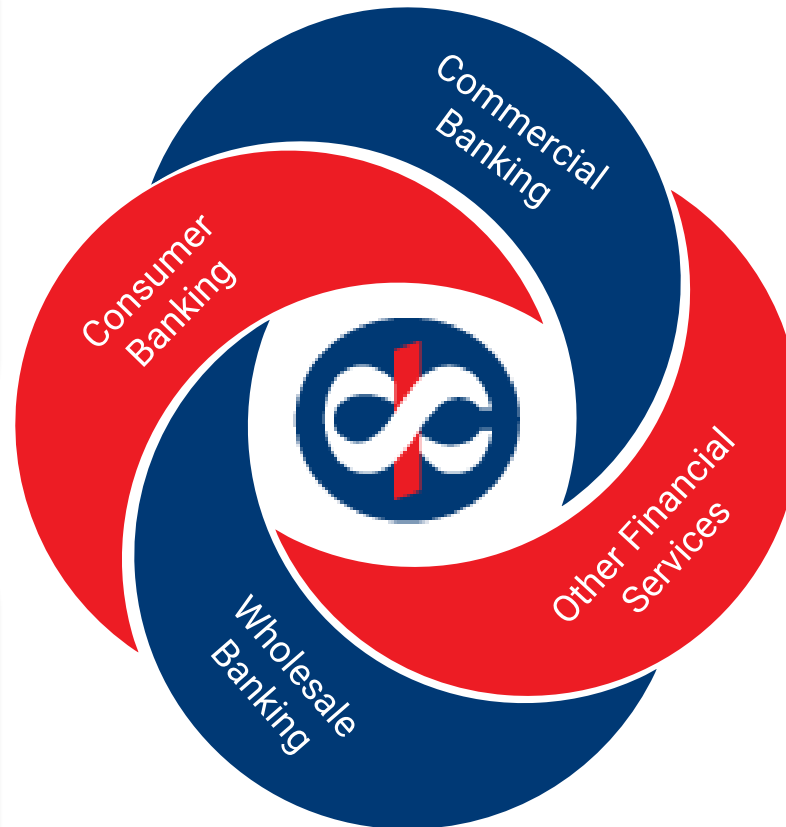
In addition to above, there are subsidiaries called Kotak Trustee Company, IVY Product Intermediaries and Kotak Karma Foundation  
<sup>&</sup>Formerly known as BSS Microfinance Limited | <sup>\*</sup>W.e.f 11<sup>th</sup> October, 2025 Sonata Finance Private Limited has merged with BSS Microfinance Limited

## Consumer Banking

- Branch Banking
- Priority Banking
- Kotak811
- Home loans & LAP
- Personal Loans
- Consumer Durables
- Credit Cards
- Small Business Loans
- Working Capital
- NRI Banking
- Forex Cards
- FASTag
- Loan against Shares

## Wholesale Banking

- Corporate & SME Loans
- Trade & Supply Chain Finance
- Infrastructure, RE & Structured Lending
- Debt Capital markets
- Forex/Treasury
- Cash Management
- Custody Business
- Off - Shore Lending



## Commercial Banking

- Agriculture Finance
- Commercial Vehicles
- Construction Equipment
- Bharat Mortgages
- Tractor Finance
- Microcredit
- Gold Loans

## Other Financial Services

- Private Banking
- Asset Reconstruction
- Infra Debt finance
- Car and 2W Loans
- Retail & Institutional Broking
- Investment Banking
- Mutual Funds
- Alternate Assets
- Off-shore Funds
- Life Insurance
- General Insurance

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

Environment

**Sustainable finance**

Board approved green and sustainable finance frameworks since FY2023-24

₹ 7,900+ Cr Green asset book\* at the Bank

(as of 31st March 2025)

**Resource efficiency & renewable energy**

16 LEED/IGBC-certified premises

Use of renewable energy at key corporate offices and installation of rooftop solar at 5 branches

**Community and environment**

1.5 lakh+ saplings planted in FY25. ~1.5 lakh plantation ongoing in FY26

Pond Rejuvenation since FY2022-23 covered cumulatively ~400 acres, 16 additional water bodies restoration initiated in last 2 years

Social

**Focus on Colleagues**

5 pillar strategy covering development, appreciation, communication, value propositions and tailored offerings

**Diversity**

26.4% gender diversity at Group (as of 31st March, 2025); aspiration to have women represent at least a third of workforce

18.2% gender diversity on the Bank’s Board (as of 31st December, 2025)

**Financial inclusion**

2.3 mn women active microcredit borrowers

(as of 31st March 2025)

**CSR for nation building**

Kotak Bizlabs accelerator programme 2nd edition launched for early revenue stage startups in India

14.6 lakh+ Beneficiaries impacted by CSR initiatives of the Group (as of 31st March 2025)

Governance

**Tenured senior management**

~20 years average tenure of leadership team with the Group (as of 31st March 2025)

**Cybersecurity mechanism**

ISO/IEC 27001 certified Information security management system

**Value chain engagement**

Code of Conduct for service providers is integrated in service agreements

Ratings & Awards

As of June 2025, Kotak received MSCI ESG Rating of AA

ESG Score: 79.1/100

ESG Score: 69/100

ESG Score: 73/100

\*As per green activities/projects indicated in the RBI’s ‘Framework for acceptance of Green deposits’ issued in April, 2023, based on internal mapping | \*\*Index & Ratings data is as of 13th Jan, 2026 unless otherwise mentioned

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