

# Transforming for scale

## Investor Presentation Q2FY26

Presentation on financial results for the  
Period ended 30<sup>th</sup> September, 2025

25<sup>th</sup> October, 2025

# Consolidated Highlights



Q2FY26

**PAT** ₹ 4,468 cr ▼ -11%

Q2FY25

₹ 5,044 cr



**ROA** 1.97%

2.53%



**ROE** 10.65%

13.88%



As at

**Consolidated AUM** | **Customer Assets\***

Sep'25

₹ 760,598 cr ▲ 12% | ₹ 576,339 cr ▲ 13%

Sep'24

₹ 680,838 cr | ₹ 510,598 cr



**CAR** 22.8% | **CET-I** 21.8%

22.6% | 21.7%



**Book Value / Share** ₹ 844 ▲ 14%

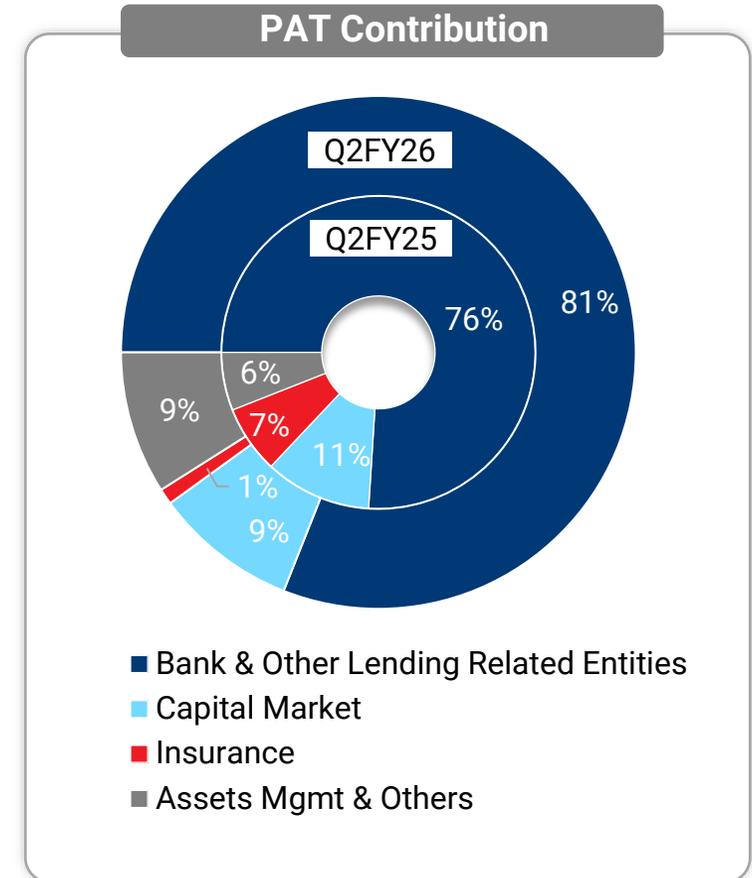
₹ 740

# Kotak Group PAT – Q2FY26



₹ cr	Q2FY26	Q2FY25	Q1FY26	YoY
Kotak Mahindra Bank	3,253	3,344	3,282	(3%)
Kotak Mahindra Prime	246	269	272	(8%)
Kotak Mahindra Investments	120	141	107	(15%)
Kotak Infrastructure Debt Fund	16	16	14	-
BSS Microfinance <sup>#</sup>	(22)	16	(17)	-
Sonata Finance <sup>#</sup>	-	10	-	-
<b>Bank &amp; Other lending related entities</b>	<b>3,613</b>	<b>3,796</b>	<b>3,658</b>	<b>(5%)</b>
Kotak Securities	345	444	465	(22%)
Kotak Mahindra Capital	60	90	89	(33%)
<b>Capital Market</b>	<b>405</b>	<b>534</b>	<b>554</b>	<b>(24%)</b>
Kotak Mahindra Life Insurance	49	360	327	(86%)
<b>Insurance</b>	<b>49</b>	<b>360</b>	<b>327</b>	<b>(86%)</b>
Kotak AMC and TC	258	197	326	31%
Kotak Alternate Asset Managers	104	22	59	-
International Subs	48	76	42	(37%)
<b>Asset Management</b>	<b>410</b>	<b>295</b>	<b>427</b>	<b>39%</b>
Others	1	1	1	-
<b>Bank &amp; Subsidiaries</b>	<b>4,478</b>	<b>4,986</b>	<b>4,967</b>	<b>(10%)</b>
Associates	22	46	43	(52%)
Inter co. Adjustments	(32)	12	(538)	-
<b>Consolidated PAT</b>	<b>4,468</b>	<b>5,044</b>	<b>4,472</b>	<b>(11%)</b>

PAT of subsidiaries and associates (excl. insurance) entities includes gains of ₹ 18 cr in Q2FY26 and ₹ 204 cr in Q1FY26 due to alignment with RBI directions on valuation of investments portfolio w.e.f. Q4FY25.



<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.

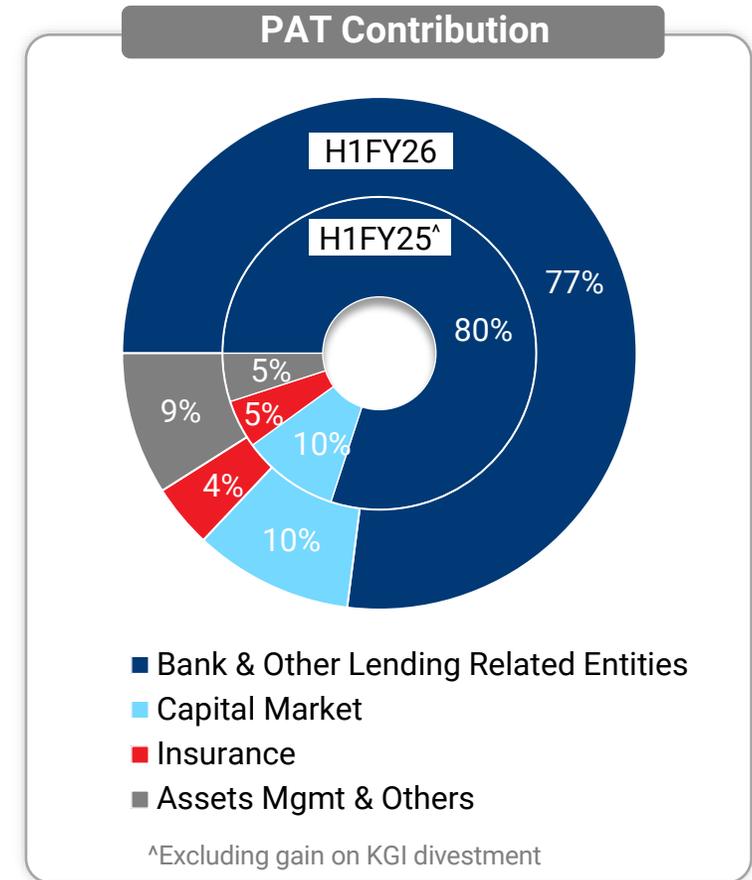
# Kotak Group PAT – H1FY26



₹ cr	H1FY26	H1FY25	YoY	FY25
Kotak Mahindra Bank	6,535	6,864	(5%)	13,720
Kotak Mahindra Prime	518	501	4%	1,015
Kotak Mahindra Investments	227	279	(19%)	501
Kotak Infrastructure Debt Fund	30	27	10%	53
BSS Microfinance <sup>#</sup>	(38)	66	-	(74)
Sonata Finance <sup>#</sup>	-	(3)	-	13
<b>Bank &amp; Other lending related entities</b>	<b>7,272</b>	<b>7,734</b>	<b>(6%)</b>	<b>15,229</b>
Kotak Securities	811	845	(4%)	1,640
Kotak Mahindra Capital	149	170	(13%)	361
<b>Capital Market</b>	<b>960</b>	<b>1,015</b>	<b>(5%)</b>	<b>2,001</b>
Kotak Mahindra Life Insurance	376	533	(29%)	769
Zurich Kotak General Insurance*	-	(21)	-	(21)
<b>Insurance</b>	<b>376</b>	<b>513</b>	<b>(27%)</b>	<b>749</b>
Kotak AMC and TC	583	372	57%	977
Kotak Alternate Asset Managers	163	28	-	139
International Subs	90	145	(38%)	255
<b>Asset Management</b>	<b>836</b>	<b>545</b>	<b>54%</b>	<b>1,371</b>
Others	2	2	-	8
<b>Bank &amp; Subsidiaries</b>	<b>9,446</b>	<b>9,809</b>	<b>(4%)</b>	<b>19,358</b>
Associates	65	95	(31%)	180
Inter co. Adjustments	(571)	(425)	-	(426)
<b>Consolidated PAT</b>	<b>8,940</b>	<b>9,479</b>	<b>(6%)</b>	<b>19,113</b>
PAT on KGI divestment	-	3,013	-	3,013
<b>Total PAT</b>	<b>8,940</b>	<b>12,492</b>	<b>-</b>	<b>22,126</b>

PAT of subsidiaries and associates (excl. insurance) entities includes gains of ₹ 222 cr in H1FY26 and ₹ 411 cr in FY25 due to alignment with RBI directions on valuation of investments portfolio w.e.f. Q4FY25.

\*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.



<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 Q2FY26	Networth Sep'25	ROE
Kotak Mahindra Bank	3,253	125,157	
Kotak Mahindra Prime	246	10,687	
Kotak Mahindra Investments	120	4,064	
Kotak Infrastructure Debt Fund	16	603	
BSS Microfinance <sup>#</sup>	(22)	1,300	
<b>Bank &amp; Other lending related entities</b>	<b>3,613</b>	<b>141,811</b>	<b>10.2%</b>
Kotak Securities	345	10,762	
Kotak Mahindra Capital	60	1,736	
<b>Capital Market</b>	<b>405</b>	<b>12,498</b>	<b>13.1%</b>
Kotak Mahindra Life Insurance	49	6,486	
<b>Insurance</b>	<b>49</b>	<b>6,486</b>	<b>3.0%</b>
Kotak AMC and TC	258	4,193	
Kotak Alternate Asset Managers	104	1,352	
International Subs	48	2,470	
<b>Asset Management</b>	<b>410</b>	<b>8,015</b>	<b>20.9%</b>
Others	1	110	3.0%
<b>Bank &amp; Subsidiaries</b>	<b>4,478</b>	<b>168,920</b>	
Associates	22	1,833	
Inter co. Adjustments	(32)	(2,818)	
<b>Consolidated PAT</b>	<b>4,468</b>	<b>167,935</b>	<b>10.7%</b>

## CET-I

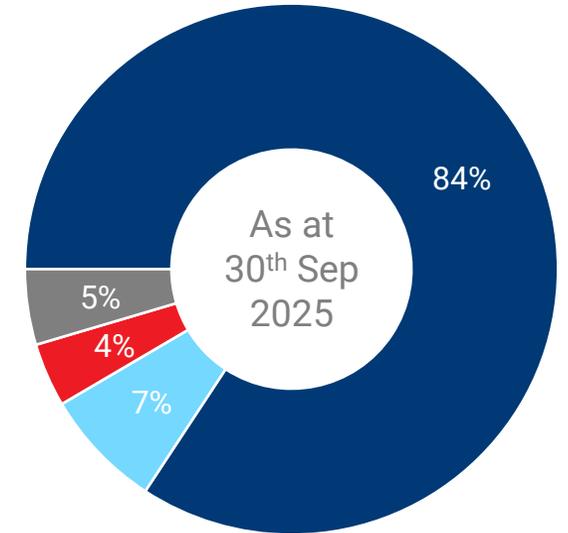
20.9%

22.8%

36.2%

44.3%

## Networth Contribution

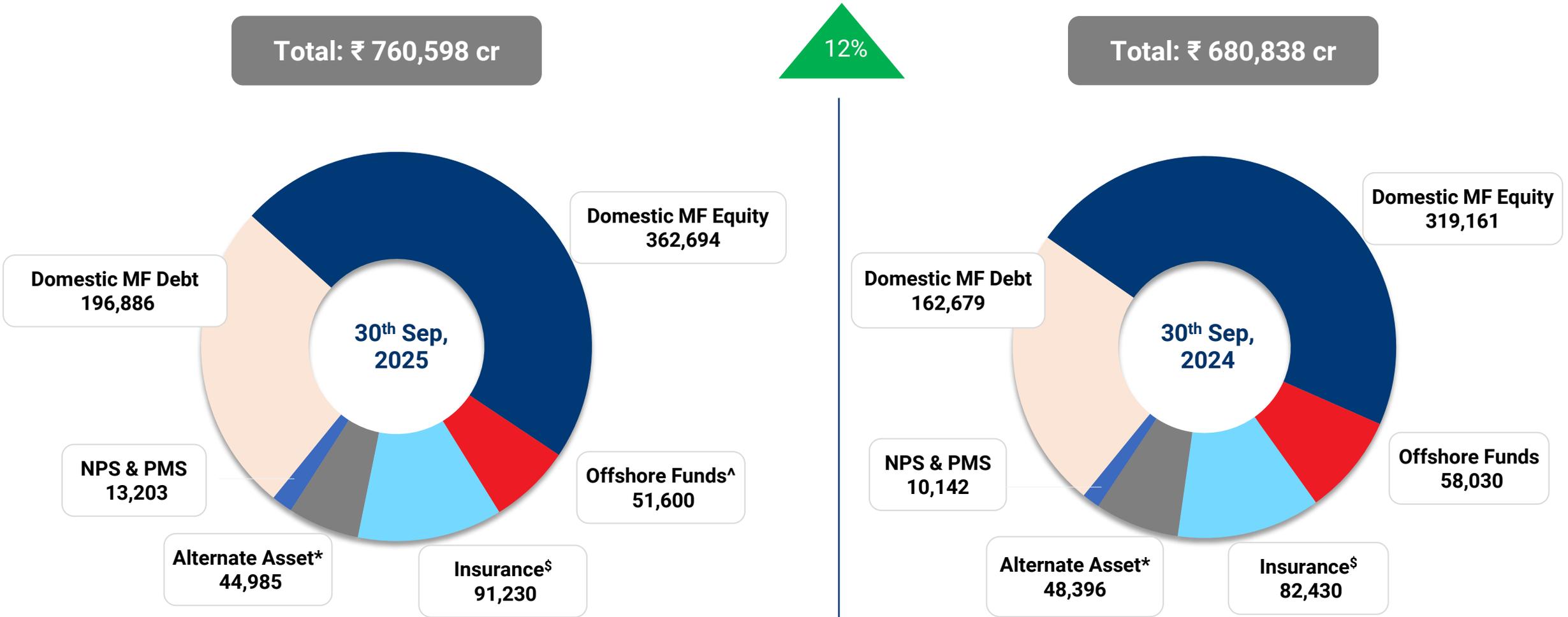


- Bank & Other Lending Related Entities
- Capital Market
- Insurance
- Assets Mgmt & Others

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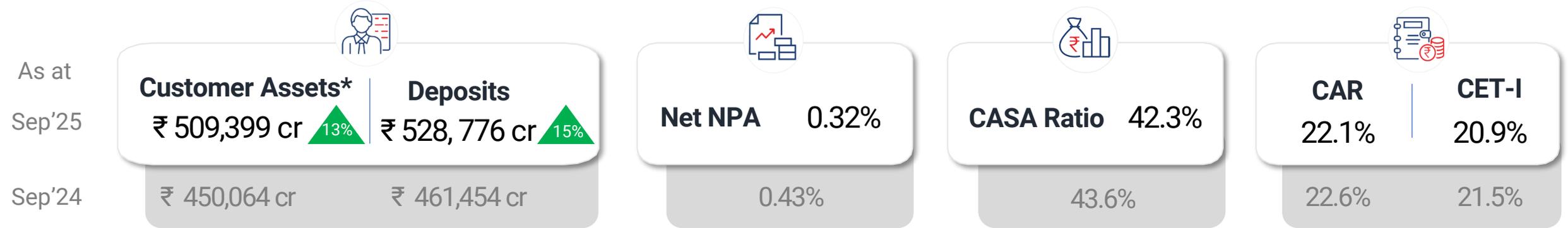
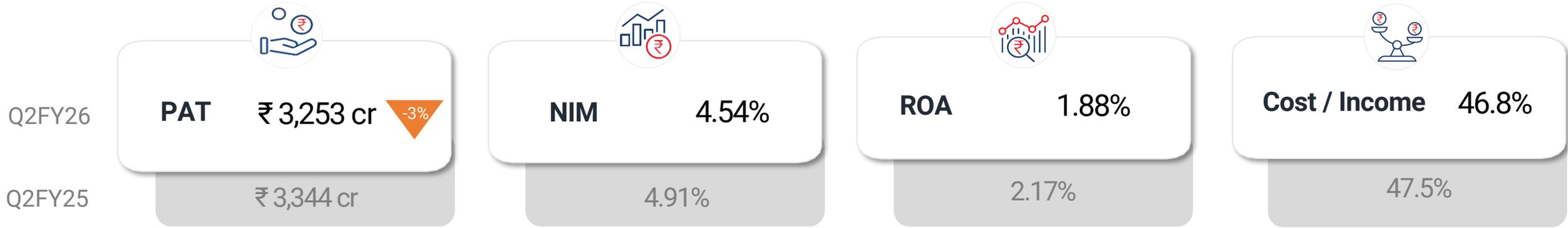
# Kotak Group Assets Under Management



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

<sup>\*</sup>Include undrawn commitments, wherever applicable. | <sup>#</sup>Source: Bloomberg | <sup>§</sup>Policyholder's AUM

# Bank Highlights



CAR and CET-I - as per Basel III, including unaudited profits | \* Customer Assets comprise Advances (gross of IBPC & BRDS) and Credit Substitutes

# Profit and Loss Statement – Q2FY26



₹ cr	Q2FY26	Q2FY25	Q1FY26	YoY
Net Interest Income	7,311	7,020	7,259	4%
Other Income	2,589	2,684	3,080	(4%)
<i>Fee and Services</i>	2,415	2,312	2,249	4%
<i>Trading and MTM income*</i>	(128)	91	195	-
<i>Others</i>	302	281	636	7%
<b>Net Total Income</b>	<b>9,900</b>	<b>9,704</b>	<b>10,339</b>	<b>2%</b>
Employee Cost	1,980	1,952	2,065	1%
Other Operating Expenses	2,652	2,653	2,710	0%
<b>Operating Expenditure</b>	<b>4,632</b>	<b>4,605</b>	<b>4,775</b>	<b>1%</b>
<b>Operating Profit</b>	<b>5,268</b>	<b>5,099</b>	<b>5,564</b>	<b>3%</b>
Prov. on Adv/Receivables (net)	996	669	1,200	49%
Prov. on AIF/other Investments	(49)	(9)	8	-
<b>Provision &amp; Contingencies</b>	<b>947</b>	<b>660</b>	<b>1,208</b>	<b>43%</b>
<b>PBT</b>	<b>4,321</b>	<b>4,439</b>	<b>4,356</b>	<b>(3%)</b>
Provision For Tax	1,068	1,095	1,074	(3%)
<b>PAT</b>	<b>3,253</b>	<b>3,344</b>	<b>3,282</b>	<b>(3%)</b>
<b>ROE</b>	<b>10.38%</b>	<b>12.23%</b>	<b>10.94%</b>	<b>-</b>

## Notes

Q1FY26: "Other Income - Others" includes dividend income from subsidiaries: ₹ 449 cr  
 Q2FY26: Prov. On AIF/ other Investments relates to reversal of provision on AIF as per the revised RBI circular

## Fees & Services

₹ cr	Q2FY26	Q2FY25	Q1FY26
Distribution	462	386	344
General Banking Fees	1,840	1,804	1,808
Others	113	122	97
<b>Total</b>	<b>2,415</b>	<b>2,312</b>	<b>2,249</b>

\*On fixed income, net of OIS/FRA

# Profit and Loss Statement – H1FY26



₹ cr	H1FY26	H1FY25	YoY	FY25
Net Interest Income	14,570	13,862	5%	28,342
Other Income	5,669	5,613	1%	11,418
<i>Fee and Services</i>	4,664	4,552	2%	9,530
<i>Trading and MTM income*</i>	67	196	(66%)	253
<i>Others</i>	938	865	8%	1,635
<b>Net Total Income</b>	<b>20,239</b>	<b>19,475</b>	<b>4%</b>	<b>39,760</b>
Employee Cost	4,045	3,822	6%	7,881
Other Operating Expenses	5,362	5,300	1%	10,873
<b>Operating Expenditure</b>	<b>9,407</b>	<b>9,122</b>	<b>3%</b>	<b>18,754</b>
<b>Operating Profit</b>	<b>10,832</b>	<b>10,353</b>	<b>5%</b>	<b>21,006</b>
Prov. on Adv/Receivables (net)	2,196	1,249	76%	2,848
Prov. on AIF / other Investments	(41)	(10)	-	94
<b>Provision &amp; Contingencies</b>	<b>2,155</b>	<b>1,239</b>	<b>74%</b>	<b>2,942</b>
<b>PBT</b>	<b>8,677</b>	<b>9,114</b>	<b>(5%)</b>	<b>18,064</b>
Provision For Tax	2,142	2,250	(5%)	4,344
<b>PAT</b>	<b>6,535</b>	<b>6,864</b>	<b>(5%)</b>	<b>13,720</b>
<b>ROE</b>	<b>10.69%</b>	<b>13.10%</b>	-	<b>12.57%</b>
<b>PAT on KGI divestment</b>	-	<b>2,730</b>	-	<b>2,730</b>
<b>Total PAT</b>	<b>6,535</b>	<b>9,594</b>	-	<b>16,450</b>

## Fees & Services

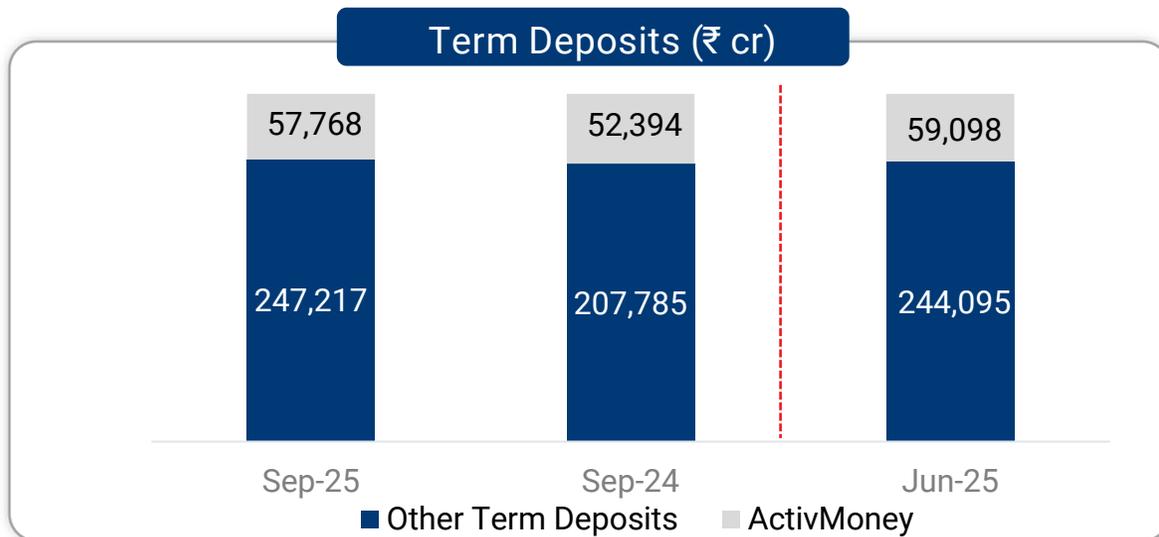
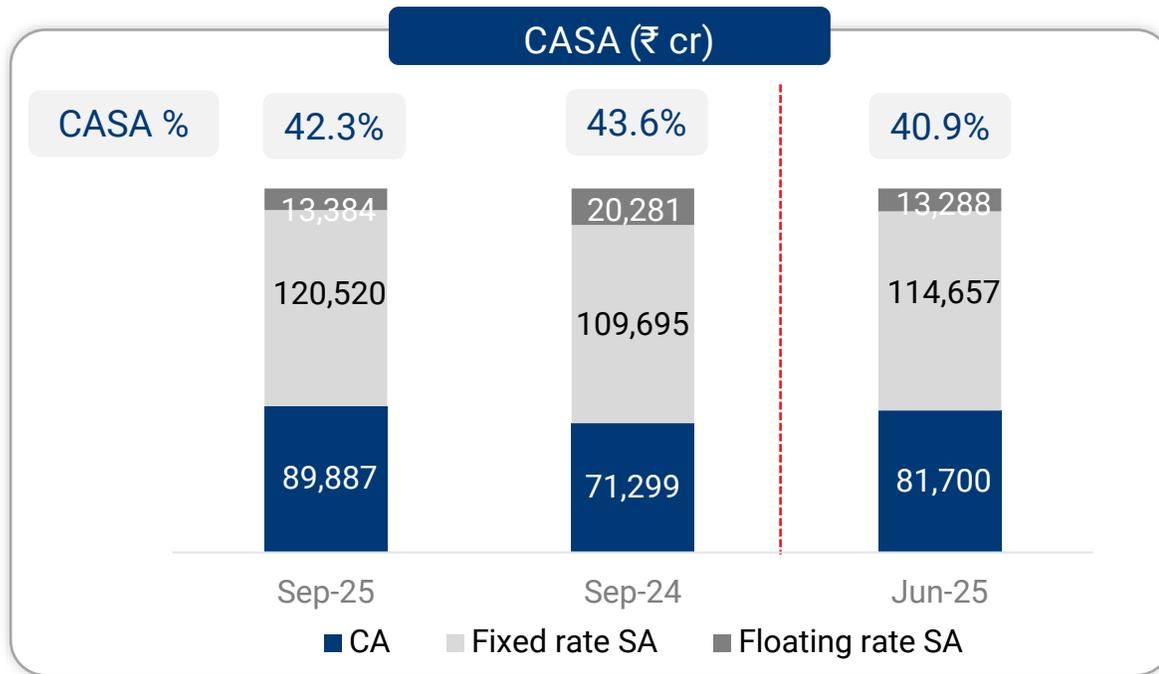
₹ cr	H1FY26	H1FY25	FY25
Distribution	806	695	1,782
General Banking Fees	3,648	3,589	7,284
Others	210	268	464
<b>Total</b>	<b>4,664</b>	<b>4,552</b>	<b>9,530</b>

\*On fixed income, net of OIS/FRA

# Balance Sheet



₹ cr	30-Sep-25	30-Sep-24	30-Jun-25	₹ cr	30-Sep-25	30-Sep-24	30-Jun-25
Capital & Reserves and Surplus	125,157	110,646	123,428	Cash, Bank and Call	49,792	32,588	43,080
Deposits	528,776	461,454	512,838	Investments	172,994	175,532	182,292
<i>of which, CASA</i>	223,791	201,275	209,645	Net Advances	462,688	399,522	444,823
Borrowings	23,911	26,512	21,148	Fixed & Other Assets	21,493	15,566	18,814
Other Liabilities and Provisions	29,123	24,596	31,595	<b>Total Assets</b>	<b>706,967</b>	<b>623,208</b>	<b>689,009</b>
<b>Total Liabilities</b>	<b>706,967</b>	<b>623,208</b>	<b>689,009</b>	<b>CD Ratio</b>	<b>87.5%</b>	<b>86.6%</b>	<b>86.7%</b>
<b>CASA Ratio</b>	<b>42.3%</b>	<b>43.6%</b>	<b>40.9%</b>				



Averages	Q2FY26	YoY %	Q2FY25
Total Deposits	510,538	14%	446,110
Current Account	70,220	14%	61,853
Fixed rate Savings Account	113,894	8%	105,584
Floating rate Savings Account	14,135	-27%	19,239
Term Deposit	311,889	20%	259,434

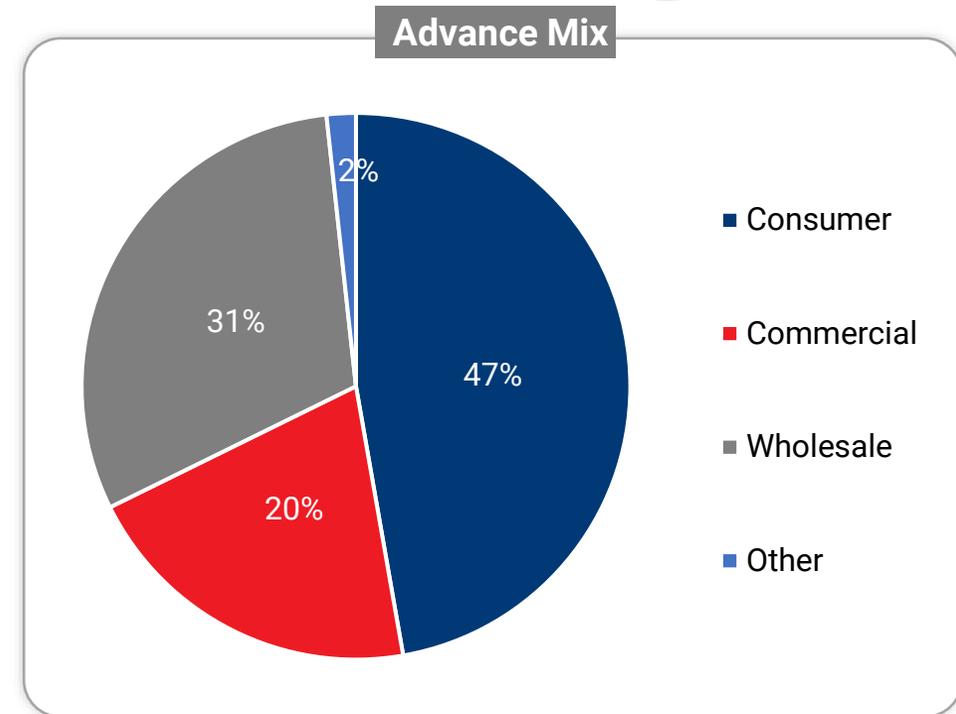


Figures in grey are Sep' 24 numbers, as applicable

# Customer Assets



₹ cr	30-Sep-25	30-Sep-24	30-Jun-25	YoY	QoQ
Home Loans & LAP	137,893	116,715	131,541	18%	5%
Business Banking Assets	47,825	40,002	44,469	20%	8%
PL, BL and Consumer Durables	24,272	20,868	24,368	16%	-
Credit Cards	12,444	14,446	12,924	(14%)	(4%)
Others	3,831	2,747	3,150	40%	22%
<b>Consumer Banking</b>	<b>226,265</b>	<b>194,778</b>	<b>216,452</b>	<b>16%</b>	<b>5%</b>
CV & CE	43,676	39,064	42,972	12%	2%
Agriculture Finance	24,330	22,218	25,174	10%	(3%)
Tractor Finance	18,439	15,709	17,874	17%	3%
Retail Microcredit	5,725	9,776	5,882	(41%)	(3%)
Others	5,792	6,782	5,460	(15%)	6%
<b>Commercial Banking</b>	<b>97,962</b>	<b>93,549</b>	<b>97,362</b>	<b>5%</b>	<b>1%</b>
Corporate Banking	109,240	92,863	102,821	18%	6%
Corporate SME	37,193	32,174	34,783	16%	7%
<b>Wholesale Banking</b>	<b>146,433</b>	<b>125,037</b>	<b>137,604</b>	<b>17%</b>	<b>6%</b>
Others	8,249	5,744	7,532	44%	10%
<b>Advances (A)</b>	<b>478,909</b>	<b>419,108</b>	<b>458,950</b>	<b>14%</b>	<b>4%</b>
Credit Substitutes (B)	30,490	30,956	34,022	(2%)	(10%)
<b>Customer Assets (A + B)</b>	<b>509,399</b>	<b>450,064</b>	<b>492,972</b>	<b>13%</b>	<b>3%</b>
IBPC & BRDS (C)	16,221	19,586	14,127	(17%)	15%
<b>Net Advances (A - C)</b>	<b>462,688</b>	<b>399,522</b>	<b>444,823</b>	<b>16%</b>	<b>4%</b>



Unsecured retail advances (incl. Retail Microcredit) as a % of Net Advances:

**30<sup>th</sup> September, 2025: 9.2%**

30<sup>th</sup> June, 2025: 9.7%

30<sup>th</sup> September, 2024: 11.3%

**Aggregate SME Advances\*** as of 30<sup>th</sup> September, 2025: ₹ 109,349 cr (Up 16% YoY and 5% QoQ)

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

₹ cr	Q2FY26	Q2FY25	Q1FY26	₹ cr	30-Sep-25	30-Sep-24	30-Jun-25
Opening GNPA	6,638	5,477	6,134	GNPA (%)	1.39%	1.49%	1.48%
Fresh Slippages	1,629	1,875	1,812	NNPA (%)	0.32%	0.43%	0.34%
Upgradations & Recoveries	688	681	549	PCR (%)	77%	71%	77%
Write-offs	1,099	638	759	GNPA	6,480	6,033	6,638
Closing GNPA	6,480	6,033	6,638	NNPA	1,491	1,724	1,531
Credit cost (annualised) (%)*	0.79%	0.65%	0.93%	Total provisions (incl. specific)	7,396	6,266	7,440

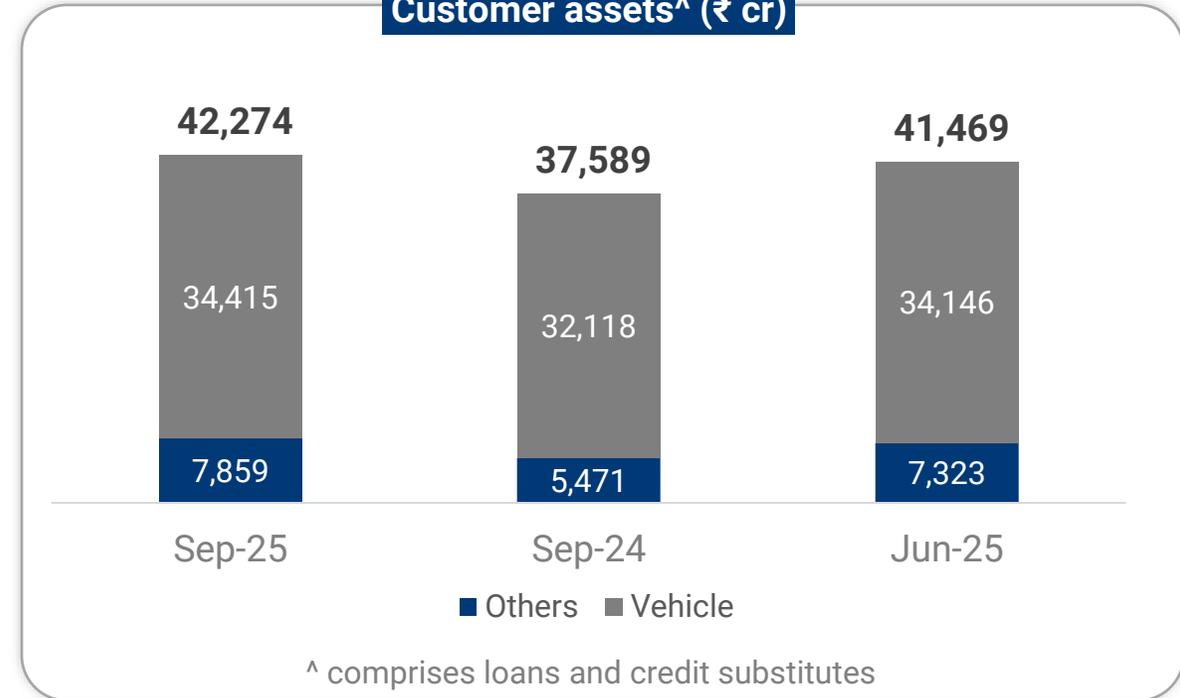
- SMA-2^ as on 30<sup>th</sup> September, 2025: ₹ 390 cr (as on 30<sup>th</sup> June, 2025: ₹ 340 cr)
- Fresh slippages of Q2FY26 upgraded within the same quarter: ₹ 165 cr (Q1FY26: ₹ 155 cr)

Particulars		Q2FY26	Q2FY25	Q1FY26
Profitability	NIM	4.54%	4.91%	4.65%
	Cost of Funds	4.70%	5.15%	5.01%
	Return on Equity	10.38%	12.23%	10.94%
	Return on Assets	1.88%	2.17%	1.94%
Efficiency	Cost to Income	46.8%	47.5%	46.2%
	Cost to Assets	2.67%	2.99%	2.83%
Balance Sheet Stability	CD Ratio	87.5%	86.6%	86.7%
	CASA Ratio	42.3%	43.6%	40.9%
	CET-I	20.9%	21.5%	21.8%
	Consolidated BVPS (₹)	844	740	829
Asset Quality	NNPA	0.32%	0.43%	0.34%
	Credit Cost	0.79%	0.65%	0.93%
	Slippages Ratio	1.41%	1.88%	1.63%
	PCR	77%	71%	77%

₹ cr	Q2FY26	Q2FY25	Q1FY26	FY25
NII	575	520	568	2,133
Other Income	148	209	177	686
<b>NII and Other Income</b>	<b>723</b>	<b>729</b>	<b>745</b>	<b>2,819</b>
Profit Before Tax	328	359	363	1,357
<b>Profit After Tax</b>	<b>246</b>	<b>269</b>	<b>272</b>	<b>1,015</b>
NNPA (%)	1.2%	0.9%	1.0%	1.0%
CAR (%)	23.3%*	24.2%*	23.5%*	23.5%
<b>ROA (%)</b>	<b>2.1%</b>	<b>2.6%</b>	<b>2.4%</b>	<b>2.4%</b>

\*including unaudited profits

## Customer assets<sup>^</sup> (₹ cr)



## Other Highlights

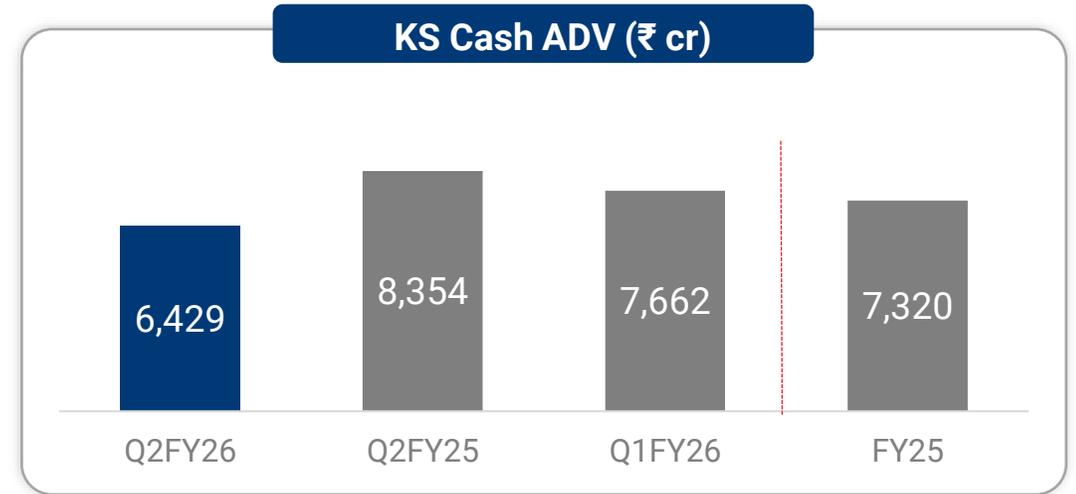
- **Best Financier Award (Wholesale Finance)** by FADA# Dealership Satisfaction Study, 2025.
- First to tie-up with **Tesla as preferred financier** in India

₹ cr	Q2FY26	Q2FY25	Q1FY26	FY25
Total Income	1,299	1,380	1,446	5,348
<b>Profit After Tax<sup>^</sup></b>	<b>345</b>	<b>444</b>	<b>465</b>	<b>1,640</b>
Cash Market Share* (%)	9.6	9.3	10.1	9.4
Derivative Market Share* (%)	15.1	13.0	14.3	12.9
Overall Market Share*(%)	13.1	11.6	12.8	11.6

\*excluding Proprietary segment

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

- Q2FY26: ₹ (11) cr
- Q1FY26: ₹ 86 cr and FY25: ₹ 115 cr



Market Share in Margin Trading Funding (MTF) ~15%  
as at 30<sup>th</sup> September, 2025

## Other Highlights

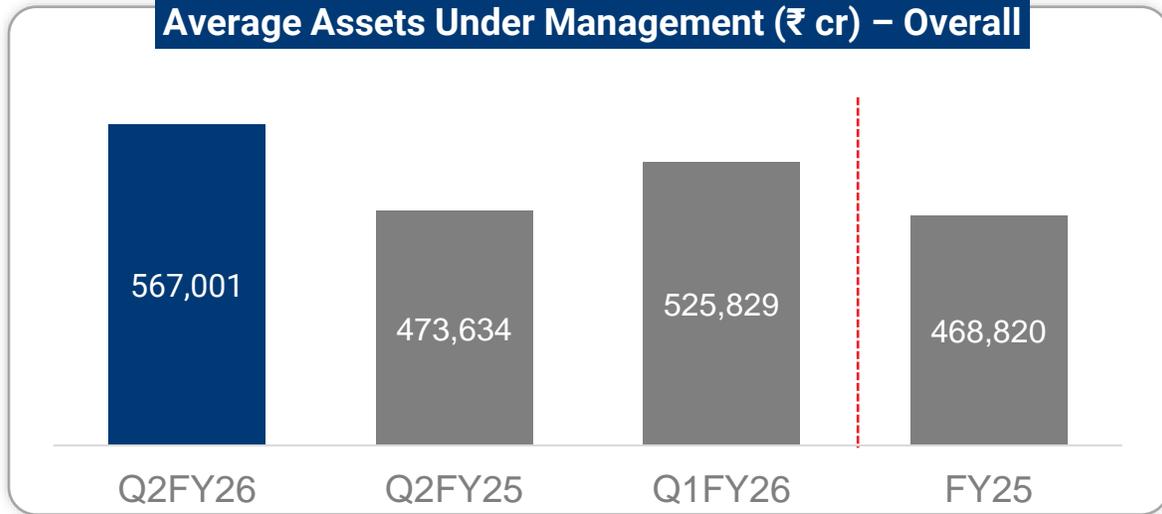
### Retail Broking

- **DIY orders** (self-traded) accounted for over **95%** of total orders in Q2FY26
- Added seamless access to **G-Secs, T-Bills & SDLs** via a 4-step journey with one-click payments
- Launched **new portfolio view** with asset allocation dashboard
- **Trade from Charts** launched on Neo Mobile App

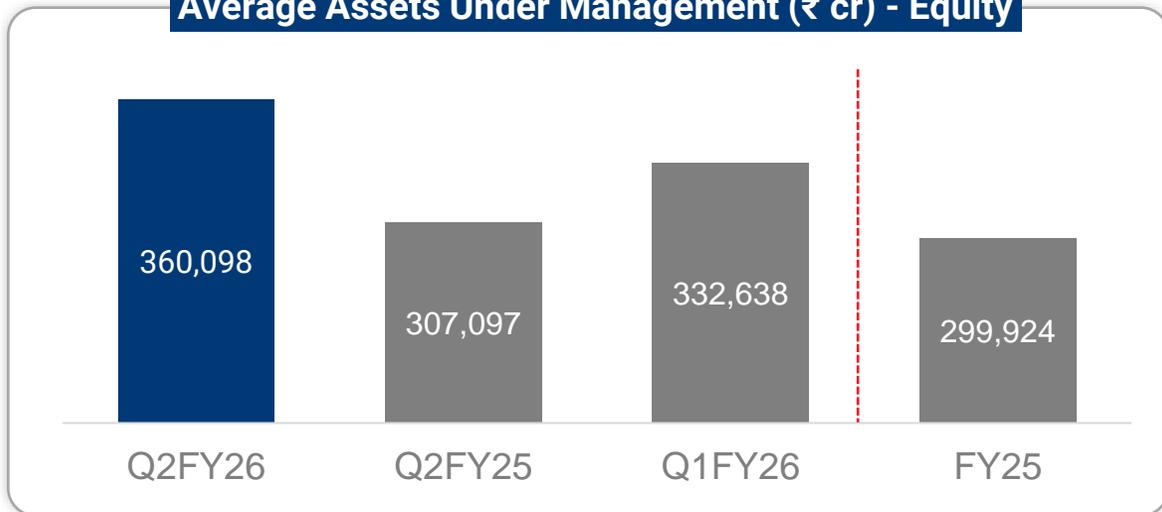
### Institutional Broking

- 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 Q2FY26, distributed 6 IPOs amounting to USD 1.65 bn and 4 block deals amounting to USD 1.26 bn

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



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



₹ cr	Q2FY26	Q2FY25	Q1FY26	FY25
<b>Profit After Tax*</b>	<b>258</b>	<b>197</b>	<b>326</b>	<b>977</b>

\*PAT includes:

- Unrealized gains (post tax) due to alignment of valuation of investment portfolio as per RBI's Master Direction:
  - Q2FY26: ₹ 1 cr
  - Q1FY26: ₹ 83 cr and FY25: ₹ 164 cr
- Realised gain (post tax) on Investment:
  - Q2FY26: ₹ 28 cr
  - Q1FY26: ₹ 36 cr and FY25: ₹ 7 cr

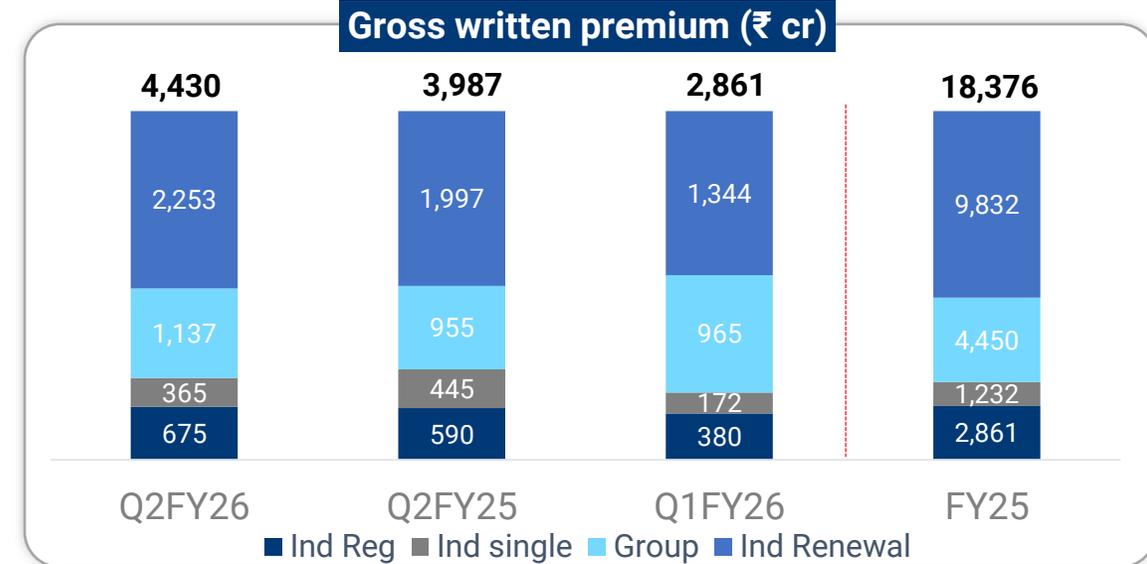
### Key Highlights

- Proportion of Individual MAAUM: 57%
- Monthly SIP Inflows for Sep'25: ₹ 1,888 cr, up 7% YoY
- Equity(Ex ETF & Arb) AAUM Market share: 6.41% in Q2FY26

### Other Highlights

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

₹ cr	Q2FY26	Q2FY25	Q1FY26	FY25
Capital and Reserves & Surplus	6,486	6,166	6,437	6,403
Total Premium	4,430	3,987	2,861	18,376
<b>PAT(Shareholders')</b>	<b>49</b>	<b>360</b>	<b>327</b>	<b>769</b>
Solvency Ratio (x)	2.33	2.57	2.40	2.45



**Other Highlights**

- Deployed **Convin**, a generative AI tool to analyse customer call interactions
- Launched '**Kotak Signature Term**' with high Sum Assured and competitive premiums
- Launched '**Kotak EDGE**', a non-par guaranteed return product for customers needing early benefits

**Gross written premium** Q2FY26 has grown by 11.1% YoY.

Individual APE New business premium for Q2FY26 grown by 12.2% YoY against private industry growth of 7.8% YoY.

Q2FY26 Share of Traditional Product Mix at 70.2% of regular premium.

Overall protection premium for Q2FY26, at 32.9% of Individual new business and Group premium.

Individual renewal premium for Q2FY26 has grown by 12.8% YoY.

AUM as on 30<sup>th</sup> Sep, ₹ 97,653 cr, growth 10.6 % YoY.

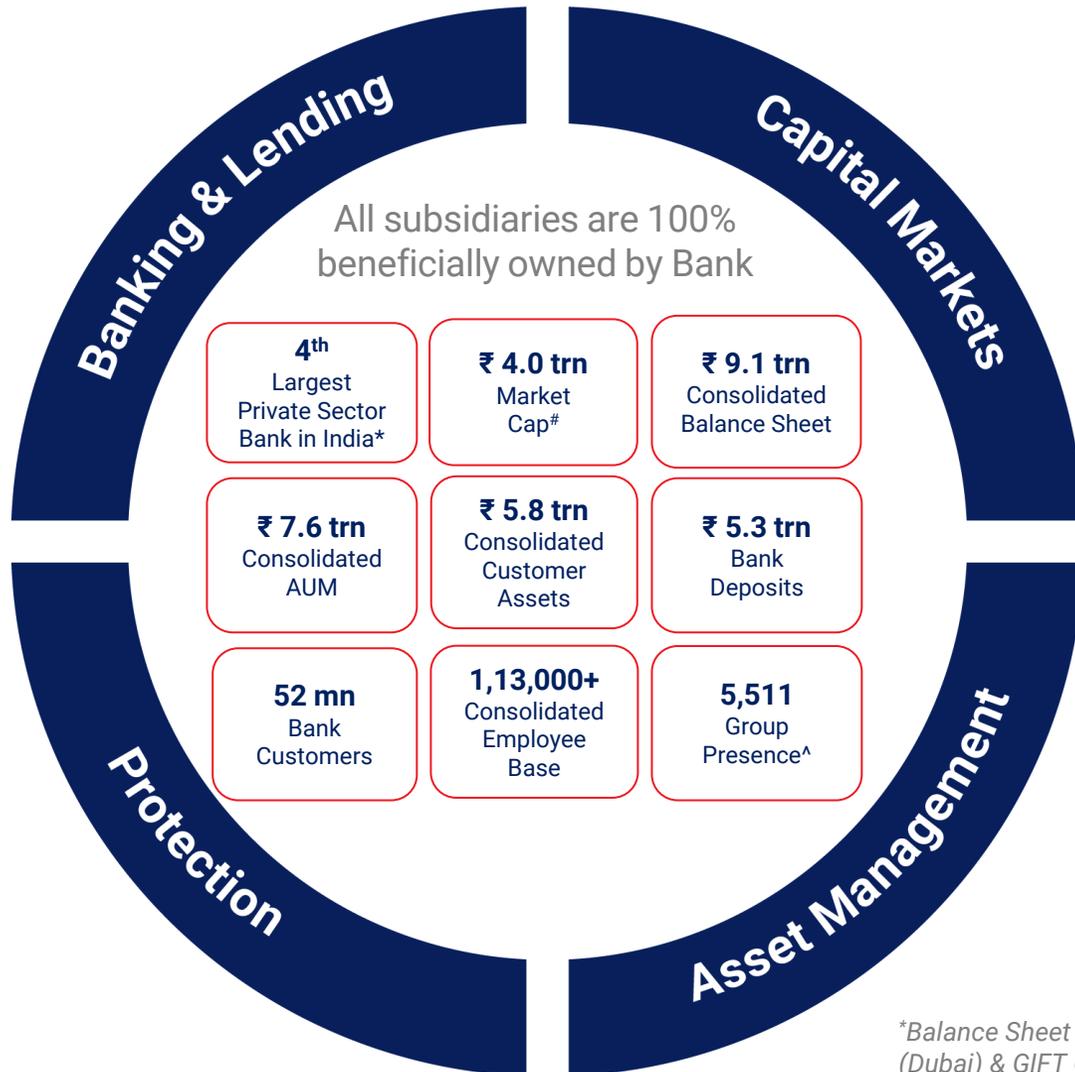
Effective 22<sup>nd</sup> Sep, 2025, premium on individual life insurance policies are exempt from GST.

The full impact of ₹ 165 cr (PAT) for the increase in actuarial reserves and on expenses till Sep, 2025 has been taken in the Q2FY26 results.

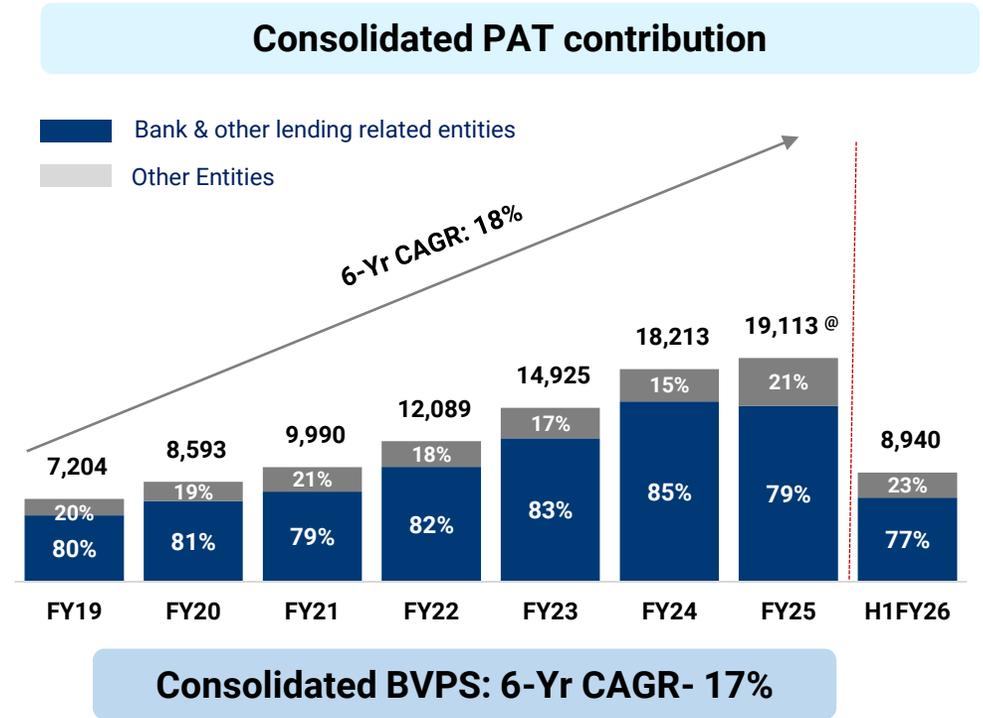
# Building on the Power of a Diversified Financial Conglomerate



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> June, 2025 | #as on 30<sup>th</sup> September, 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 Customers

Curated comprehensive propositions for High Networth customers offering:

- Banking services, premium Credit card and pre-approved Loans
- Expert Advisory and Wealth Management solutions
- Trading plan with access to dealers and research support
- Asset Management products
- Global Banking and Investment solutions
- Estate and Succession planning
- Family Office solutions
- Protection plans

## 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

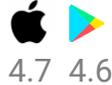
## Institutional Customer

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

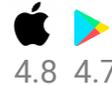
Offers structured solutions from the Alternate Investment platform, Kotak Alts

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

Affluent, NR and  
Self Employed



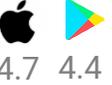
Core India  
(a Billion Indians)



Corporate and  
SME



Investors (for Trading  
and Investment needs)



## 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

Personalised offers powered by In-app intelligence

Easily toggle between personal and business profiles

'One view' provides an overview of Assets and Liabilities with the Bank

Global search makes all features easily discoverable

## Kotak811

Full-stack digital proposition

DIY journeys for Investments and Protection

Earn rewards and cashbacks on every transaction

Introduced Bill Payments with instant cashbacks

Launched '811 Super' with full suite features

**#1 most downloaded banking app in India and #3 in the world\***

## Kotak fyn

An Enterprise Portal

Provides integrated offering on both mobile and web

Driven seamlessly through API's across all Corporate Banking products – Cash Management, Trade Finance, Liquidity Solutions, Loan products and Account Services

Designed for real time settlement, instant reporting, automated reconciliations and 24x7 access with custom built solutions

## Kotak Neo

A full suite trading and Investment platform

Deeply integrated with Kotak Bank for faster onboarding and fund transfers

Kotak's in-house research including stock/sector insights and expert views

Neo democratises institutional-grade trading and data for retail traders with tools like Strategy Bot, Analyser and advanced market data

# Geographical Presence



## Group Branches distributed across various geographies

Network in India	Branches
Kotak Bank	2,198
Kotak Mahindra Prime	163
Kotak Life Insurance	333
Kotak Securities <sup>#</sup>	1,199
Kotak AMC	119
BSS Microfinance <sup>*</sup>	1,499
<b>Total</b>	<b>5,511</b>

**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	1,010   46%
Urban	478   22%
Semi Urban	324   15%
Rural	386   18%

2,198

## Bank Branch Distribution (No. | %)

North	704   32%
East	185   8%
West	673   31%
South	636   29%

2,198

Bank Branch presence as on  
30<sup>th</sup> Sep, 2024: 2,013 | 30<sup>th</sup> June, 2025: 2,154

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

2,758

## No. of Currency Chests

10

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

## 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

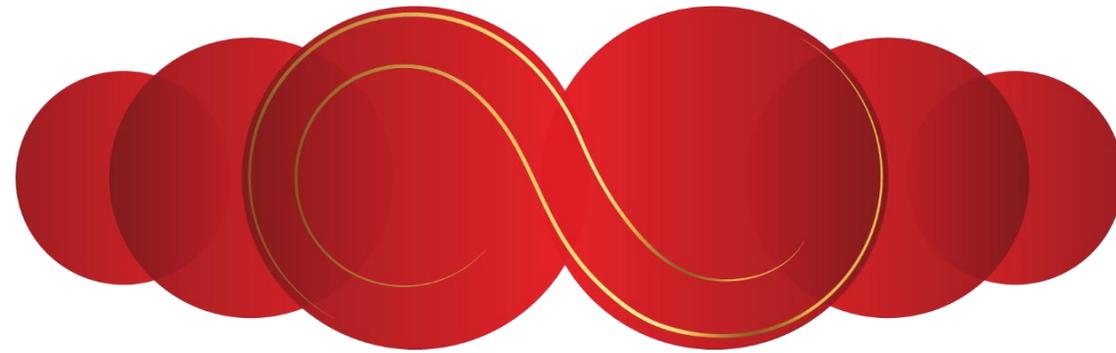
The key outcome we pursue in this are inclusive and responsible growth. Our efforts are geared to create positive impact on the community in line with values of Kotak.

## 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.

## 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.

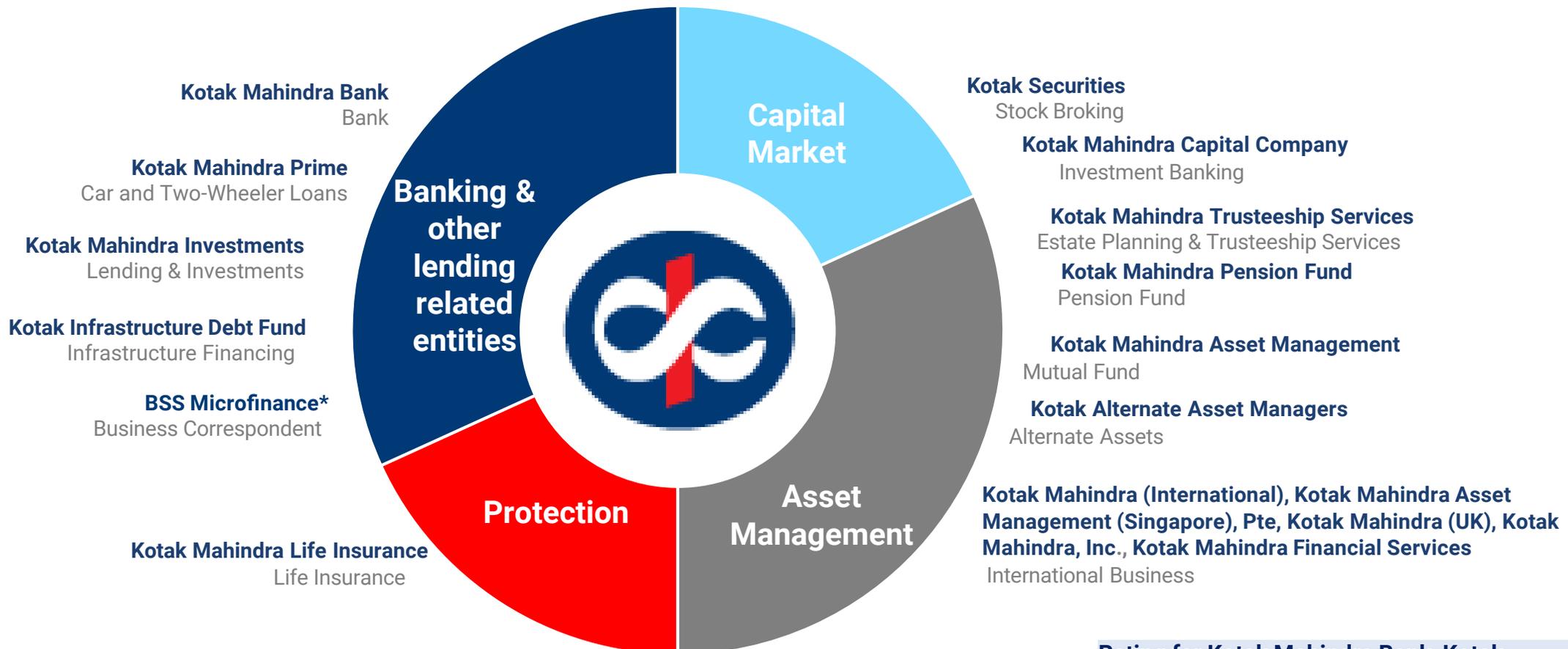


# Annexure

# 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**

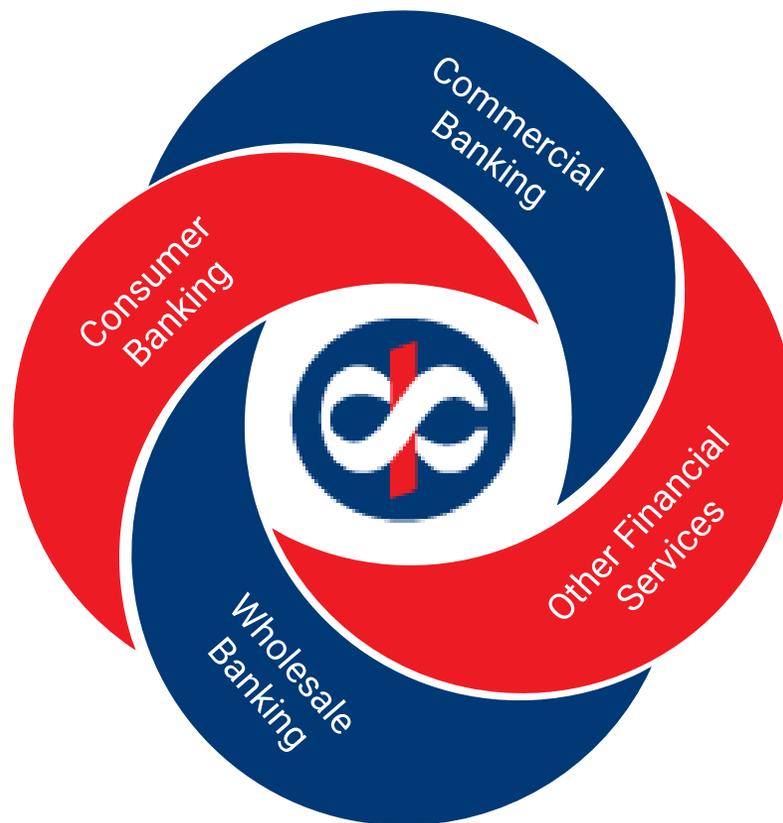
In addition to above, there are subsidiaries called Kotak Trustee Company, IVY Product Intermediaries and Kotak Karma Foundation  
 \*W.e.f 11<sup>th</sup> October, 2025 Sonata Finance Private Limited has merged with BSS Microfinance Limited

## 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 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
- Broking
- Investment Banking
- Mutual Funds
- Alternate Assets
- Off-shore Funds
- Life Insurance
- General Insurance

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