

Bigger. Bolder. Better.

#### REGISTERED OFFICE

**Kotak Mahindra Bank Limited**  
27BKC, C 27, G Block,  
Bandra Kurla Complex, Bandra (E),  
Mumbai - 400 051

Tel.: +91 22 61660000

Fax.: +91 22 67132403

Website: [www.kotak.com](http://www.kotak.com)

#### COMPANY SECRETARY

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

#### AUDITORS

**Messrs S.B. Billimoria & Co.**  
Chartered Accountants,  
12, Dr. Annie Besant Road,  
Opp. Shiv Sagar Estate, Worli,  
Mumbai - 400 018

#### REGISTRAR AND TRANSFER AGENT

**Karvy Computershare  
Private Limited**  
Plot No. 17-24,  
Vittal Rao Nagar, Madhapur,  
Hyderabad - 500 081

7, Andheri Industrial Estate,  
Off Veera Desai Road,  
Andheri West,  
Mumbai - 400 058

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A large red sphere is positioned in the upper right quadrant, and a smaller white sphere is in the lower left. A red dotted line curves from the white sphere, passes behind the text, and ends near the red sphere.

## The Indian banking space is faced with a **unique paradox**.

On the one hand, India is a grossly under-banked nation with significant under-penetration across many financial products, and a projected economic revival. On the other, there is capacity constraint, which places many of the current players at a risk of not being able to capitalise on these opportunities. The capital available in the Indian banking system might not be enough to service its future lending requirements. Therefore, lending capacity, risk managed growth and an ability to scale up rapidly will be determining factors of banks' success in the future.

At Kotak, we see ourselves as a confident and courageous participant in this market opportunity. We have the strength and strategy required to grow rapidly. From a well-diversified asset portfolio, to raising the bar on governance and risk management, we work to not only protect value, but also grow it steadily.

The future will be defined by strong action and resolute initiatives. It will be defined by being bigger, bolder, better. And at Kotak, that is what we have tasked ourselves with.

# Aspirational enterprise

Kotak is young, aspirational and energised. Vagaries of the economy, industry challenges and changing customer aspirations notwithstanding, Kotak has remained true to its vision of sustainable value creation.



**₹ 19,076 CR**

**Networth**

**26,000+**

**Team members**

**15 MN+**

**Group customer accounts**

**₹ 60,165 CR**

**Market capitalisation**

CR: crore | MN: million | As on 31st March, 2014 | All figures are consolidated.

Our ability to foresee opportunities and create capacity and capability is evident in all we have done since inception. We identified an opportunity in the bill discounting market in late 1985 which led to the beginning of our corporate journey. Since then, we have evolved and grown consistently.

Today, Kotak Mahindra Group is one of India's leading banking and financial services organisations, offering a wide range of financial products and services.

In February 2003, Kotak Mahindra Finance Ltd. (KMFL) received a banking license from the Reserve Bank of India

(RBI). Thus Kotak Mahindra Bank Limited (KMBL), India's first Non-banking Finance Company (NBFC) to become a bank, was born. Since inception, we have progressed with experience, expertise and with a firm customer-centric approach. We are catering to evolving customer expectations through technology-driven products and solutions spanning consumer banking, commercial banking, corporate banking, wealth management, retail and institutional equities, asset management, life insurance and investment banking.

**We serve varied financial needs of individuals and the corporate sector, nationally and internationally, and are further extending our presence.**

## BUSINESS OVERVIEW

### Consumer Banking

(Kotak Mahindra Bank Limited)

- Provides seamless customer experience through a variety of products and services under a single umbrella
- Offers a range of services from savings accounts to a comprehensive suite of investment services, transactional conveniences and loan products
- Caters to diverse needs of the business community by offering comprehensive business solutions, such as current accounts, trade services, cash management services and credit facilities

### Commercial Banking

(Kotak Mahindra Bank Limited)

- Plays a significant role in fulfilling the mission of funding deep into rural and semi-urban regions through an expanding network of branches and associates
- Meets a substantial portion of the priority sector lending requirements including agricultural and tractor financing
- Offers a range of products for purchase and operations of commercial vehicles and construction equipment

## Aspirational enterprise

- Participates in India's growth by partnering some of the best small and medium enterprises (SMEs)

### Corporate Banking

(Kotak Mahindra Bank Limited)

- Caters to diverse needs of major Indian Corporate Bodies, Financial Institutions, Public Sector Undertakings, Multinational Companies, Mid-Market Companies and Realty Business
- Offers a comprehensive portfolio of products and services – working capital financing, medium term finance, trade services, cash management services, export credit, transaction banking, custody services, debt capital markets, forex and treasury services

### Wealth Management

(Kotak Mahindra Bank Limited)

- One of the largest and the most respected wealth management businesses in India providing customised financial solutions to high networth families (covers 40% of India's top 100 families in Forbes India Rich List 2013)

### Car Loan

(Kotak Mahindra Prime Limited)

- Offers finance options in the form of hire purchase, lease and loans for the entire range of passenger cars and multi-utility vehicles
- Provides finance to car dealers for their working capital requirements towards inventory funding and term loans

### Life Insurance

(Kotak Mahindra Old Mutual Life Insurance Limited)

- Combines international strengths and local advantages to offer customers a wide range of innovative products

- Among the early private life insurers to break even, reflecting sterling management practices and customer-centric philosophy
- Demonstrates consistent growth in a challenging and competitive environment. Focused on enhancing the value proposition for customers through a meaningful product suite, combining protection and long-term savings, multimodal outreach and superior services

### Asset Management

(Kotak Mahindra Asset Management Company Limited)

- Offers schemes catering to investors with varying risk-return profiles, across a wide product range in the equity, debt and exchange traded funds (ETF) spaces

### Brokerage

(Kotak Securities Limited)

- Offers investment opportunities in equities, derivatives, distribution of IPOs, Gold ETFs and mutual funds
- Has emerged as India's leading institutional broker

### Investment Banking

(Kotak Mahindra Capital Company Limited)

- Offers integrated solutions encompassing high-quality financial advisory services and financing solutions
- Services Equity and Debt Capital Market issuances, M&A Advisory, Private Equity Advisory and Infrastructure Advisory & Fund Mobilisation.

### Alternate Assets

(Kotak Investment Advisors Limited)

- Building its business successfully across three verticals – Private Equity, Realty Fund and Infrastructure Fund – all led by independent investment teams

### International Business

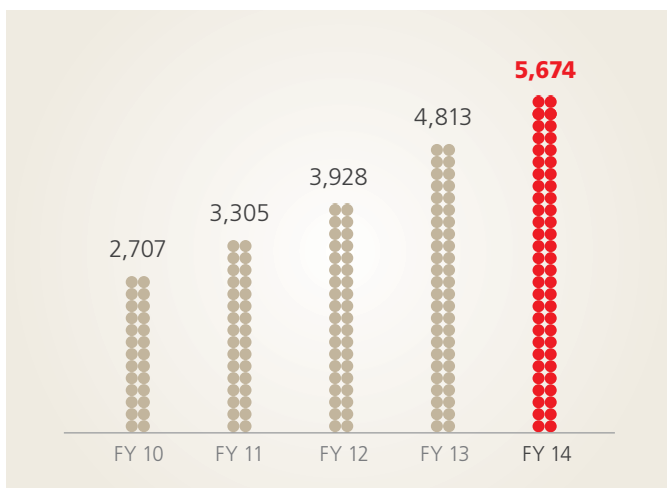
(Kotak Mahindra (UK) Limited, Kotak Mahindra (International) Limited, Kotak Mahindra Inc., Kotak Mahindra Financial Services Limited)

- Operates in overseas markets through international subsidiaries
- Provides investment solutions to international investors seeking investment opportunities in India, with a dedicated fund management team overseas
- Offers one of the widest range of Indian investment products for international investors

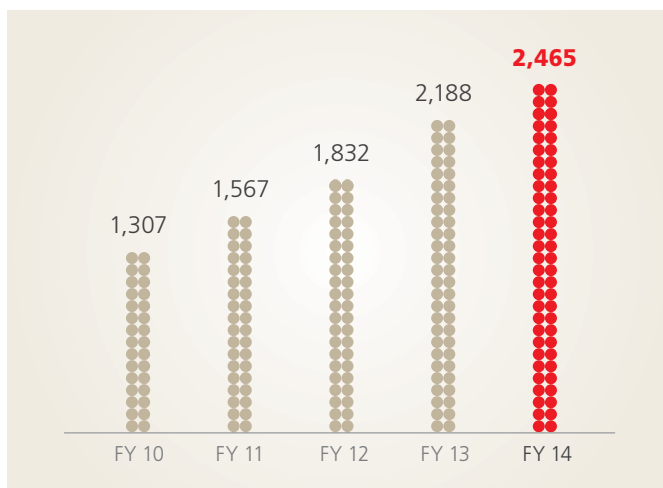


# Financial progress

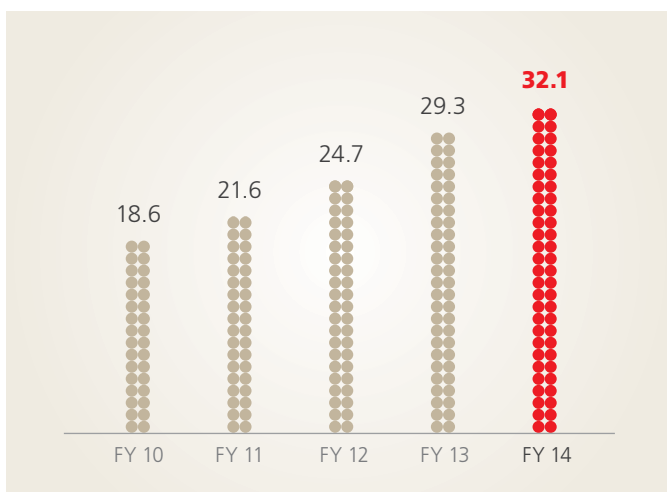
## NET INTEREST INCOME (₹ CR)



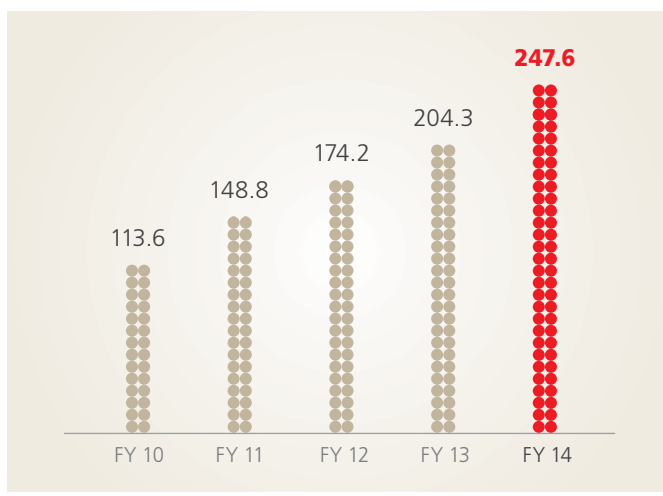
## NET PROFIT (₹ CR)



## EARNINGS PER SHARE (₹)



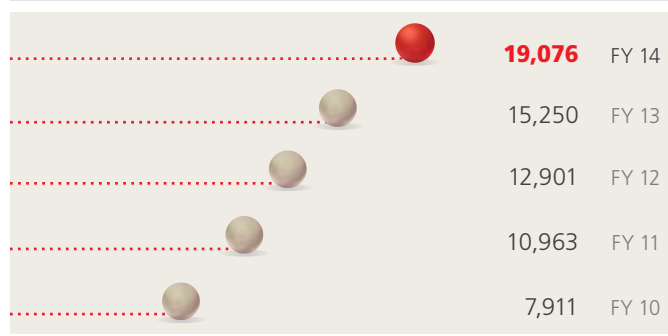
## BOOK VALUE PER SHARE (₹)



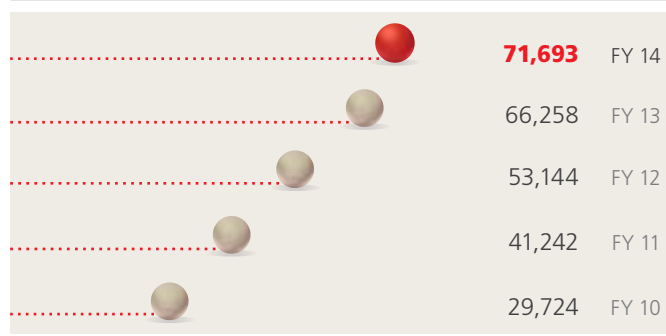
All figures are consolidated.

## Financial progress

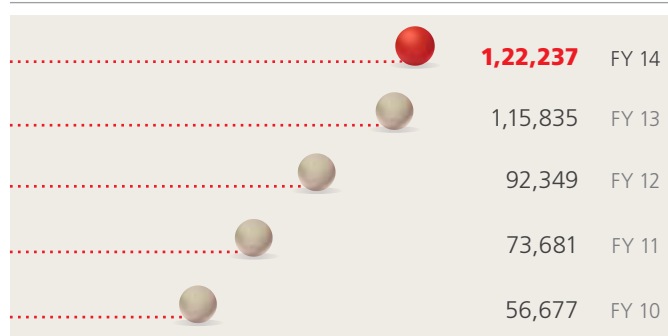
## NETWORTH (₹ CR)



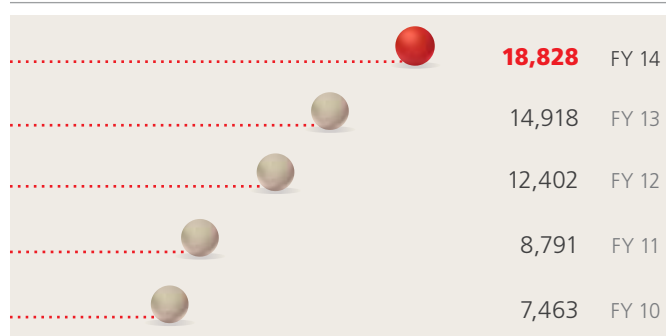
## ADVANCES (₹ CR)



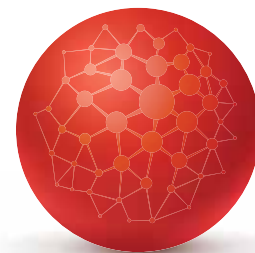
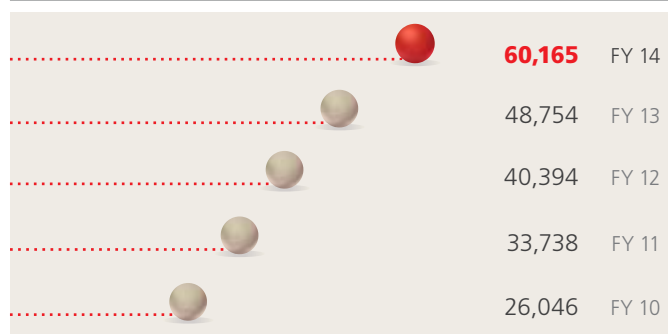
## TOTAL ASSETS (₹ CR)



## CURRENT ACCOUNT AND SAVINGS ACCOUNT (₹ CR)



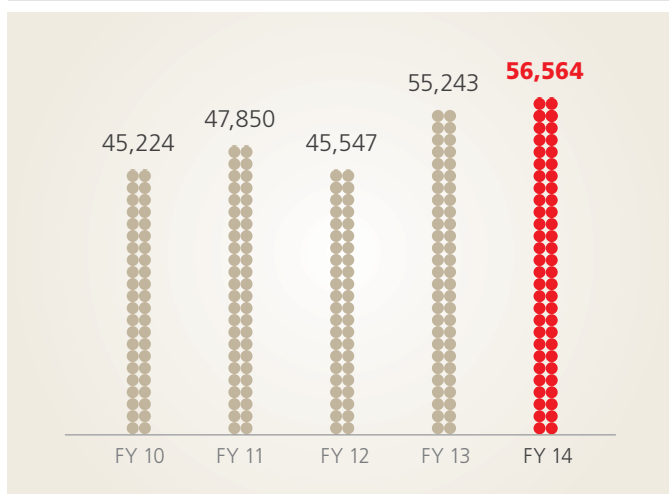
## MARKET CAPITALISATION (₹ CR)



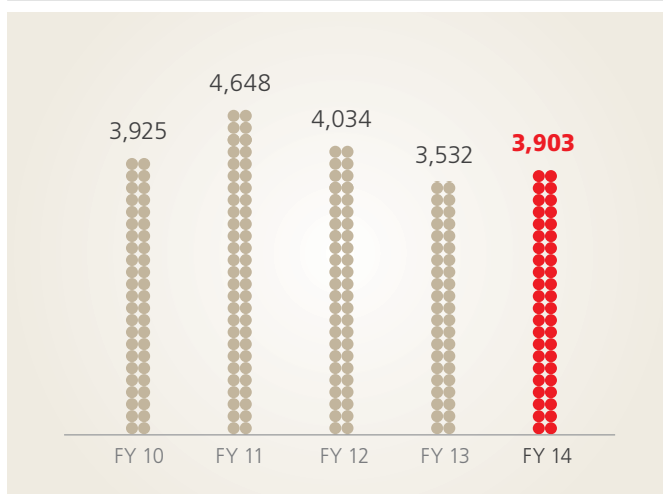
All figures are consolidated except CASA, which is bank standalone.

# Financial progress

**TOTAL ASSETS UNDER MANAGEMENT (₹ CR)**



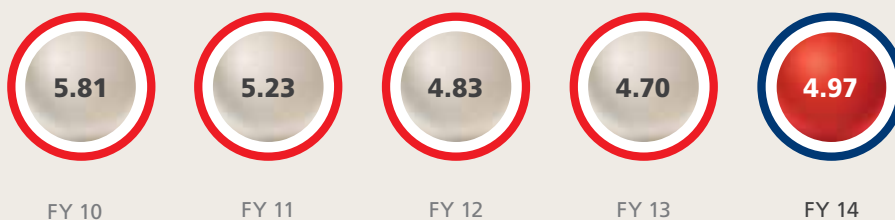
**KOTAK SECURITIES AVERAGE DAILY VOLUME (₹ CR)**



**RETURN ON ASSETS (%)**



**NET INTEREST MARGIN (%)**



All figures are consolidated.



# Operational highlights

## CONSUMER BANKING

- RBI Dy. Governor Dr. K. C. Chakrabarty inaugurated the Bank's landmark 500th branch and 1,000th ATM, and launched Kotak Samridhi - Financial Inclusion programme for milk producing farmers in Kolkata
- Launched Jifi, a first-of-its-kind fully integrated social bank account for contemporary tech-savvy consumers
- Launched Kotak Junior – savings account for minors
- Launched all-women batch of Kotak Probationary Officer Course, in association with Manipal University

## COMMERCIAL BANKING

- Expanded agri business presence in 100 locations, catering to 300 districts across 17 states, and introduced 4 Specialised Agriculture Financing branches at Agricultural Produce Market Committee (APMC) markets
- Agri business exclusively handled their first Inter-bank Participation Certificate (IBPC) transaction of priority sector qualifying SME loans amounting to ₹ 99.7 crore from Citibank, and the first exclusively managed inward remittance from an International Equity fund for a stake buy of ₹ 92 crore in their MFI client
- Completed 10 years in tractor financing business
- Emerging Corporate Group expanded to new locations to partner with SMEs, and launched knowledge forums and engagement initiatives with promoters of SMEs

## LIFE INSURANCE

- Launched 29 new products and 16 riders to comply with new regulatory guidelines
- Implemented Fund Benchmarking System, to help customers manage their funds better and introduced a Retention Business Illustrator
- Initiated a phase-wise roll out of a pre-conversion verification calling system to ensure customer need alignment to product promise
- Shifting from paper-based communication to electronic mode, to reduce carbon footprint and to ensure efficient customer communication
- Launched web and mobile compatible Business Management system for Life Advisors and developed a new e-insurance portal

## ALTERNATE ASSETS

- Kotak Realty Fund closed its second international real estate fund, raising commitments of US\$ 400 million. With this, the aggregate capital commitments of the Realty Fund crossed the US\$ 1.2 billion mark

## BROKERAGE

- Inked alliance with Federal Bank for offering broking services to their NRI customers
- Launched ready-to-trade Trinity Insta Kit (My KIT) in association with Kotak Mahindra Bank, offering customers multiple conveniences (trading account, demat account and pre-opened bank account)

## INVESTMENT BANKING

- Completed a diverse set of transactions across the Equity Product spectrum, resulting in a 42.5% market share of the ₹ 35,841 crore raised across all deals in the Equity Capital Market in India in FY 2013-14
- Advised on a wide array of 17 M&A transactions across a range of products and sectors for a total value of US\$ 2.7 billion
- Demonstrated leadership in the India-Japan corridor by announcing three transactions this year in this corridor
- In Private Equity-led transactions including syndication, successfully executed four transactions across various sectors for a total value of US\$ 300 million

## INTERNATIONAL

- Mobilised over US\$ 418 million through various debt offerings

# Board of Directors



**Dr. Shankar Acharya**  
Chairman



**Uday Kotak**  
Executive Vice Chairman  
& Managing Director



**C. Jayaram**  
Joint Managing Director



**Dipak Gupta**  
Joint Managing Director



**Asim Ghosh**  
Director



**Amit Desai**  
Director



**Prakash Apte**  
Director



**N.P. Sarda**  
Director



**Prof. S. Mahendra Dev**  
Director