Transforming for scale

Investor Presentation

Q2FY27

Presentation on financial results for the Period ended 30th September, 2026

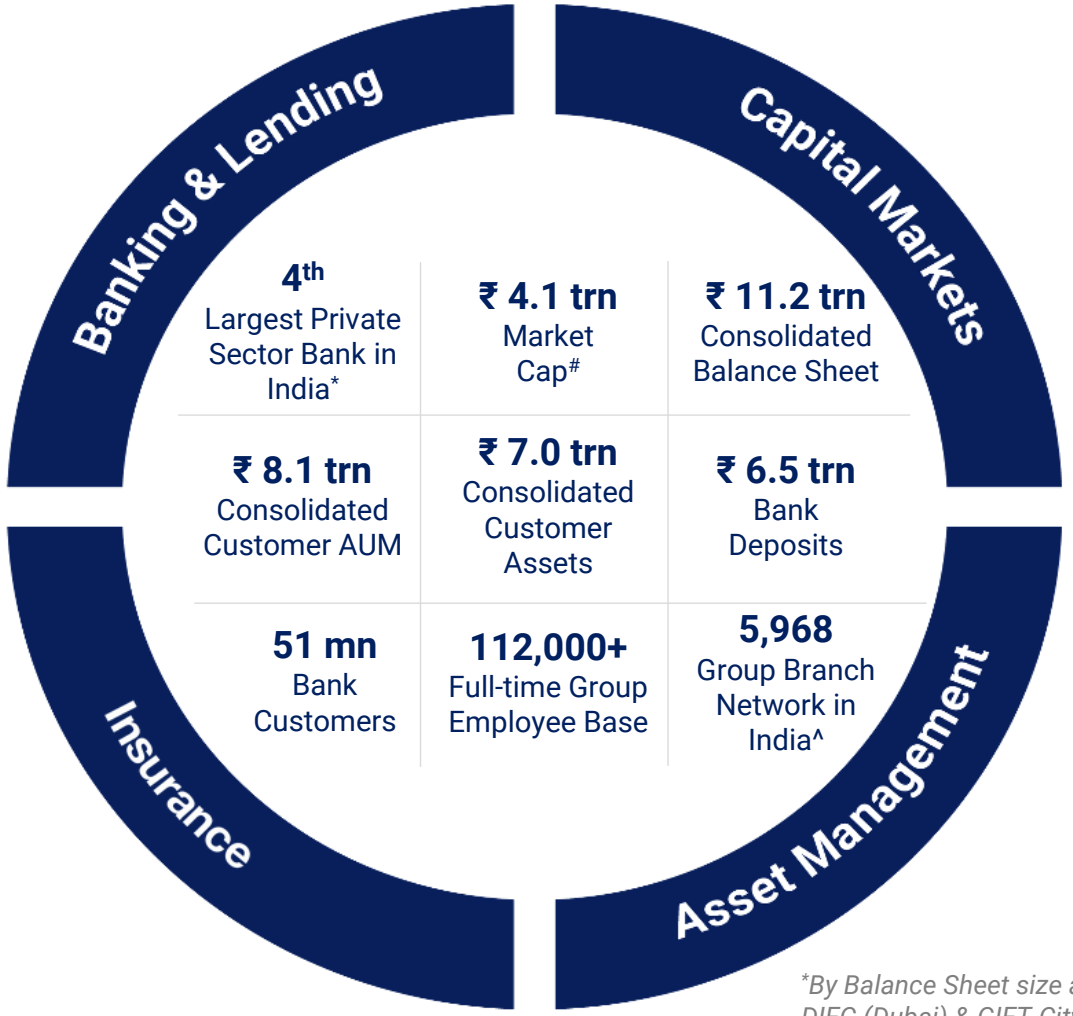
24th October, 2026



Building on the Power of a Diversified and Integrated Financial Services Conglomerate

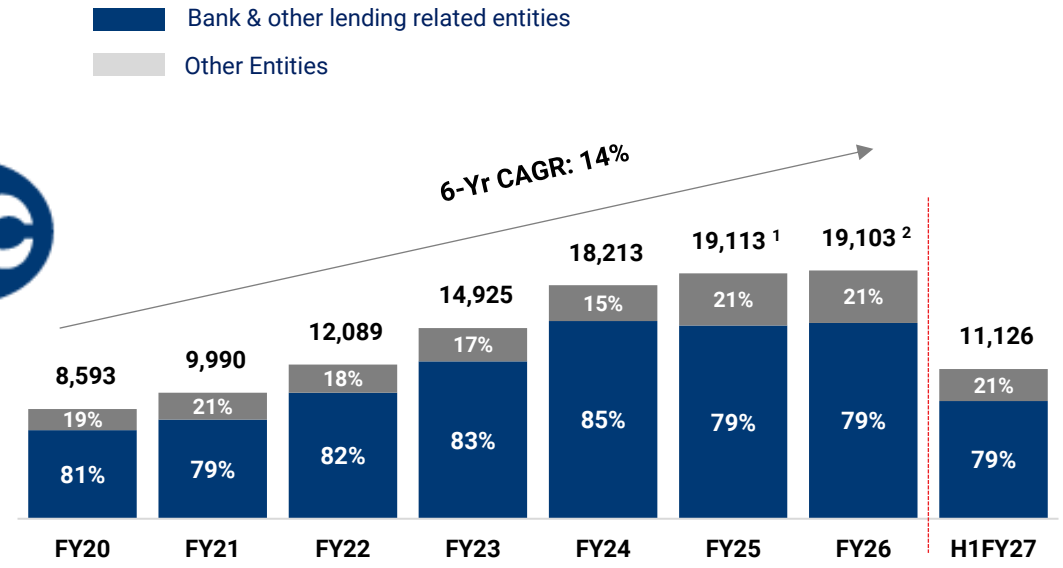
Our four engines serve customer needs across the financial spectrum

All subsidiaries are 100% beneficially owned by Bank



Retains profitability within the group by capturing shifting financial trends through cycles

Consolidated PAT contribution



Consolidated BVPS: 6-Yr CAGR - 17%

[1]Excludes gain on divestment of stake in ZKGI | [2]Excludes gain on divestment of stake in Infina

**By Balance Sheet size as at 30th September, 2026 | #as on 30th September, 2026 | ^In addition, Bank branches are present in DIFC (Dubai) & GIFT City (Gujarat) and Kotak Securities network includes branches and franchises*

Consolidated Highlights

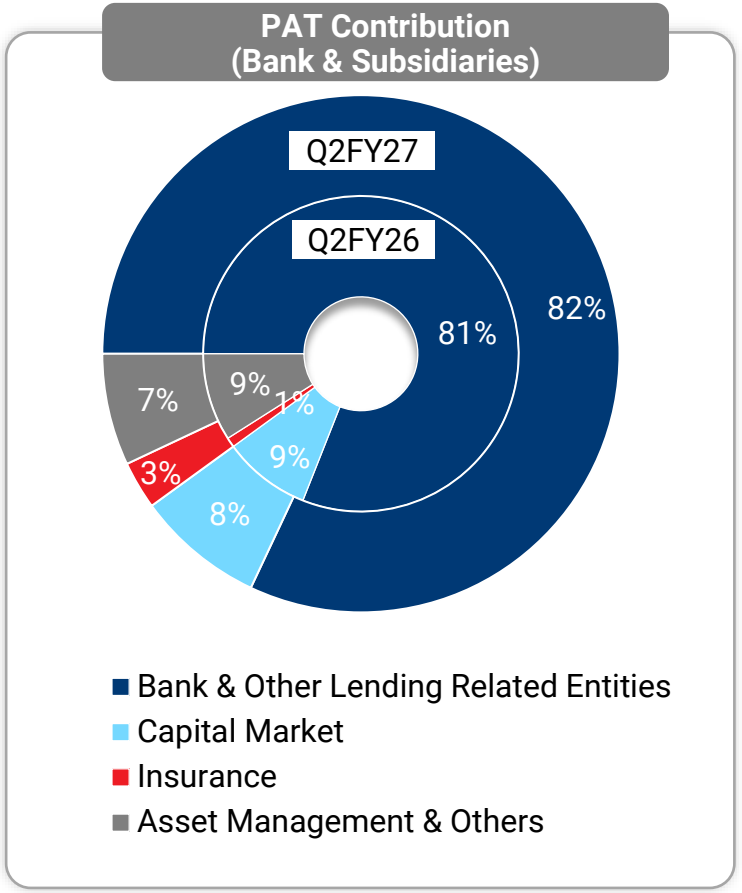
	PAT	ROA	ROE
Q2FY27	₹ 5,645 cr 26%	2.10%	11.70%
Q2FY26	₹ 4,468 cr	1.97%	10.65%

As at	Customer AUM	Customer Assets*	CAR#	CET-I#	Book Value / Share^
Sep'26	₹ 814,118 cr 8%	₹ 699,250 cr 21%	22.4%	22.1%	₹ 196 16%
Sep'25	₹ 756,964 cr	₹ 576,339 cr	22.8%	21.8%	₹ 169

*Customer Assets comprise Advances (gross of IBPC & BRDS) and Credit Substitutes | #CAR and CET-I as per Basel III, including unaudited profits | ^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. 14th January, 2026

Kotak Group PAT – Q2FY27

₹ cr	Q2FY27	Q2FY26	Q1FY27	YoY	QoQ
Kotak Mahindra Bank	4,212	3,253	4,123	29%	2%
Kotak Mahindra Prime	251	246	354	2%	(29%)
Kotak Mahindra Investments	135	120	113	12%	19%
Kotak Infrastructure Debt Fund	15	16	14	(6%)	6%
BSS Sonata Microcredit*	36	(22)	27	-	37%
Bank & Other Lending Related Entities	**4,649**	**3,613**	**4,631**	**29%**	**-**
Kotak Securities	348	345	533	1%	(35%)
Kotak Mahindra Capital	80	60	89	34%	(10%)
Capital Market	**428**	**405**	**622**	**6%**	**(31%)**
Kotak Mahindra Life Insurance	198	49	336	302%	(41%)
Insurance	**198**	**49**	**336**	**302%**	**(41%)**
Kotak AMC and TC	287	258	399	11%	(28%)
Kotak Alternate Asset Managers	87	104	126	(16%)	(31%)
International Subs	11	48	29	(77%)	(61%)
Asset Management	**385**	**410**	**554**	**(6%)**	**(30%)**
Others	2	1	2	-	-
Bank & Subsidiaries	**5,662**	**4,478**	**6,145**	**26%**	**(8%)**
Associates	11	22#	(7)	(49%)	271%
Inter co. Adjustments	(28)	(32)	(658)	-	-
Consolidated PAT	**5,645**	**4,468**	**5,480**	**26%**	**3%**

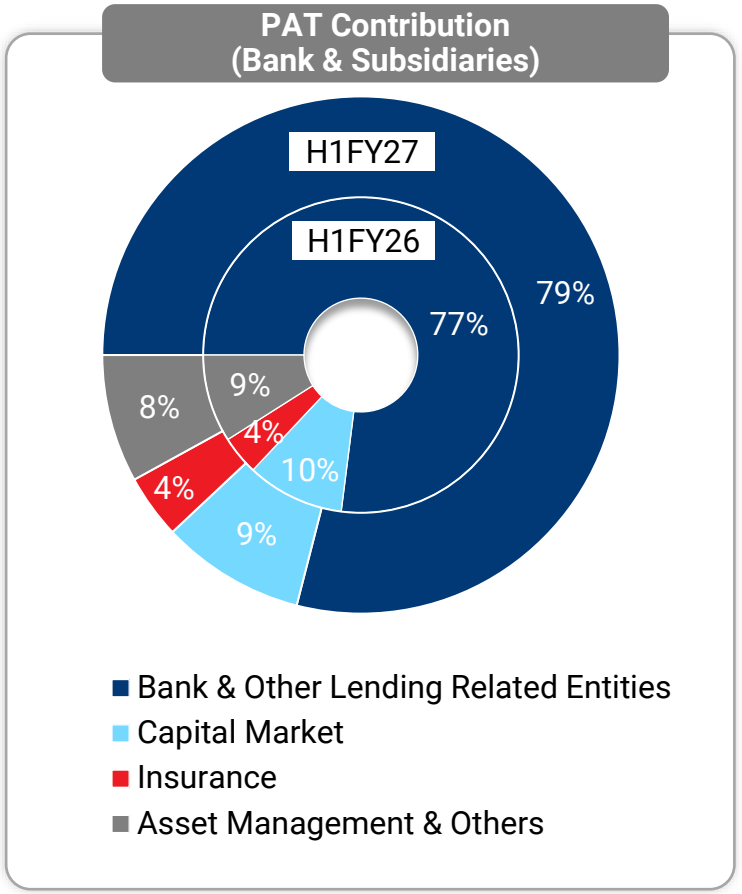


*Formerly known as BSS Microfinance Limited

#Includes share of profit from Infina Finance Private Limited ("Infina"), which ceased to be an associate w.e.f. 24th March, 2026

Kotak Group PAT – H1FY27

₹ cr	H1FY27	H1FY26	YoY	FY26
Kotak Mahindra Bank	8,335	6,535	28%	14,008
Kotak Mahindra Prime	605	518	17%	1,008
Kotak Mahindra Investments	248	227	9%	428
Kotak Infrastructure Debt Fund	29	30	(4%)	60
BSS Sonata Microcredit*	63	(38)	-	(73)
Bank & Other Lending Related Entities	**9,280**	**7,272**	**28%**	**15,431**
Kotak Securities	881	811	9%	1,642
Kotak Mahindra Capital	169	149	14%	350
Capital Market	**1,050**	**960**	**9%**	**1,992**
Kotak Mahindra Life Insurance	534	376	42%	628
Insurance	**534**	**376**	**42%**	**628**
Kotak AMC and TC	687	583	18%	1,082
Kotak Alternate Asset Managers	213	163	31%	292
International Subs	39	90	(56%)	155
Asset Management	**939**	**836**	**12%**	**1,529**
Others	4	2	-	7
Bank & Subsidiaries	**11,807**	**9,446**	**25%**	**19,587**
Associates	5	65#	(93%)	107
Inter co. Adjustments	(686)	(571)	-	(591)
Consolidated PAT	**11,126**	**8,940**	**24%**	**19,103**
PAT on Infina divestment^	-	-	-	185
Total Consolidated PAT	**11,126**	**8,940**	**24%**	**19,288**



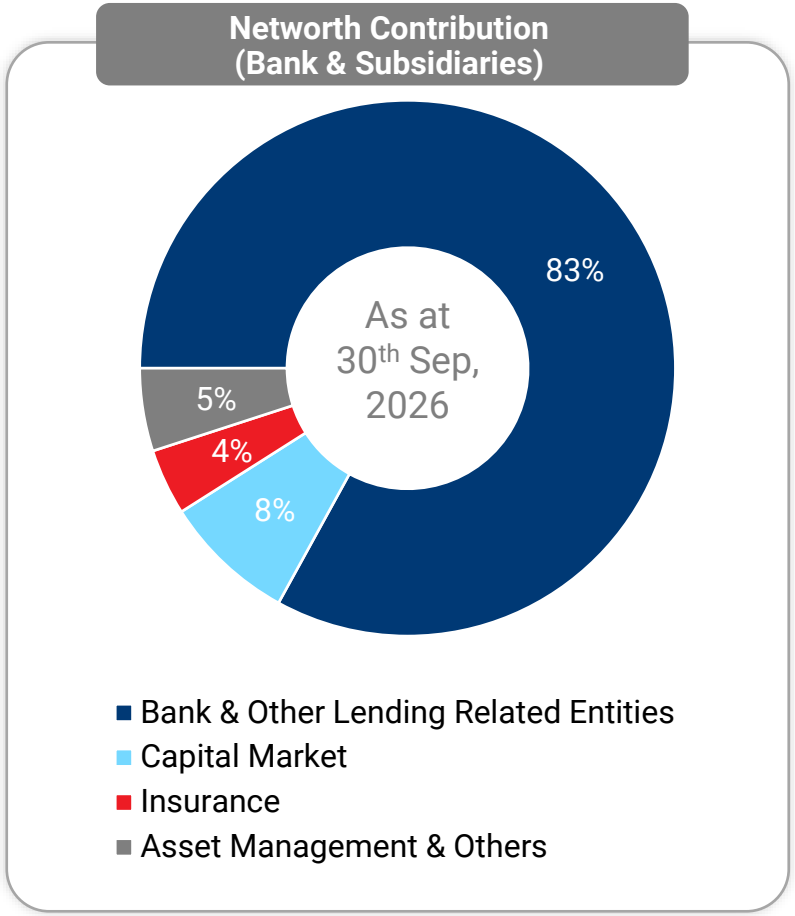
*Formerly known as BSS Microfinance Limited

#Includes share of profit from Infina, which ceased to be an associate w.e.f. 24th March, 2026

^Gain on sale of stake in Infina by Kotak Mahindra Capital ("KMCC") in FY26, post stake sale Infina ceased to be an associate w.e.f. 24th March, 2026

Kotak Group Networth & ROE

₹ cr	PAT Q2FY27	Networth Sep'26	ROE	CET I
Kotak Mahindra Bank	4,212	145,984		21.4%
Kotak Mahindra Prime	251	11,745		22.8%
Kotak Mahindra Investments	135	4,483		51.0%
Kotak Infrastructure Debt Fund	15	662		40.2%
BSS Sonata Microcredit*	36	1,328		
Bank & Other Lending Related Entities	**4,649**	**164,202**	**11.4%**	
Kotak Securities	348	12,418		
Kotak Mahindra Capital	80	3,778		
Capital Market	**428**	**16,196**	**10.6%**	
Kotak Mahindra Life Insurance	198	6,999		
Insurance	**198**	**6,999**	**11.4%**	
Kotak AMC and TC	287	5,200		
Kotak Alternate Asset Managers	87	1,696		
International Subs	11	2,743		
Asset Management	**385**	**9,639**	**16.2%**	
Others	2	118	5.3%	
Bank & Subsidiaries	**5,662**	**197,154**		
Associates	11	455		
Inter co. Adjustments	(28)	(2,903)		
Total	**5,645**	**194,706**	**11.7%**	



Networth represents Capital & Reserves and Surplus

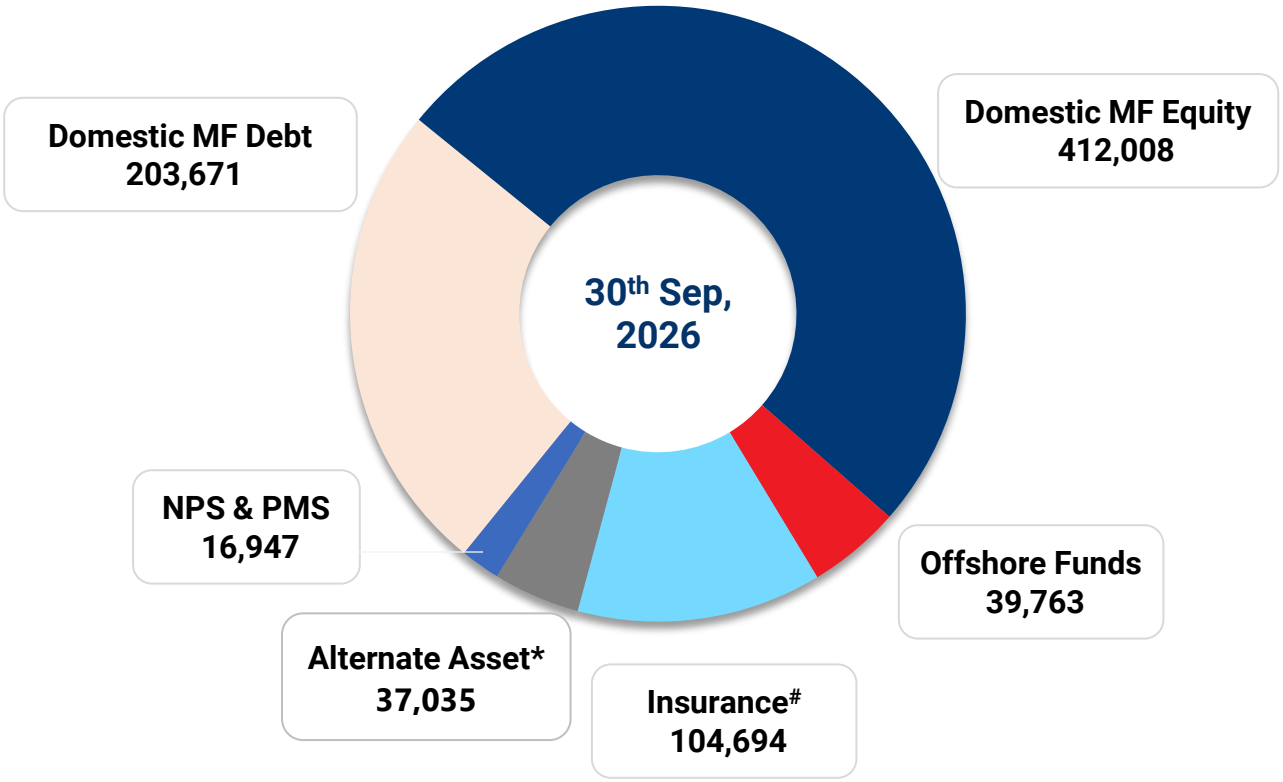
*Formerly known as BSS Microfinance Limited

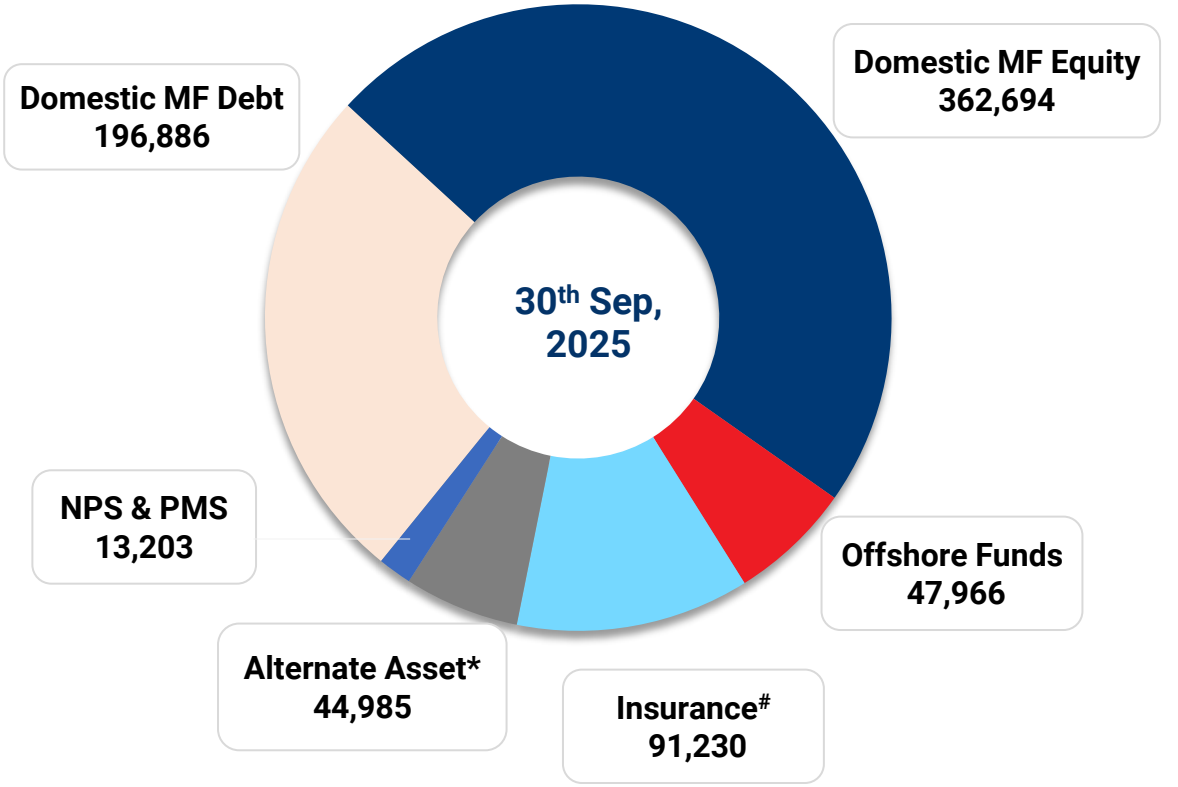
Kotak Group - Customer Assets Under Management

Total: ₹ 814,118 cr

8%

Total: ₹ 756,964 cr





*Include undrawn commitments, wherever applicable | #Policyholder's AUM

Bank Highlights

	PAT	NIM	ROA	Cost / Income	Credit Cost*
Q2FY27	₹ 4,212 cr 29%	4.31%	1.92%	45.2%	0.35%
Q2FY26	₹ 3,253 cr	4.54%	1.88%	46.8%	0.79%

	Customer Assets#	Deposits	Net NPA	CASA Ratio	CAR^	CET-I ^
As at Sep'26	₹ 626,801 cr 23%	₹ 651,491 cr 23%	0.24%	38.2%	21.9%	21.4%
Sep'25	₹ 509,399 cr	₹ 528,776 cr	0.32%	42.3%	22.1%	20.9%

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

Profit and Loss Statement – Q2FY27

₹ cr	Q2FY27	Q2FY26	Q1FY27	YoY	QoQ
Net Interest Income	8,459	7,311	7,928	16%	7%
Other Income	3,194	2,589	3,338	23%	(4%)
Fee and Services	*2,926*	*2,415*	*2,500*	21%	17%
*Trading and MTM income**	*(38)*	*(128)*	*(58)*	*70%*	*34%*
Others	*306*	*302*	*896*	*1%*	*(66%)*
Net Total Income	**11,653**	**9,900**	**11,266**	**18%**	**3%**
Employee Cost	2,152	1,980	2,210	9%	(3%)
Other Operating Expenses	3,119	2,652	2,925	18%	7%
Operating Expenditure	**5,271**	**4,632**	**5,135**	**14%**	**3%**
Operating Profit	**6,382**	**5,268**	**6,131**	**21%**	**4%**
Prov. on Adv/Receivables (net)	789	996	677	(21%)	17%
Prov. on Investments	14	(49)	(9)	-	-
Provision & Contingencies	**803**	**947**	**668**	**(15%)**	**20%**
PBT	**5,579**	**4,321**	**5,463**	**29%**	**2%**
Provision For Tax	1,367	1,068	1,340	28%	2%
PAT	**4,212**	**3,253**	**4,123**	**29%**	**2%**
ROE	**11.65%**	**10.38%**	**11.98%**		

*On fixed income, net of OIS/FRA

Fees & Services

₹ cr	Q2FY27	Q2FY26	Q1FY27
Distribution	475	462	351
General Banking Fees	2,275	1,840	2,027
Others	176	113	122
Total	**2,926**	**2,415**	**2,500**

Notes

- Q2FY27: Fees and Services include processing fees of ~ ₹ 158 cr, on advances against FCNR(B) deposits
- Q2FY27: Other Operating Expenses include fees and other expenditures of ~ ₹ 116 cr, on borrowings mobilized by Bank's international branches
- Prov. on Adv/Receivables (net) includes provision on standard assets Q2FY27: ₹ 274 cr (Q2FY26: ₹ 75 cr, Q1FY27: ₹ 77 cr). Provision on standard assets for Q2FY27 includes ~ ₹ 120 cr on Advances against FCNR(B) and Loans transferred from Kotak Mahindra Investments Limited ("KMIL") during the quarter

Profit and Loss Statement – H1FY27

₹ cr	H1FY27	H1FY26	YoY	FY26
Net Interest Income	16,387	14,570	12%	30,010
Other Income	6,532	5,669	15%	11,623
Fee and Services	*5,426*	*4,664*	16%	9,981
*Trading and MTM income**	*(96)*	*67*	-	*117*
Others	*1,202*	*938*	*28%*	*1,525*
Net Total Income	**22,919**	**20,239**	**13%**	**41,633**
Employee Cost	4,362	4,045	8%	8,351
Other Operating Expenses	6,044	5,362	13%	11,215
Operating Expenditure	**10,406**	**9,407**	**11%**	**19,566**
Operating Profit	**12,513**	**10,832**	**16%**	**22,067**
Prov. on Adv/Receivables (net)	1,466	2,196	(33%)	3,549
Prov. on Investments	5	(41)	-	(68)
Provision & Contingencies	**1,471**	**2,155**	**(32%)**	**3,481**
PBT	**11,042**	**8,677**	**27%**	**18,586**
Provision For Tax	2,707	2,142	26%	4,578
PAT	**8,335**	**6,535**	**28%**	**14,008**
ROE	**11.82%**	**10.69%**		**11.08%**

Fees & Services

₹ cr	H1FY27	H1FY26	FY26
Distribution	826	806	1,979
General Banking Fees	4,303	3,648	7,509
Others	297	210	493
Total	**5,426**	**4,664**	**9,981**

*On fixed income, net of OIS/FRA

Balance Sheet

₹ cr	30-Sep-26	30-Sep-25	30-Jun-26
Capital & Reserves and Surplus	145,984	125,157	140,924
Deposits	651,491	528,776	572,820
of which, CASA	*249,105*	*223,791*	*231,017*
Borrowings	55,223	23,911	25,840
Other Liabilities and Provisions	34,060	29,123	35,489
Total Liabilities	**886,758**	**706,967**	**775,073**
CASA Ratio	**38.2%**	**42.3%**	**40.3%**

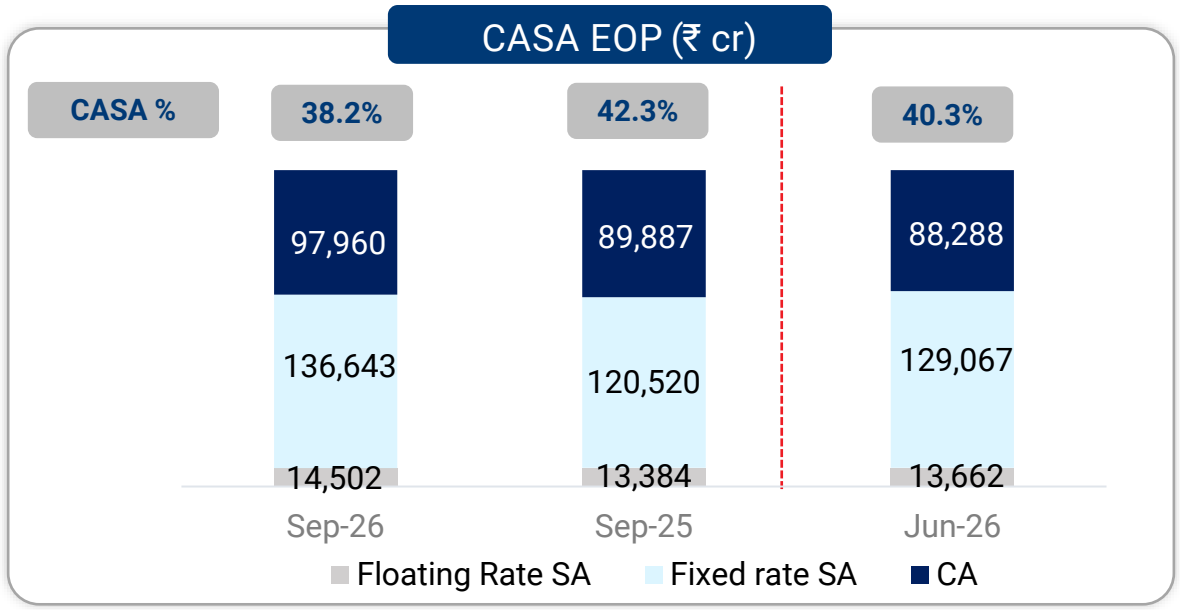
₹ cr	30-Sep-26	30-Sep-25	30-Jun-26
Cash, Bank and Call	80,910	49,792	44,620
Investments	202,035	172,994	191,852
Net Advances	577,295	462,688	512,249
Fixed & Other Assets	26,518	21,493	26,352
Total Assets	**886,758**	**706,967**	**775,073**
CD Ratio	**88.6%**	**87.5%**	**89.4%**

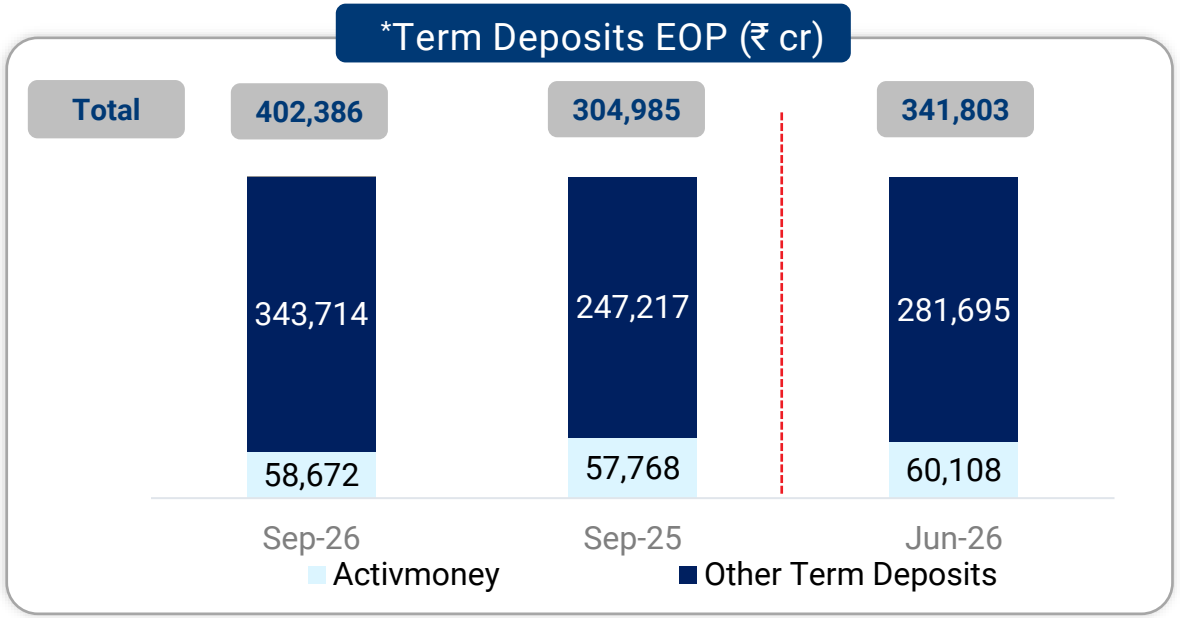
Deposits as of 30th Sep, 2026 include FCNR(B) deposits aggregating to ~ ₹ 55,344 cr, pursuant to RBI's swap facility

Borrowings include ~ ₹ 15,800 cr raised during the quarter in Bank's international branches

Net Advances include loans against FCNR(B) deposits ~ ₹ 16,110 cr by Bank's international branches as of 30th Sep, 2026

Deposits Franchise





Averages	Q2FY27	YoY %	Q2FY26
Total Deposits	606,234	19%	510,138
Current Account	82,026	17%	70,220
Fixed rate Savings Account	129,731	14%	113,894
Floating rate Savings Account	14,711	4%	14,135
Term Deposit	379,765	22%	311,889

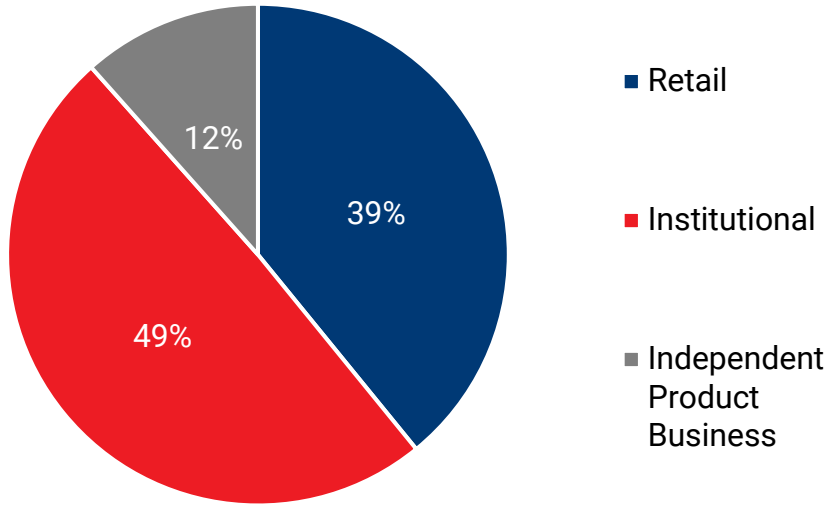
	Q2FY27	Q2FY26
Cost of Funds	4.52%	4.70%
Cost of SA	2.86%	2.89%

*Balance as of 30th September, 2026 includes FCNR(B) deposits aggregating to ~ ₹ 55,344 cr, pursuant to RBI's swap facility.

Customer Assets

₹ cr	30-Sep-26	30-Sep-25	30-Jun-26	YoY	QoQ
Retail Banking	**228,029**	**187,064**	**202,842**	**22%**	**12%**
Home Loans & LAP	157,217	138,176	150,903	14%	4%
PL, BL and Consumer Durables	26,548	24,272	25,589	9%	4%
Credit Cards	13,264	12,444	12,788	7%	4%
Retail Microcredit	6,779	5,725	6,484	18%	5%
Advances against FCNR(B)	16,110	-	-	-	-
Others	8,111	6,447	7,078	26%	15%
Institutional Banking	**287,371**	**229,731**	**259,895**	**25%**	**11%**
Corporate Banking	139,786*	112,134	121,875	25%	15%
SME	138,700	109,349	125,826	27%	10%
Others	8,885	8,248	12,194	8%	(27%)
Independent Product Business	**67,455**	**62,114**	**64,873**	**9%**	**4%**
CV / CE	47,038	43,675	45,081	8%	4%
Tractor Finance	20,417	18,439	19,792	11%	3%
Advances (A)	**582,855**	**478,909**	**527,610**	**22%**	**10%**
Credit Substitutes (B)	43,946	30,490	43,291	44%	2%
Customer Assets (A + B)	**626,801**	**509,399**	**570,901**	**23%**	**10%**
IBPC & BRDS (C)	5,560	16,221	15,361	(66%)	(64%)
Net Advances (A - C)	**577,295**	**462,688**	**512,249**	**25%**	**13%**

Advance Mix – 30th September, 2026



Unsecured retail advances (incl. Retail Microcredit) increase during Q2FY27 by ₹ 1,730 cr (Q1FY27: ₹ 707 cr)

As a % of Net Advances:

30th September, 2026: 8.1%
30th June, 2026: 8.8%
30th September, 2025: 9.2%

*Includes loan portfolio aggregating to ₹ 8,915 cr as at 30th September 2026, transferred from KMIL during the quarter through direct assignment in compliance with RBI directions

Asset Quality

₹ cr	Q2FY27	Q2FY26	Q1FY27
Opening GNPA	6,122	6,638	6,018
Fresh Slippages	1,230	1,629	1,321
Upgradations & Recoveries	642	688	565
Write-offs	629	1,099	652
Closing GNPA	6,081	6,480	6,122
Credit cost (annualised) (%)*	0.35%	0.79%	0.46%

₹ cr	30-Sep-26	30-Sep-25	30-Jun-26
GNPA (%)	1.04%	1.39%	1.18%
NNPA (%)	0.24%	0.32%	0.27%
PCR (%)	78%	77%	78%
GNPA	6,081	6,480	6,122
NNPA	1,367	1,491	1,358
Total provisions (incl. specific)	7,564	7,396	7,340

- SMA-2# as on 30th September, 2026: ₹ 468 cr (as on 30th June, 2026: ₹ 249 cr)
- Fresh slippages of Q2FY27 upgraded within the same quarter: ₹ 136 cr (Q1FY27: ₹ 165 cr)

*Credit cost on specific provisions | #Fund based outstanding for borrowers with exposure > ₹ 5 Cr

Bank's Financial Health Indicators

Particulars		Q2FY27	Q2FY26	Q1FY27
Profitability	NIM	4.31%	4.54%	4.53%
	Cost of Funds	4.52%	4.70%	4.46%
	Return on Equity	11.65%	10.38%	11.98%
	Return on Assets	1.92%	1.88%	2.14%
Efficiency	Cost to Income	45.2%	46.8%	45.6%
	Cost to Assets	2.40%	2.67%	2.66%
Balance Sheet Stability	CD Ratio	88.6%	87.5%	89.4%
	CASA Ratio	38.2%	42.3%	40.3%
	CET-I	21.4%	20.9%	22.4%
	Consolidated BVPS (₹)	196	169	189
Asset Quality	NNPA	0.24%	0.32%	0.27%
	Credit Cost*	0.35%	0.79%	0.46%
	Slippages Ratio	0.85%	1.41%	1.03%
	PCR	78%	77%	78%

Credit cost on specific provisions

Key Subsidiaries

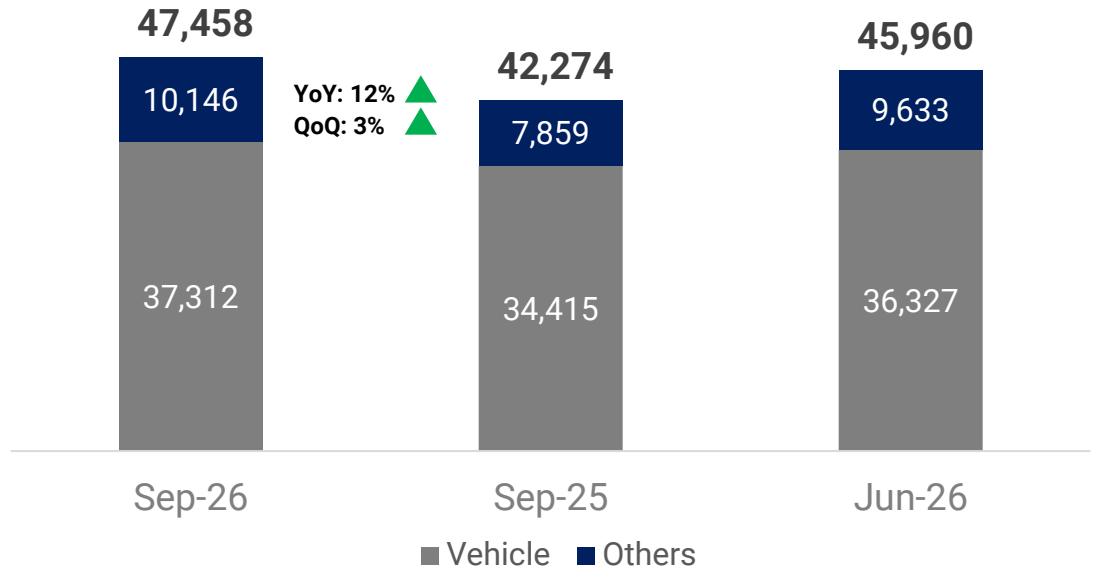


Kotak Mahindra Prime

₹ cr	Q2FY27	Q2FY26	Q1FY27	FY26
NII	621	575	615	2,348
Other Income	125	148	257	569
-Of which MTM on OIS	*(50)*	*(2)*	*67*	*(63)*
NII and Other Income	**746**	**723**	**872**	**2,917**
Profit Before Tax	335	328	473	1,342
Profit After Tax	**251**	**246**	**354**	**1,008**
NNPA (%)	1.0	1.2	1.0	1.0
CAR (%)	23.3*	23.3*	23.5*	23.3
ROA (%)	**1.9**	**2.1**	**2.8**	**2.1**

**including unaudited profits*

Customer Assets^ (₹ cr)



^comprises loans and credit substitutes

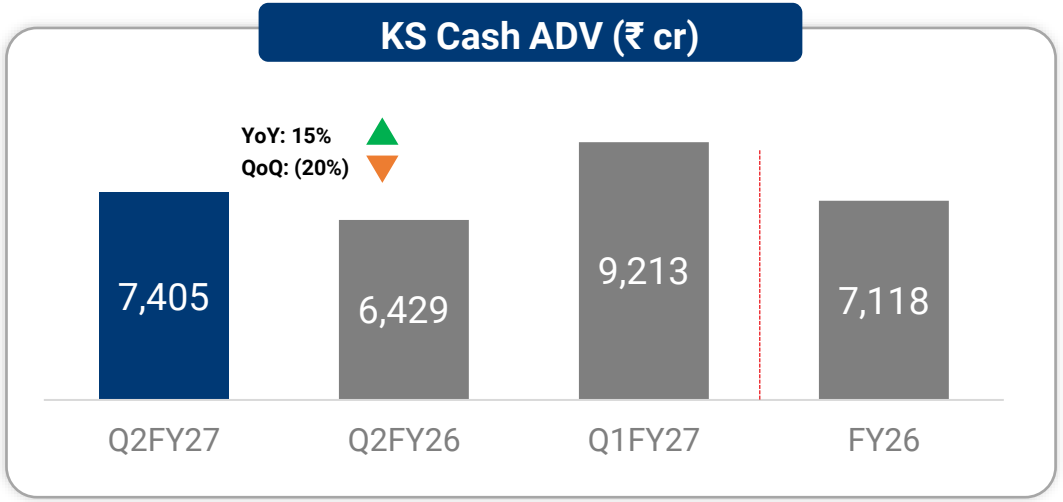
Other Highlight

Kotak Mahindra Prime has reached a significant milestone, completing 30 years of its operations in October, 2026

Kotak Securities

₹ cr	Q2FY27	Q2FY26	Q1FY27	FY26
Total Income	1,591	1,299	1,809	5,705
-Of which Investment Income	*(37)*	*(0.1)*	*173*	*237*
Profit After Tax	**348**	**345**	**533**	**1,642**
Cash Market Share* (%)	9.4	9.6	10.4	9.9
Derivative Market Share* (%)	15.7	15.1	15.9	15.0
Overall Market Share* (%)	13.2	13.1	13.8	13.2

**excluding Proprietary segment*



Market share in Margin Trading Funding (MTF): ~14% as at 30th September, 2026

Other Highlights

Kotak Neo (Retail Broking)

- **DIY orders** (self-traded) accounted **for 97% of total orders** in Q2FY27
- Enabled customers to import **externally held Mutual Fund portfolios via MF Central**, with nearly 50% leveraging portfolio analytics.
- **Enhanced Kotak Neo API capabilities** with an upgraded Python SDK, 10 years of historical data & options chain APIs

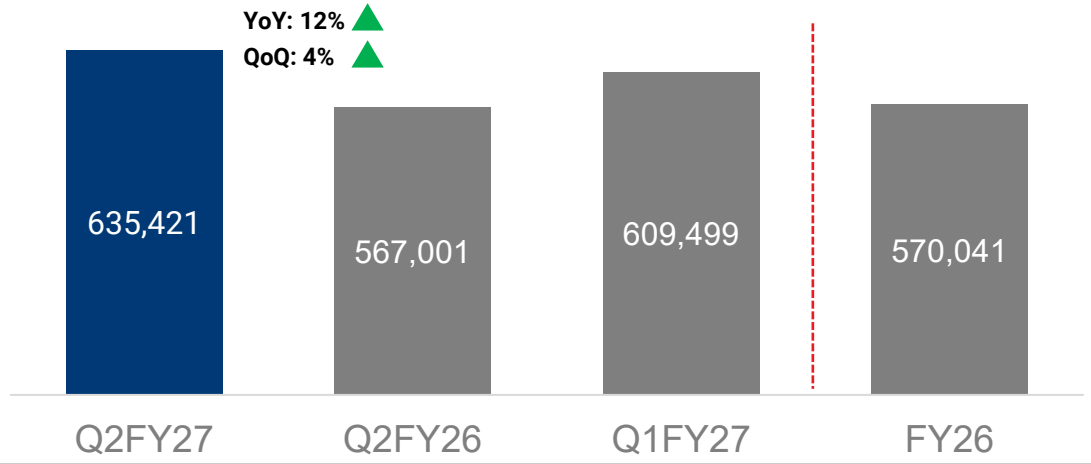
Institutional Broking

- A leading institutional broker for most of the biggest global & domestic institutional investors; works in collaboration with the Investment Bank - Kotak Mahindra Capital and the Corporate Bank – Kotak Mahindra Bank
- In Q2FY27, executed **13 ECM bulk/block deals & 1 OFS**, amounting to USD 1.6 bn

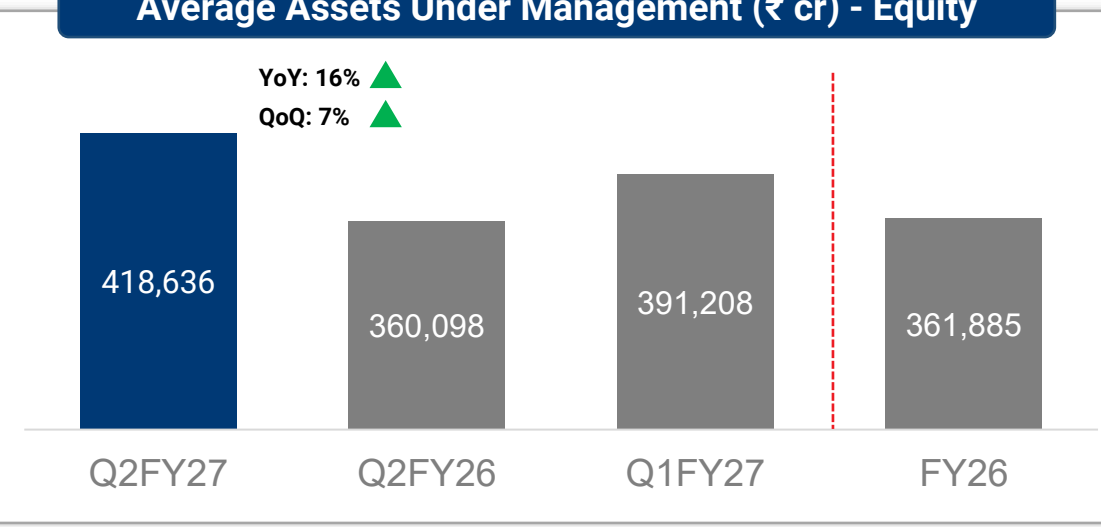
Kotak Mahindra AMC & Trustee Co.

#5th Largest Fund House in the Country

Average Assets Under Management (₹ cr) - Overall



Average Assets Under Management (₹ cr) - Equity



₹ cr	Q2FY27	Q2FY26	Q1FY27	FY26
Profit After Tax	**287**	**258**	**399**	**1,082**
*- Of which Investment Income**	*29*	*29*	*152*	*167*

**Net of taxes*

Key Highlights

- Proportion of Individual MAAUM: 58%
- Monthly SIP Inflows for Sep'26: ₹ 2,110 cr, up 11% YoY
- Equity(Ex ETF & Arb) AAUM Market share: 6.52% in Q2FY27

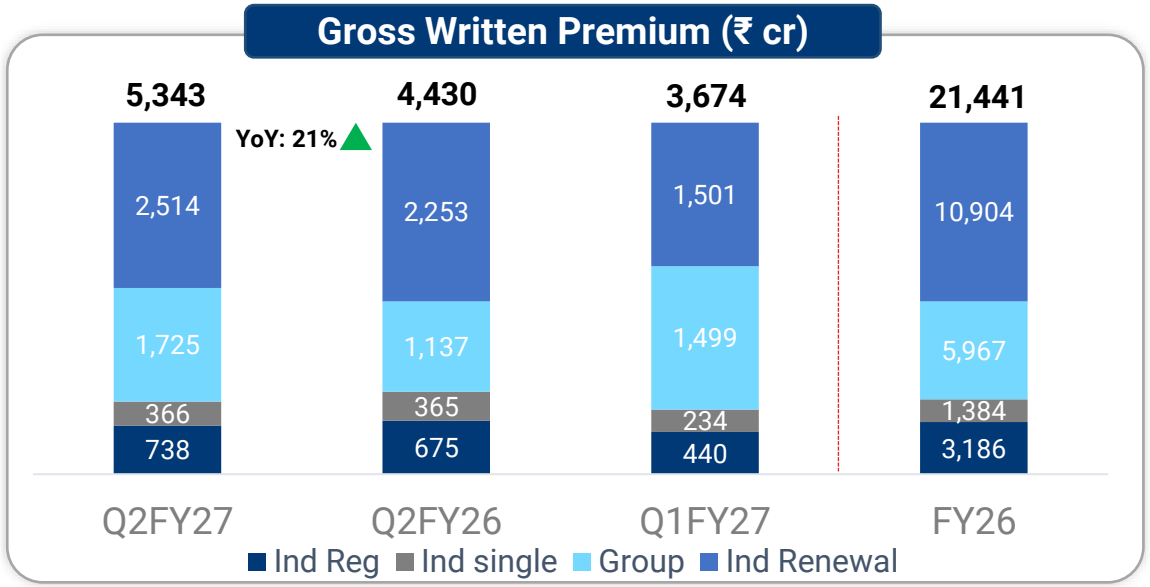
Other Highlights

- **Kotak Equity MAAUM Distribution Mix (ex ETF & Arb) Sep'26:** MFDs: 38%, National Distributors: 24%, Direct: 25%, Banks (ex- Kotak): 9%, Kotak Bank: 3% and Others: 1%
- **Leading** the Arbitrage Fund category basis MAAUM^
- Launched and scaled the **Infinity Hybrid Long Short Fund (SIF)** to ₹ 3,152 crore AUM

#Source: AMFI QAAUM as of 30th September, 2026 | ^Source: AMFI MAAUM as of 30th September, 2026

Kotak Mahindra Life Insurance

₹ cr	Q2FY27	Q2FY26	Q1FY27	FY26
Capital & Reserves and Surplus	6,999	6,486	6,801	6,738
Total Premium	5,343	4,430	3,674	21,441
PAT(Shareholders')	**198**	**49**	**336**	**628**
Solvency Ratio (x)	2.14	2.33	2.20	2.21



Ind APE	774	712	463	3,324

Gross written premium Q2FY27 has grown by 20.6% YoY

Individual NB premium for Q2FY27 has grown by 6.2% YoY

Overall Group Premium for Q2FY27 has a growth of 51.7%

Q2FY27 Share of Traditional Product Mix at 70.8 % of regular premium

Overall protection business for Q2FY27 has grown by 28.8% YoY

Retail sum assured recorded 22.8% growth in Q2FY27

AUM as on 30th Sep, 2026 ₹ 111,551 cr, growth 14.2% YoY.

Other Highlights

- Launched **Kotak Protect Advantage**, for mass and mass-affluent digital customers
- Introduced unified **Lead Management Platform** for 1.2 lakh+ distributors - One Super Platform for Distributors.

The Strategic Pillars



Kotak Mahindra Bank - Strategic Pillars

Pillar 1



Focus Customer Segment Propositions

Identified four focus customer segments:

- HNI : Private Banking + Solitaire
- Core India : Kotak811
- SME
- Institutional

Strengthens wallet share, improves customer retention, accelerates cross-engine monetisation and supports scalable and profitable growth

Pillar 2



Independent Product businesses within the Bank

Built over time with dedicated distribution models and distinct economics, enabling consistent risk-adjusted returns across asset classes:

- Tractor Finance
- Commercial Vehicles / Construction Equipment

Delivers resilient, secured growth, supported by differentiated value pools and strong market positions in their respective segments, and enables diversification and PSL accretion

Pillar 3



Technology, Digital & AI

Operating backbone of the franchise:

- Resilient and Scalable Digital Infrastructure
- Leveraging Data and Analytics
- Leveraging AI

Enables enhanced customer experience, greater operational efficiency, improved productivity and scalable growth

Pillar 1 : Focus Customer Segments (Individual Customers)

served through curated propositions

HNI : Private Banking + Solitaire

Proposition:

Group-wide holistic suite of offerings across full range of banking & insurance services, investment products & advisory, family office & multigenerational wealth preservation solutions and trading & research platform access. Kotak private manages wealth for >65%* of India's top 100 families.

Value to Kotak Group:

Driving **profitable growth** with:

- High-value customers anchored in multi-generational relationships
- Deeper customer engagement through multi- products across group
- Fee revenues & low capital intensity

90.8K (78.2K) Families with Relationship Value^ of **₹ 13.6 lakh cr** (₹ 12.7 lakh cr) [across Bank & Group]

Core India : Kotak811

Proposition:

Serving Core India through fully digital, end-to-end journeys for customer onboarding and servicing with offerings across payments & sachet-sized products. Customer engagement is driven by in-app UPI, BillPay and rewards, along with differentiated offerings like the Metal Debit Card & Super.

Value to Kotak Group:

Driving **scalable growth** with:

- Lower acquisition and servicing costs
- Stable granular deposits base
- Lifecycle-driven monetization through deepening of customer relationships

- Monthly customer acquisition run rate# of **321K** (298K)
- Kotak811 SA is **13.3%** (12.7%) of Bank's total SA
  - Growing at **34%** YoY & **11%** QoQ

*Please note that the various products or services mentioned above are offered by Kotak Mahindra Bank and its group entities | Numbers in brackets pertain to June 2026 | *Derived from Forbes India Rich List 2025 | ^Relationship Value equals Private Banking + Solitaire ; Relationship Value = Advances + Deposits + Demat + Investments; Solitaire Programme was launched in May'25 | #Rolling 12 months average acquisitions numbers of new Full KYC Funded Savings Accounts*

Pillar 1 : Focus Customer Segments (Non-Individual Customers)

served through curated propositions

SME

Proposition:

Relationship-led banking proposition for delivering end-to-end solutions across working capital, term loans, supply chain financing, trade finance, cash management and foreign exchange while building next-generation enterprises through knowledge and capabilities enabled by the IIT partnership.

Value to Kotak Group:

Driving **scalable growth** through:

- Primary banking relationships anchored across enterprise and personal banking
- Transaction-led flows and fee-based revenues
- Diversified pan-India granular portfolio

SME Advances at **₹ 1.4 lakh cr**, growing at **27%** YoY & **10%** QOQ and accounting for **24%** of the Bank's advances mix

Institutional

Proposition:

A fully integrated platform delivering balance-sheet, capital market and advisory solutions supported by lending capabilities across working capital, capex funding, structured finance, distressed assets and credit substitutes, along with capabilities spanning across investment banking, equity research, broking, custody and treasury.

Value to Kotak Group:

Driving **profitable growth** through:

- Increased wallet share and deepening relationships
- Leveraging leadership positions in custody, investment banking, broking and research
- Fee-led, capital-efficient earnings delivering higher ROE

- Contributes **20%** of Bank's total fee & services income, growing at **36%** YoY in H1FY27
- Fees from KMCC (investment banking) and KIE (institutional brokerage) cross sell adds **~109 bps** to the Corporate Bank's RoE in H1FY27

Please note that the various products or services mentioned above are offered by Kotak Mahindra Bank and its group entities

Pillar 2 : Independent Product Businesses within the Bank

Tractor Finance

Portfolio characteristics:

- Highly granular, fixed-rate and secured book
- Deep rural reach (600+ districts) and strong dealer ties

Value to the Group:

- Superior ROE profile
- Delivers PSL accretion (direct agri)

- **9.6%*** Market Share#
- Loan Book of **₹ 20,417 cr**, up **11%** YoY & **3%** QoQ
- **4%** of Bank's Advances

Commercial Vehicle / Construction Equipment

Portfolio characteristics:

- Fixed-rate, secured lending with strong dealer / OEM ecosystems
- Diversified customer segment

Value to the Group:

- Key entry point into transport and infrastructure ecosystem
- Linked to infra spend, freight movement and capex cycles

- **4.4% (CV)^ / 7.3% (CE)^** Market Share# in India respectively
- Combined Loan Book of **₹ 47,038 cr**, up **8%** YoY & **4%** QoQ
- **8%** of Bank's Advances

**Tractor Manufacturers Association | ^Source: SIAM (CV) / ICEMA (CE) | #H1FY27 Market Share*

Pillar 3 : Technology, Digital & AI

Operating backbone of Franchise

Resilient and Scalable Digital Infrastructure

Underlying architecture of Core Banking ecosystem is scaled to

- Process upto ~10,000 transactions per second
- Supports 3.6 cr+ API calls daily*

UPI Adoption^

- UPI Overall Remitter Market Share of **3.8%** (by value)
- **13.3%** of Kotak customers' UPI remitter transactions (by volume) are routed through Kotak apps

Leveraging Data and Analytics

- Risk Intelligence leverages 15+ ML models and 5,000+ features for risk prediction and affluence estimation.
- Decision science and ML models support credit selection, collections prioritisation, risk-based pricing and fraud detection
- Early Warning Systems for continuous risk surveillance of larger exposures
- AI-led tools providing personalised engagement cues to relationship managers

Leveraging AI

- **Customers:** Voice automation, onboarding assistance, voice-led collections, AI native capabilities for mobile apps
- **Colleagues:** 'Kompanion' - Bank's AI productivity tool for RMs, Credit Analysts and Operations
- **Control:** AI strengthening oversight across credit, fraud and data privacy
- **Technology:** 'Spark'- the AI-native software development Toolset used by engineering teams

Our Digital Footprint

Kotak Bank App
Universal Banking App

Kotak811
App for Core India

Kotak fyn
Corporate & SME Customers

Kotak Neo
Trading & Investing App

**30 days daily average considered | ^As of September 2026*

Geographical Presence

Group Branches distributed across various geographies

Network in India	Branches
Kotak Bank	2,327
Kotak Mahindra Prime	168
Kotak Life Insurance	387
Kotak Securities[#]	1,432
Kotak AMC	128
BSS Sonata Microcredit[&]	1,526
Total	**5,968**

Additionally, International reach comprises:

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

Bank Branch Classification (No. | %)

Metro	1,081 | 46%
Urban	496 | 22%
Semi Urban	330 | 14%
Rural	420 | 18%

2,327

Bank Branch Distribution (No. | %)

North	738 | 32%
East	198 | 8%
West	714 | 31%
South	677 | 29%

2,327

Bank Branch presence as on

30th Sep, 2025: 2,198 | 30th Jun, 2026: 2,301

No. of ATMs^

2,673

No. of Currency Chests

10

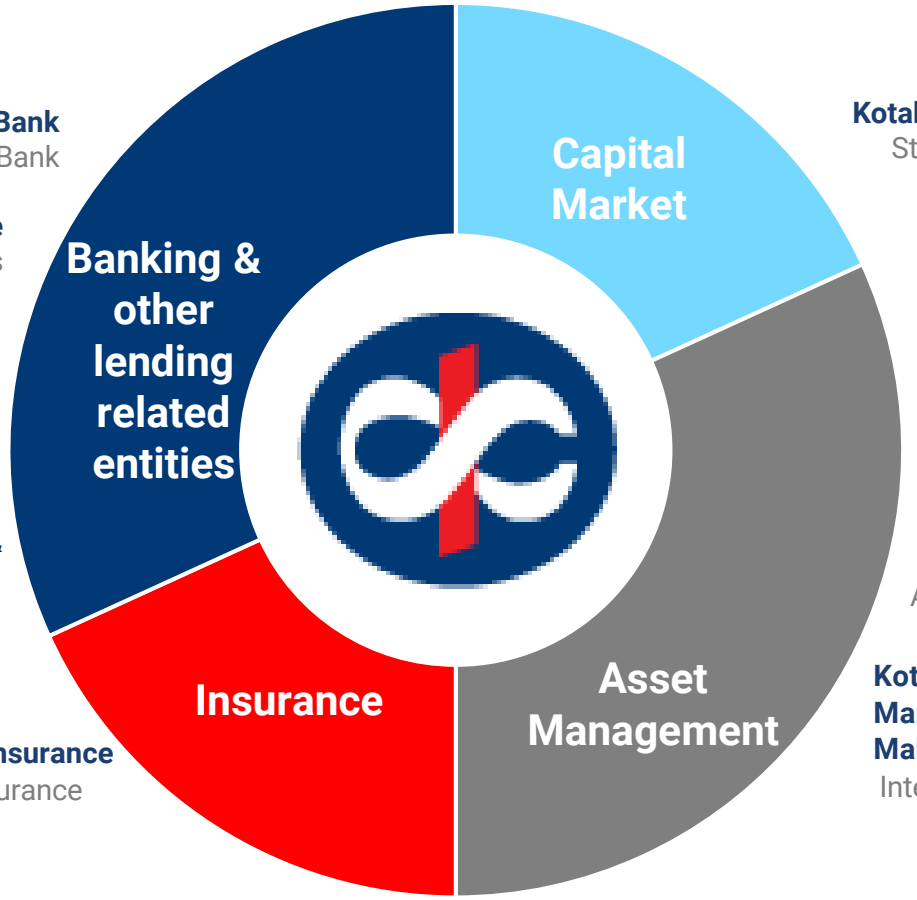
[#]Kotak Securities network includes branches and franchises | ^including cash recyclers | [&]Formerly known as BSS Microfinance Limited |

Annexure



Kotak - A Diversified Financial Conglomerate

All subsidiaries are 100% beneficially owned by the Bank



Kotak Mahindra Bank
Bank

Kotak Mahindra Prime
Car and Two-Wheeler Loans

Kotak Mahindra Investments
Lending & Investments

Kotak Infrastructure Debt Fund
Infrastructure Financing

BSS Sonata Microcredit[&]
Business Correspondent

Kotak Mahindra Life Insurance
Life Insurance

Kotak Securities
Stock Broking

Kotak Mahindra Capital Company
Investment Banking

Kotak Mahindra Trusteeship Services
Estate Planning & Trusteeship Services

Kotak Mahindra Pension Fund
Pension Fund

Kotak Mahindra Asset Management
Mutual Fund

Kotak Alternate Asset Managers
Alternate Assets

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

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
[&]Formerly known as BSS Microfinance Limited

ESG at Kotak

Environment

- Addressing emissions through renewable energy use at key corporate offices and energy-efficient certified Green Buildings
- **~4.5 lakh+ saplings** planted and **25+ lakes and ponds** rejuvenated cumulatively under CSR^

Social

- **Gender diversity**# improved to **27.9% as of Q2**, advancing towards the target of **30% by FY 2028-29**
- **ISO 45001** certified offices for workplace safety
- **Kotak BizLabs**
  - **Accelerator Programme:** Launched Season 3 to support **100+ startups** over the next year; Expanded the pan-India incubation network with **IIM C Innovation Park** as a key partner
  - **Women Startup Programme (WSP):** Ongoing support to **2,500+ women entrepreneurs** through the 6th cohort with **NSRCEL (IIM B)**

Governance

- **ISO/IEC 27001** certified Information security management system
- **Code of Conduct for service providers** is integrated in service agreements
- Gender diversity and succession planning integrated into leadership assessments affecting executive compensation
- **Policy Advocacy :** Member, Joint Committee On Climate Finance Taxonomy for India

ESG in Core Business

- **₹ 8,900+ Cr** Green asset book* at the Bank
- Increasing access to finance for **1.76mn** active women microfinance borrowers
- **Environment and social risk assessment** integrated in **credit** process for potential high-risk sectors
- Board approved **green and sustainable finance frameworks**
- Developing an approach to determine impacts of climate-related events on relevant assets
- Developing decision-useful transition risk insights for hard-to-abate sectors

Ratings and Indices

SUSTAINALYTICS
Score of 16.9 (Low Risk) as of Oct 2026

MSCI ESG RATINGS AA
CCC B BB BBB A AA AAA
Upgraded to AA rom A in 2025

MSCI
Among top 10 constituents of MSCI India Selection Index**

SES Stakeholders Empowerment Services
Analyze »» Educate »» Empower
ESG Score**: 74.1/100

Crisil ESG Ratings & Analytics
ESG Score**: 72/100

NSE Sustainability Ratings & Analytics
ESG Score**: 70/100

^As of 31st March 2026 | #of permanent workforce at the Bank |(**Includes non-fund based assets also**) Categories as per green activities/projects indicated in the RBI's 'Commercial Banks - Climate Finance and Management of Climate Change Risks Directions, 2025', based on internal mapping done as of 30th Sep 2026 | **Index & Ratings data is as of 22nd Oct, 2026 unless otherwise mentioned*

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