



BEST EMPLOYERS IN INDIA
Consistently in 2007, 2009 & 2011 - Study by Aon Hewitt

February 26, 2016

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| <p>The Manager Corporate Relationship, Bombay Stock Exchange Limited, 1st Floor, New Trading Ring, Rotunda Building, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001.</p> | <p>The Manager National Stock Exchange of India Ltd. Exchange Plaza, 5th Floor, Plot No.C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai 400 051.</p> |
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Sub: SEBI Listing Obligations and Disclosure Requirements) Regulation, 2015

Pursuant to Regulation 30 of the aforesaid SEBI Listing Regulation, we wish to inform you that Kotak Mahindra Bank Limited has acquired 9,83,82,022 equity shares at ₹ 10/- each aggregating to ₹98.38 crore being 19.90% of the paid-up capital of Airtel M Commerce Services Limited Company (AMSL). Given below are the requisite details of the proposed acquisition:

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| <p>a) Name of the target entity, details in brief such as size, turnover etc</p> | <p>Name of the Company: Airtel M Commerce Services Limited Company (AMSL).</p> <p>AMSL, which was incorporated in India on 1st April, 2010, is a 100% Subsidiary of Bharti Airtel Limited. The Company is in the business of providing services of Semi Closed Prepaid Instrument under license from Reserve Bank of India (RBI). In August 2015, company has been granted in-principle approval for payments bank by RBI.</p> <p>Total Revenue of the Company as per Audited Financial Statement of FY 2014-15 was ₹ 121.4 crore (incl 81.9 crore of other income).</p> |
| <p>b) Whether the acquisition would fall within related party transaction(s) and whether the promoter/ promoter group/ group companies have any interest in the entity being acquired? If yes, nature of interest and details thereof and whether the same is done at "arm's length"</p> | <p>No</p> |



Kotak Mahindra Bank Limited

CIN L65110MH1985PLC038137 T +91 22 61660000
 Registered Office: F +91 22 67132403
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| c) Industry to which the entity being acquired belongs; | The Company is in the business of providing services of Semi Closed Prepaid Instrument under license from RBI. |
| d) Objects and effects of acquisition (including but not limited to, disclosure of reasons for acquisition of target entity, if its business is outside the main line of business of the listed entity); | AMSL has been granted an "in-principle" approval to convert itself in to a Payments bank by RBI. Basic but critical services such as small savings accounts, remittances, etc. will bring a large number of low income households and small businesses under the formal banking network and Kotak proposes to invest in this business thru AMSL as stated above. |
| e) Brief details of any governmental or regulatory approvals required for the acquisition | Kotak has obtained approval from RBI for acquiring equity stake in AMSL. |
| f) Indicative time period for completion of the acquisition | N.A. |
| g) Nature of consideration - whether cash consideration or share swap and details of the same | Consideration for acquisition of shares is being paid in cash. |
| h) Cost of acquisition or the price at which the shares are acquired | ₹ 10 per share amounting to ₹ 98.38 crore |
| i) Percentage of shareholding / control acquired and / or number of shares acquired | 19.90% equity stake in AMSL |
| j) Brief background about the entity acquired in terms of products/line of business acquired, date of incorporation, history of last 3 years turnover, country in which the acquired entity has presence and any other significant information (in brief) | <p>AMSL , which is a company incorporated in India on April1, 2010, is a 100% subsidiary of Bharti Airtel Limited and it has operations in India.</p> <p>AMSL is in the business of providing service of Semi Closed Prepaid Payment Instrument vide RBI Licence No 39/2010. It offers services under the brand name 'Airtel Money'.</p> |


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| | <p>Airtel Money offers its customers a safe, secure and convenient mode of conducting transactions like mobile & DTH recharges, utility payments, online shopping, retail shops as well as money transfer to bank accounts as well as to other Airtel Money account.</p> <p>In August 2015, AMSL has been granted in-principle approval for payments bank by RBI.</p> <p>Income for last three Financial Year is as follows: FY 2014-15 – ₹ 121.4 crore FY 2013-14 – ₹ 42.6 crore FY 2012-13 – ₹ 22.4 crore</p> |
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Please take the above information on record.

Yours faithfully,
Kotak Mahindra Bank Limited

B.R. Chandarana
Bina Chandarana
Company Secretary &
Sr. Executive Vice President



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