

- **MR. UDAY S. KOTAK, CHAIRMAN**



Mr. Uday Kotak, aged 58 years, holds a Bachelors degree in Commerce and an MBA from Jamnalal Bajaj Institute of Management Studies, Mumbai. He is the Executive Vice-Chairman and Managing Director of the Bank and its principal founder and promoter. Under Mr. Kotak's leadership, over the past 30 years, Kotak Mahindra group established a prominent presence in every area of financial services from stock broking, investment banking, car finance, life insurance and mutual funds. Mr. Kotak is the recipient of several prestigious awards. He is a member of the Primary Market Advisory Committee of SEBI, Member of the Board of Governors of Indian Council for Research on International Economic Relations, National Institute of Securities Markets and National Council of CII. He is also a Governing Member of the Mahindra United World College of India. He was also a member of the Government of India's high level committee on Financing Infrastructure,

He is on the Board of Kotak Mahindra Asset Management Company Limited, Kotak Mahindra Capital Company Limited, Kotak Mahindra Old Mutual Life Insurance Limited, Kotak Mahindra Prime Limited, Kotak Mahindra Investments Limited and Kotak Securities Limited.

Mr. Uday Kotak is also a member of the Investor Relations (Shareholders' /Investors' Grievance) Committee of the Bank, Chairman of the Audit Committees of Kotak Mahindra Capital Company Limited and a member of the Nomination and Remuneration Committee of Kotak Mahindra Old Mutual Life Insurance Company Limited.

- **MR. KAMLESH RAO, MANAGING DIRECTOR**



Kamlesh Rao is the Managing Director and CEO of Kotak Securities, one of India's largest equity broking house. In a career spanning more than two decades with the Kotak group, his portfolio includes driving & establishing businesses like Consumer Finance, Privilege Banking, and Capital markets.

He has been instrumental in creating successful business stories such as K-Value, Big & Small ticket size personal loans, Home loan & Loans against property and launching the Privy League - privilege banking platform for Kotak Mahindra Bank. He has a successful track record of entering new markets/businesses and turning them around by placing them on a growth trajectory.

Kamlesh is a NMIMS graduate, and also holds a BE (Hons) degree in instrumentation and computers.

Kamlesh has always believed that digital is the way forward and has made significant contribution in positioning Kotak Securities as digital first organisation.

- **RAVI IYER - MANAGING DIRECTOR - INSTITUTIONAL EQUITIES**



Ravi Iyer joined Kotak Mahindra Capital Company Limited (KMCC) on 1st Dec, 2006 and moved to Kotak Securities - Institutional Equities division (KIE) in June 2007 as Co-Head. This is his second innings with the Kotak Group. His earlier stint being from 1994 to 2001. He is being associated with Kotak Group for over 17 years now.

Ravi took charge as Co-head of the Institutional Equities business to build the Institutional equities business. Against stiff challenges and aggressive competition, Ravi has led the team to build a very successful franchise with world-class trading platforms, across the cash and derivatives business. Institutional Investor, which conducts the most stringent brokers' poll by global investors, ranked KIE India's No.1 broker in India in Research and Sales in November 2016 - an endorsement of KIE's Research, Sales and Trading by institutional clients.

Ravi has keen interest in the field of sports & is fond of music.

- **MR. NARAYAN S. A., DIRECTOR**



Narayan S.A has been with the Kotak Mahindra Group for more than 24 years and is currently the President - Commercial Banking and member of the Operating Management Committee at Kotak Mahindra Bank Ltd.

During his tenure with the Kotak Mahindra Group he has held various positions. He was the Managing Director at Kotak Securities Limited till March 2010 and has been the key driving force for setting up and steering its retail broking business to a leadership position.

Narayan was overseeing the Mutual Fund business for the Group as a Director on the Board of Kotak Asset Management Company Limited from May 2004 to April 2010.

In April 2010, he moved as President to Kotak Mahindra Bank and is responsible at the Group Level for Commercial banking, Retail Broking & Car finance business. He is at present a Director on the Board of Kotak Mahindra Prime Limited, Kotak Securities Limited and Infina Finance Limited.

Narayan is a Chartered Accountant and a Bachelor of Commerce from Mumbai University. He is an alumnus of the Harvard Business School.

- **MR. KVS MANIAN, DIRECTOR**



KVS Manian heads Corporate, Institutional & Investment Banking at Kotak Mahindra Bank Ltd since April 2014. Manian also oversees the firm's Institutional Equities business.

Manian is building a high-quality corporate franchise that offers integrated corporate and investment banking solutions. Some key initiatives under Manian's leadership include upgrading the service and technology infrastructure, introducing a segment-focused structure with offerings tailored to the needs of clients, and integration of client coverage across capital markets, advisory and banking products. Manian believes in a philosophy that relationships with corporates need to be built on the twin foundations of trust and value addition.

Prior to this, Manian was President - Consumer Banking, where he steered the bank from a single branch to over 600 branches and more than 1,000 ATMs across the country in a span of 10 years. He is the architect of the integrated Consumer franchise across asset and liability products. During his tenure, the bank launched several unique and innovative products. In the latter part of his stint as head of Consumer Banking, Manian also oversaw the retail brokerage business of Kotak Securities.

Manian played a crucial role in Kotak's journey from a NBFC to a bank. The end-to-end execution of the project within the planned time frame is testimony to Manian's ability to focus on every small detail, without losing sight of the big picture.

Manian is part of the Bank's Operating Management Committee (OMANCOM) that drives and oversees Kotak Mahindra Group's growth charter. Throughout his two decade long association with the Group, he has been instrumental in setting up and metamorphosing many business divisions into success stories. Manian brings his strategic vision combined with his "high energy" and "bias for action" style in execution to every business he manages.

Manian started his journey with Kotak in the Investment Banking business in February 1995 in the Compliance function and then moved on to businesses like Corporate Finance and Retail Loans before getting involved with the Banking business of the group.

Manian believes in team work and people's potential, and supports an open culture in the organisation. With his strong business acumen, informal and no-nonsense approach, Manian continues to lead the success story at Kotak Mahindra Bank.

Manian is an electrical engineer from IIT (BHU) - Varanasi, Post Graduate in Financial Management from Jamnalal Bajaj Institute of Management Studies and a Cost and Works Accountant. He has 30 years of rich experience in areas like Investment Banking, Corporate Banking, Consumer Banking, Financial Accounting and Control, Management Accounting, Project Management and Operations.

Philanthropic at heart, Manian has been acknowledged as the Highest Individual Pledge Raiser in the Corporate Challenge category by United Way of Mumbai at the Mumbai Marathon for two years in a row - 2014 & 2015.

- **FALGUNI NAYAR, INDEPENDENT DIRECTOR**



Education

- PGDM from Indian Institute of Management, Ahmedabad (IIMA)
- B.Com from Sydenham College of Commerce and Economics, University of Mumbai

Current Roles

- Founder & CEO, Nykaa.com
- Board Member, Tata Motors Ltd, ACC Ltd, Dabur India Ltd, Aviva Life Insurance Company India Ltd, Tata Technologies Ltd, Tata Marcopolo Motors Ltd, L&T Infrastructure Finance Company Limited, Kotak Securities Limited and Endurance Technologies Ltd

Nykaa.com is an online shopping website for beauty and wellness products. Nykaa is passionate about becoming premier online beauty destination by providing a wide range of brands and curated products. Nykaa also offers an online magazine, expert advice, and virtual makeover tools.

Tata Motors Limited is India's largest automobile company, with consolidated revenues of INR 1,88,818 crores (USD 34.7 billion) in 2012-13. It is the leader in commercial vehicles in each segment, and among the top in passenger vehicles with winning products in the compact, midsize car and utility vehicle segments. It is also the world's fifth largest truck manufacturer and fourth largest bus manufacturer.

ACC Limited is India's foremost manufacturer of cement and ready mixed concrete with a countrywide network of factories and sales offices. Established in 1936, ACC is acknowledged as a pioneer and trendsetter in cement and concrete technology. ACC ranked as India's Most Admired Company in the cement sector by Fortune India and Hay Group India in the year 2013.

Dabur India Ltd is one of India's leading FMCG Companies with Revenues of over Rs 7,806.4 Crore & Market Capitalization of US \$5 Billion. Building on a legacy of quality and experience of over 131 years, Dabur is today India's most trusted name and the world's largest Ayurvedic and Natural Health Care Company.

Aviva India is a joint venture between Dabur Invest Corp (DIC) and Aviva International holdings Limited (AIH) - a UK based insurance group, whose association with India dates back to 1834. Current paid up capital amounts to Rs 2,004.9 crore. DIC holds 74% of the share capital while AIH holds 26% of the share capital. Aviva Group serves 31 million customers across 16 countries.

The foundation of **Tata Technologies** is the Legacy of Trust that is the hallmark of the Tata Group. Since 1989, Tata Technologies professionals have been contributing engineering and design services to the world's leading manufacturers.

Tata Marcopolo buses are being used in several Indian cities as part of the local transports fleet. Tata Marcopolo Motors is a 51:49 joint venture of Tata Motors and Marcopolo of Brazil. Its Dharwad plant caters to India's growing need for world-class fully built buses for intra-city and inter-city transportation with international standard comfort, quality and safety.

L&T Infrastructure Finance Company Limited (L&T Infra Finance) is promoted by L&T Finance Holdings (a subsidiary of the engineering and construction conglomerate Larsen & Toubro Limited). Incorporated in 2006, L&T Infra Finance is registered as a Non-Banking Financial Company (NBFC) under the Reserve Bank of India (RBI) Act 1934. The company was set up with an initial capital of 500 crore and has grown at a rapid rate to reach an asset base of approx Rs. 22,238 crore as of March 31, 2015.

Kotak Mahindra is one of India's leading banking and financial services organizations, offering a wide range of financial services that encompass every sphere of life. From commercial banking,

to stock broking, to mutual funds, to life insurance, to investment banking, the group caters to the diverse financial needs of individuals and corporate sector.

Previous Experience Summary

- Corporate Advisor, Temasek Holdings Advisors India Pvt. Ltd. 2012-2014
- MD & CEO of Kotak Investment Bank: 2006- 2012
- Director, Institutional Equities at Kotak Securities Ltd., India: 2001 – 2012
- Earlier set up international operations with responsibility for Institutional Equity Sales in London (1994) and USA (1997)
- Joined Kotak Mahindra Finance Ltd. to Head the M&A Business – 1993
- Manager and Consultant at A F Ferguson & Co. - 1985-1993

Kotak Mahindra Bank is India's premier private sector bank with a market capitalization of US\$10 billion. It was set up as a financial services firm in 1985 and was converted to a bank in 2003. Today it has more than 20,000 employees and Rs. 10,000 crore in revenue. It has over 357 branches and 866 ATMs, which are spread all over India.

Endurance Technologies is one of India's leading automotive component manufacturing companies. Anurang Engineering Company Private Limited which merged into the company in 2006, commenced manufacturing of aluminium castings in Aurangabad, Maharashtra, India in FY 1986. Over time, the company have grown organically in India and diversified their capabilities by introducing suspension products, transmission products and brake systems. Starting with two aluminium casting machines in FY 1986, they have grown to operate 18 plants in India and 7 plants in Europe. Today Endurance Technologies is the largest aluminium die casting manufacturer in India as per the 'Aluminium Casters' Association of India.'

Past Positions

- Member, Operating Management Committee, Kotak Mahindra Bank
- Director, Business Standard
- Founding Member, Asia Society
- Member of CEO Selection Committee of BSE (Bombay Stock Exchange)

Awards & Recognition

- Recognized as Top Women in business by Business Today - 2009 & 2011.
- Received the FICCI Ladies Organization (FLO) award for top woman achiever in the field of banking - 2008.

Nykaa awarded as 'The Most Innovative E-Commerce Company' at The eTales Awards - 2015.

- **MR. NOSHIR DASTUR, INDEPENDENT DIRECTOR**



Mr. Noshir Dastur, aged 59 years, holds a Bachelor's degree in Commerce and is a Fellow Chartered Accountant. He has been practising as a Chartered Accountant since 1983. Since January 1, 1992, he has been associated with Dubash & Patil, Chartered Accountants, initially as a partner, and from May 26, 2014, as a proprietor. He was also associated with Bhandari Dastur Gupta & Associates, Chartered Accountants, as a partner, from November 24, 1999 until March 31, 2008.

During his professional career, he has conducted statutory audits, internal audits, management audits of public and private limited companies, and concurrent and statutory audits of branches of public sector banks and companies. He has also assisted private companies in setting up their accounts department, formulating accounting systems and then exercising overall control over the functioning of such accounts departments.

He is currently a director in two private limited companies and an Independent Director with Kotak Mahindra Trustee Company Limited, Mahindra Holdings Limited, Retail Initiative Holdings Limited, Mahindra Engineering and Chemical Products Limited and Mahindra Susten Private Limited (formerly Mahindra EPC Services Private Limited).