

Press Release

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Kotak Mahindra Bank awarded as Best Cash Management Bank in India for 2016 in The Asian Banker Transaction Banking Awards 2016

- **Successful integration with ING India dramatically enlarged the business**
- **Focus on perfecting basics and technology ensured cost and efficiency**
- **Framework in place to ensure work processes are driven by industry best practices**

Hanoi, Vietnam May 11th 2016—Kotak Mahindra Bank was awarded **Best Cash Management Bank in India** for 2016 in The Asian Banker Transaction Banking Awards Programme 2016. The awarding ceremony was held in conjunction with the prestigious Asian Banker Summit 2016, the foremost annual meeting for decision makers in the financial services industry in the Asia Pacific region, held at the JW Marriott, Hanoi, Vietnam on May 11th 2016.

Successful integration with ING India dramatically enlarged the business

Kotak Mahindra Bank enjoyed a surge in business and market size following its successful integration with ING India. The enlarged business platform allowed the bank to achieve higher cost efficiencies and a deeper client base to cross sell to.

Focus on perfecting basics and technology ensured cost and efficiency

The bank drives service excellence by perfecting its basic services with advanced technology. This allows the bank to delivery cheap, efficient, and reliable services that create stickiness with its clients.

Framework in place to ensure work processes are driven by industry best practices

Kotak has a framework in place that ensures best practices are used to ensure efficiency and predictability in all deliverables. This extends to the development of its infrastructure, which is able to deliver host-to-host solutions without requiring clients to make extensive changes to their own systems. This makes the bank especially popular with e-commerce companies.

About 1,000 delegates attended the awarding ceremony, consisting of industry specialists, senior bankers, regulators, service providers, and decision makers from leading institutions in Asia, the United States, Europe, and Latin America, where opinions and responses of practitioners to global issues are shaped.

The Transaction Banking Awards under the Asian Banker Business Achievement Awards are widely acknowledged by the financial services industry as the highest possible accolade available to industry professionals and banks in the Asia Pacific region. The Transaction Banking Awards evaluate banks' achievements in cash management, payments, and trade finance. Recipients of these awards are determined through a combination of surveys, interviews, and field research by The Asian Banker research staff. A stringent three-month evaluation process based on a balanced and transparent audit-based approach is used to determine the awardees.

About The Asian Banker

The Asian Banker is the region's most authoritative provider of strategic business intelligence to the financial services community. The Singapore-based company has offices in Singapore, Malaysia, Manila, Hong Kong, Beijing, and Dubai, as well as representatives in London, New York, and San Francisco. It has a business model that revolves around three core business lines: publications, research services and forums. The company's website is www.theasianbanker.com

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For more information please contact:

Mr. MobasherZeinKazmi
Head of Research
Tel: (+65) 6236 6520
mkazmi@theasianbanker.com

Ms. Gladys Tan
Marketing Manager
Tel: +65 6236 6174
gtan@theasianbanker.com