

*Media Release*

**Kotak Mahindra Bank Associates with Manipal Academy of BFSI to Launch Kotak NextGen Bankers Programme - A Gateway to a Career in Banking**

*Partnership to offer PG Diploma course in Relationship Banking*

**Mumbai, 11th March 2024** — Kotak Mahindra Bank ("KMBL" / "Kotak") associates with Manipal Academy of BFSI to launch the Kotak NextGen Bankers Programme to skill and foster industry-ready talent to address the evolving needs of the banking industry. The 12-month Post Graduate Diploma in Relationship Management will train banking aspirants in customer experience and culminate in securing an assured\* job as a Branch Relationship Manager (Deputy Manager) at Kotak Mahindra Bank Ltd.

The changing banking and financial landscape has created a greater demand for talent to keep up with evolving customer needs and preferences. The Kotak NextGen Bankers Programme will address the needs of the banking industry and also support the Bank in delivering delightful customer-centric services. The comprehensive classroom and on-the-job training delivered by banking experts and leaders from the Bank will incubate talent into the culture as well as industry-recognized processes of Kotak Mahindra Bank.

Virat Diwanji, Group President and Head - Consumer Bank, Kotak Mahindra Bank Ltd. said, "We are happy to associate with Manipal Academy of BFSI to nurture talent and prepare new-age relationship managers for the banking industry. The Kotak Mahindra NextGen Bankers Programme is an ideal launch pad for ambitious and aspiring youth, equipping them with the skills for growth and success in their banking career."

Robin Bhowmik, Chief Business Officer, Manipal Academy of BFSI said, "We are excited to partner with Kotak Mahindra Bank to roll out the NextGen Bankers Programme. We look forward to leveraging Manipal Academy of BFSI's rich industry experience in training for roles across financial services. The programme will cover technical and soft skills training, with a strong customer-centric approach. Our goal is to develop the next generation of bankers who will play a vital role in driving the success for the Bank."

Kotak NextGen Bankers Programme comprises a 4-month residential classroom training at Manipal Academy of BFSI's Bengaluru campus, followed by a 2-month On-the-Job Training (OJT), concluding with a 6-month internship at an assigned Kotak Mahindra bank's branch/office in India. The curriculum covers key banking concepts facilitated by Manipal Academy of BFSI's faculty as well as leaders from across the industry, provides mentorship on different aspects of Relationship Management and in-person guidance through assigned projects and targets. Kotak Mahindra bank will provide financial assistance through stipends throughout the three stages of the learning programme along with an assured\*\* bonus.

The first batch of Kotak NextGen Bankers Programme will start from March 2024. To register and for more details on NextGen Bankers Programme please follow the link: <https://www.kotak.com/en/about-us/careers/nextgen.html>

### Eligibility and Selection process:

To be eligible for this programme:

- The applicant must have completed a Bachelor's/Graduation from any stream
- If the applicant is in the Final Year of your Graduation/Post Graduation, has appeared for the examination and awaiting results, they may apply for the programme. However, the Final Year mark sheet & degree certificate must be available before the date of joining.
- The aspiring banker must be below 27 years of age at the time of registration for the programme.
- More than 60% aggregate score in the Graduation Degree for B.Sc/B.E/B.Tech is required.
- More than 50% aggregate score in the Graduation Degree for all other specialisations is needed.

### Selection Process

- Registration on the website through this link: <https://www.kotak.com/en/about-us/careers/nextgen.html>
  - Post that, there will be an assessment and one interview for selection into the programme.
  - The assessment will comprise an Aptitude test and a Cognitive test.
- A panel will then interview candidates successful in the assessment.
- The dates for assessment and interview will be intimated to the candidates well in advance.

\* The assured job is incumbent upon the candidate successfully completing all 3 stages of the programme.

\*\* The assured bonus of INR 1.5 lakh will be payable in two tranches on completing 12 months and 24 months of active employment respectively.

### About Kotak Mahindra Bank Limited

Established in 1985, Kotak Mahindra Group is one of India's leading financial services conglomerates. In February 2003, Kotak Mahindra Finance Ltd. (KMFL), the Group's flagship company, received banking licence from the Reserve Bank of India (RBI), becoming the first non-banking finance company in India to convert into a bank - Kotak Mahindra Bank Limited

The Bank has four Strategic Business Units – Consumer Banking, Corporate Banking, Commercial Banking, and Treasury, which cater to retail and corporate customers across urban and rural India. The premise of Kotak Mahindra Group's business model is concentrated India, diversified financial services. The bold vision that underscores the Group's growth is an inclusive one, with a host of products and services designed to address the needs of the unbanked and insufficiently banked. As on 30<sup>th</sup> September 2023, Kotak Mahindra Bank Ltd has a national footprint of 1,850 branches and 3,170 ATMs, and branches in GIFT City and DIFC (Dubai).

For more information, please visit the company's website at <https://www.kotak.com/>

### About Manipal Academy of BFSI

Manipal Academy of BFSI is a leading talent development and employee productivity solutions provider across India's banking and finance services industry. With faculty bringing professional expertise into

training, the academy combines conceptual learning with real-time experiential learning to equip professionals with relevant skills. With 250,000 professionals trained across banking, insurance and financial services, Manipal Academy of BFSI has partnered to hire and train for over 50 leading banks, insurance, and non-banking financial services in India. Today, the academy of BFSI annually trains over 15000 BFSI industry professionals for its industry partners in traditional operations, sales, and new-gen BFSI roles. For more information, visit [www.manipalbfsi.com](http://www.manipalbfsi.com)

For further information, please contact:

Revathi Pandit Kotak Mahindra Bank 98202 37909 <a href="mailto:Revathi.pandit@kotak.com">Revathi.pandit@kotak.com</a>	Kamakshi Iyer Kotak Mahindra Bank 99304 73963 <a href="mailto:kamakshi.iyer@kotak.com">kamakshi.iyer@kotak.com</a>	Suvidha Awle Weber Shandwick 9769777935 <a href="mailto:SAwle@webershandwick.com">SAwle@webershandwick.com</a>	Priyanka Bhide Weber Shandwick 7021729525 <a href="mailto:pbhide@webershandwick.com">pbhide@webershandwick.com</a>
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