

# The Statesman

## Kotak eyes more portfolio investors

### Statesman News Service

KOLKATA, Aug 3: The portfolio management arm of Kotak Securities, accounting for nine per cent market share in broking space, is targeting an asset management volume of Rs 4,500 crore by the end of this fiscal. Commencing its operation in 2003, the group has already recorded an AUM (asset under management) of Rs 2,500 crore as on 30 June 2007.

To achieve the targeted mark the group has initiated an expansion plan of its bases in B and C class cities.

"Currently we are present in 35 cities and by the end of the current financial year we will expand our

bases to 54 cities across the country", Mr B Gopkumar, vice-president, financial planning group of Kotak Securities, said here today. Speaking to *The Statesman*, he said: "We find a large chunk of fund lying with fixed deposits in B & C class cities.

"We want to tap that market. We will deploy a team of our relationship managers in those cities who will understand the financial goals of the clients and advise ethically."

A number of such service centres are also expected to come up in the eastern region, too. "Currently we have 10 such facilities in the eastern region", he said.