

DIFFERENT PEOPLE,  
DIFFERENT NEEDS.  
AND ONE THING  
CONNECTS THEM ALL.



Investor Presentation | Q2 FY 2026  
November 2025

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## Operational



**24 States and 2 UTs**  
**8,427 Total Customer Touch Points**



**788 Banking Outlets**  
**718 ATMs**



**Other Touch Points**  
**1,110 Customer Service Centers**  
**5,041 Banking Agents**  
**737 Business Facilitators**



**97.8 lakh Total Customers**  
**11,594 Employees**  
**33 Institutional Business Correspondents**

## Advance Profile



**Gross Advances**  
₹ 19,137 cr (YoY Growth: 4.3%)  
Micro Loans: 39%  
Retail & other Loans: 61%



**Total Disbursements**  
H1 FY26: ₹ 16,607 cr  
(YoY Growth: ~2x)  
Secured: 86 %  
Unsecured: 14%



**Asset Quality**  
GNPA: 8.5%  
NNPA: 3.8%



**Yield on Advances**  
Sep-25 : 16.0%  
FY25 : 18.3%

## Deposit Profile



**Deposits**  
₹ 22,894 cr (YoY Growth: 5.9%)  
**CASA**  
₹ 6,046 cr (YoY Growth: 13.7%)



**Retail share of deposits**  
Sep-25 : 96%  
FY25 : 93%



**CASA Ratio**  
Sep-25 : 26.4%  
(CA: 1.3%, SA: 25.1%)  
FY25 : 24.8%  
(CA: 1.4%, SA: 23.4%)



**Cost of Deposits**  
Sep-25 : 7.2%  
FY25 : 7.5%

## Financials



**Profit/(Loss) After Tax**  
H1 FY26 : ₹ (197) cr  
FY25 : ₹ (521) cr  
**Pre-Provision Operating Profit**  
H1 FY26 : ₹ 218 cr  
FY25 : ₹ 557 cr



**Shareholders' Funds:**  
₹ 1,748 cr  
**CRAR: 22.4%** (Tier I: 16.9%)

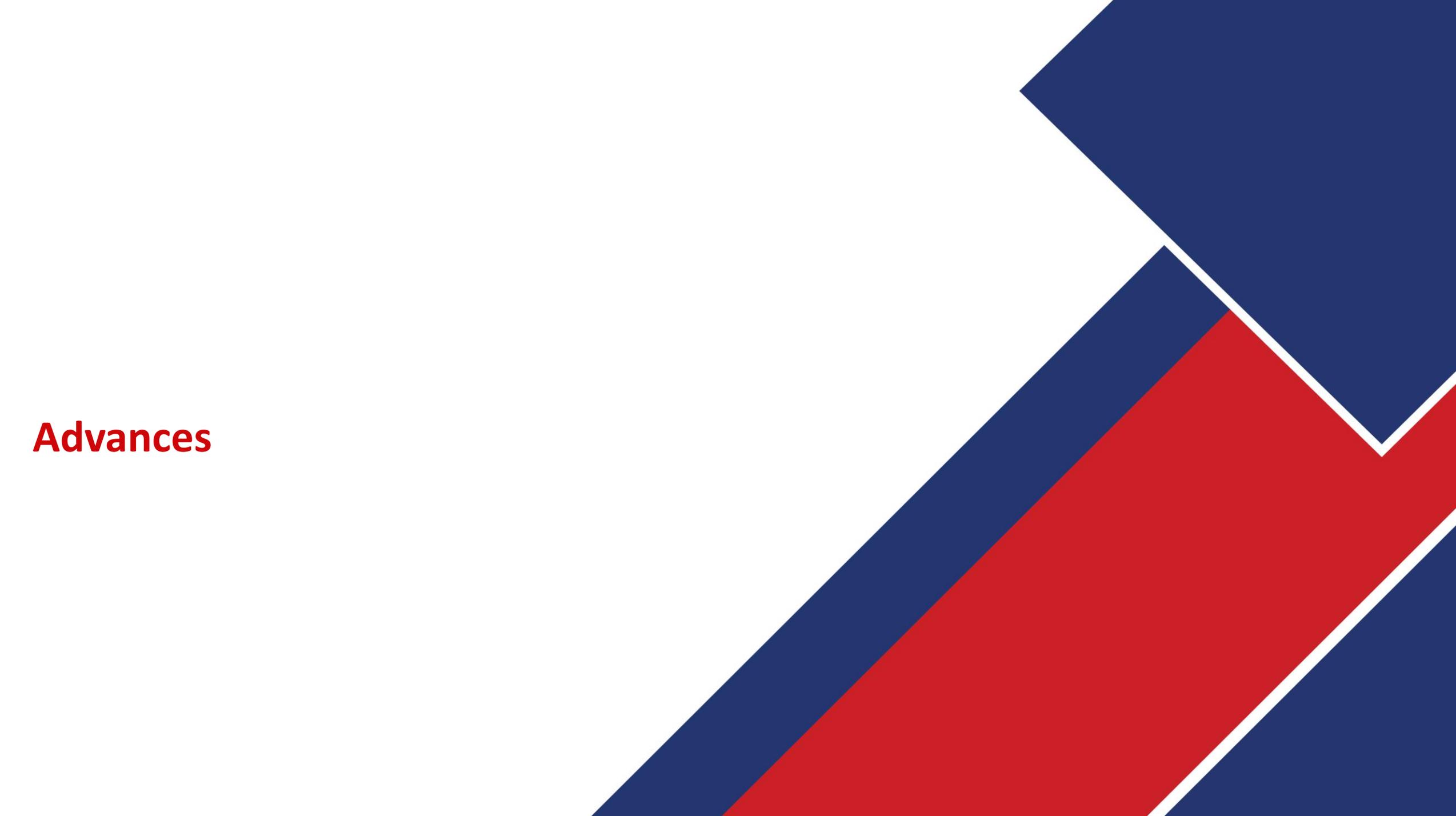


**NIM:**  
Sep-25 : 5.9%  
FY25 : 8.1%



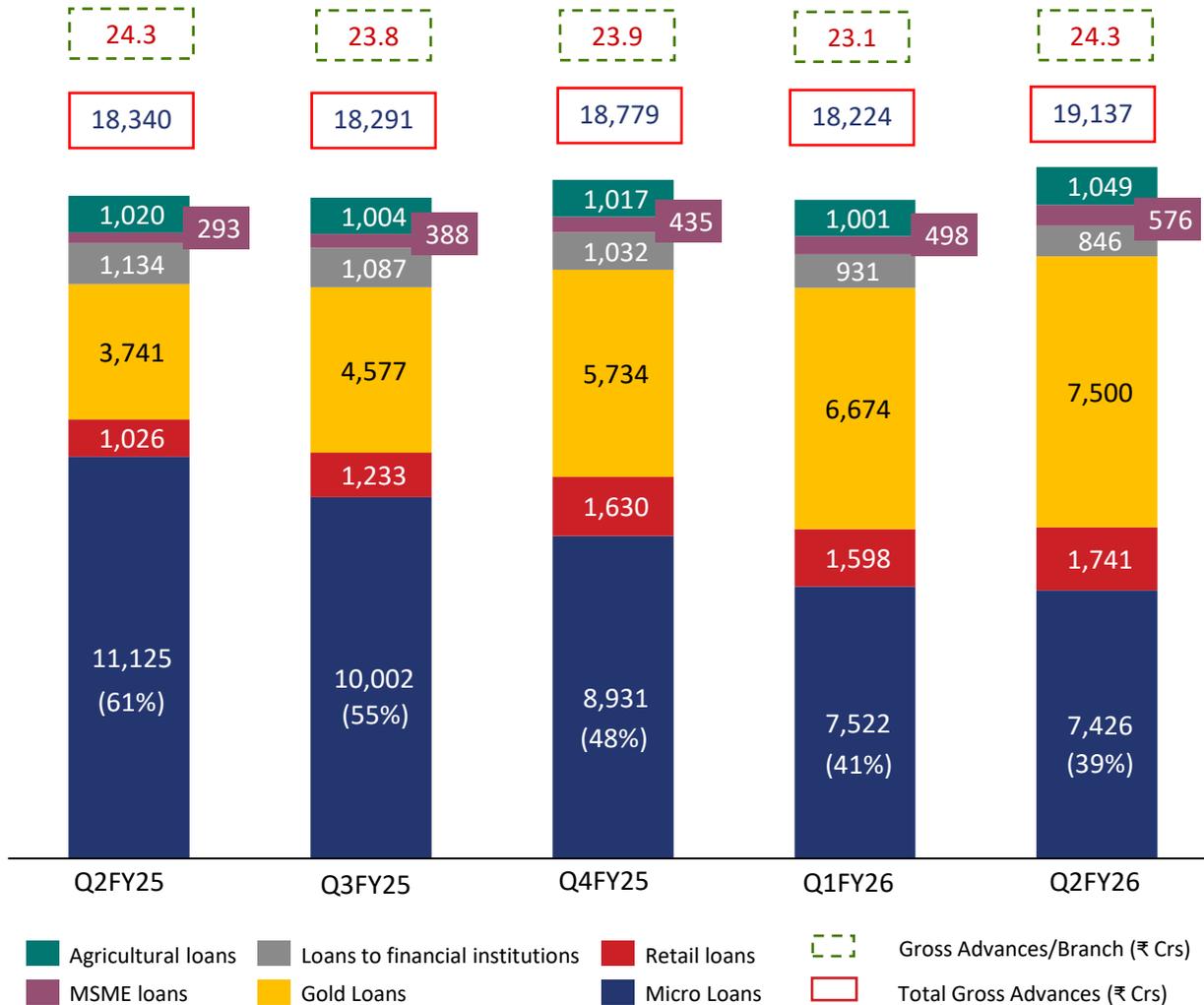
Sep-25 / FY25  
**ROA: (1.5%) / (1.9%)**  
**ROE: (21.3%) / (22.8%)**

**Advances**

The background features abstract geometric shapes in dark blue and red. A large dark blue shape is in the top right corner. Below it, a red shape is partially visible, separated by a white line. Another dark blue shape is at the bottom right, also separated by a white line. The overall composition is minimalist and modern.

# Total Gross Advances Mix

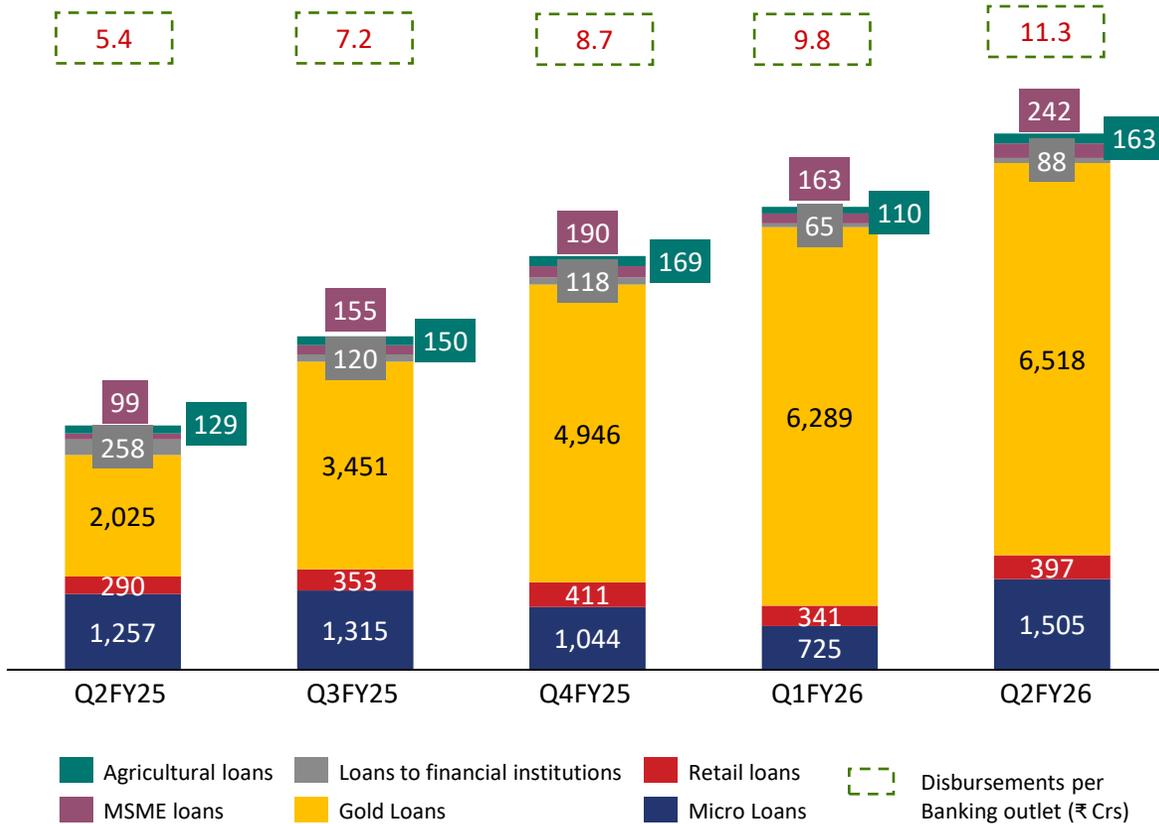
Total Gross Advances Mix (₹ Crs)



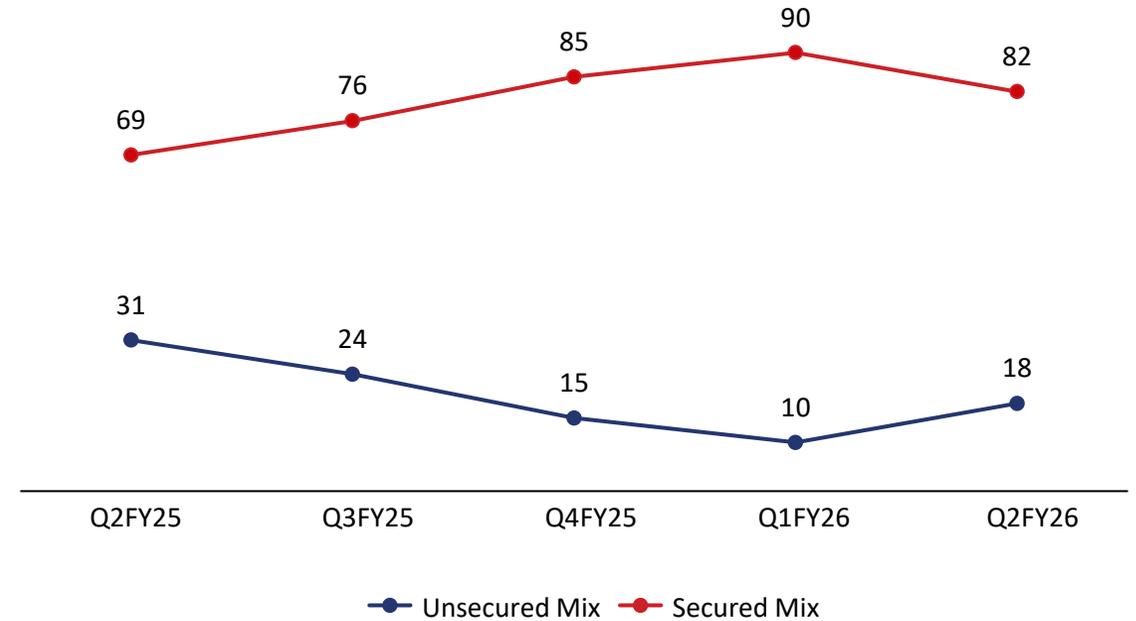
- Total Gross Advances grew by 4.3% on Y-o-Y basis and 5.0% on Q-o-Q basis
- Strategic shift towards a secured Loan Book. Secured Loans has increased to 61% from 39% as of September-24
- Consistently diversifying loan book. Strong Y-o-Y growth in Retail advances which largely comprise of Gold Loan, Vehicle Loan, Agri loan and Housing Loan
- Gold Loans have more than doubled as compared to last year and are currently more than micro loans in value

# Total Disbursement Mix

Total Disbursement Mix (₹ Crs)

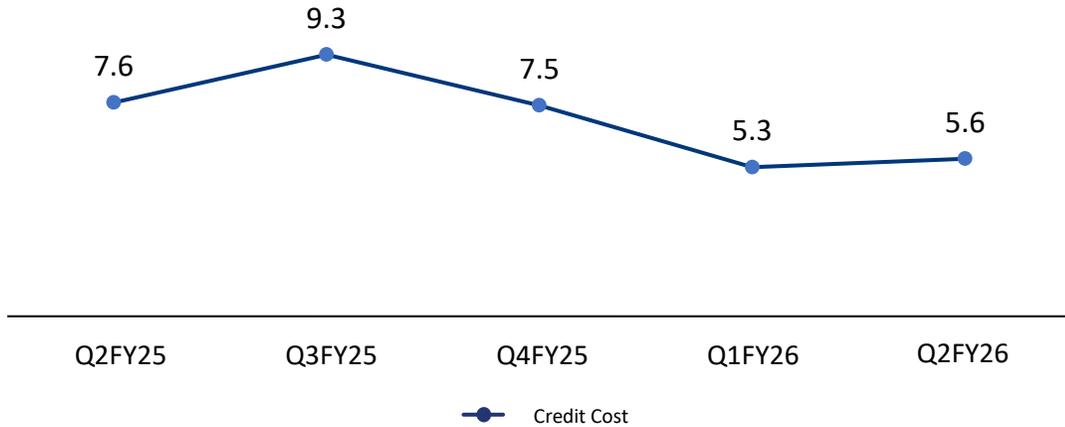


Secured & Unsecured Mix in Disbursement (%)

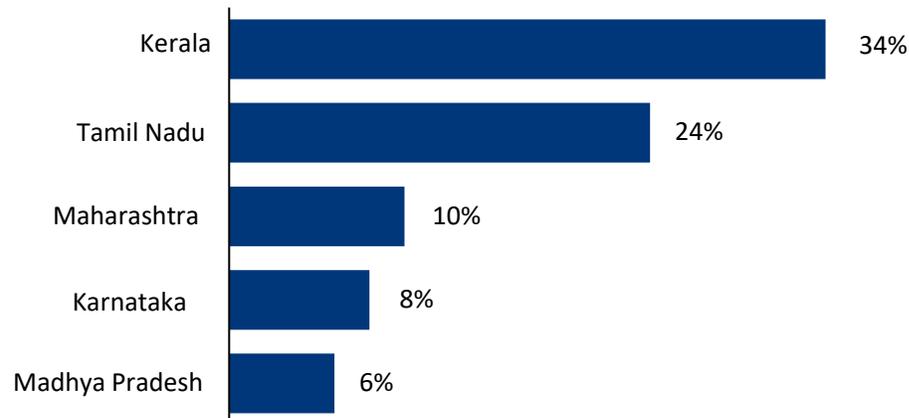


- Strong growth in Disbursements. Q2FY26 disbursements are more than double of that disbursed in Q2FY25
- Out of total disbursements, secured loans disbursed has been more than 75% for the last 4 quarters. 82% in Q2FY26

**Credit Cost (%) \*\***



**Gross Advances by States (Sep-25)**



**September-2025**

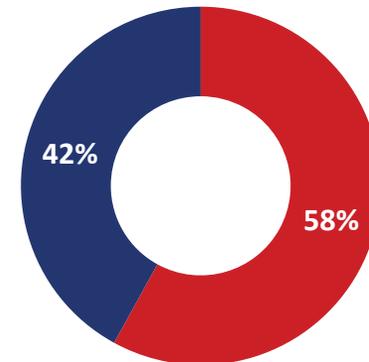
**Yield on Disbursements**

**Average Ticket Size**

Agricultural Loans	13.8%	~90,000
MSME Loans	10.9%	~2,10,000
Loans to financial institutions	10.9%	~9,70,00,000
Auto Loans	12.1%	~6,30,000
Gold Loans	13.8%	~3,30,000
Retail Loans	10.1%	~3,70,000
Micro Loans	26.0%	~60,000
Mortgage Loans	11.5%	~13,00,000

**Majority of advances in rural & semi-urban regions**

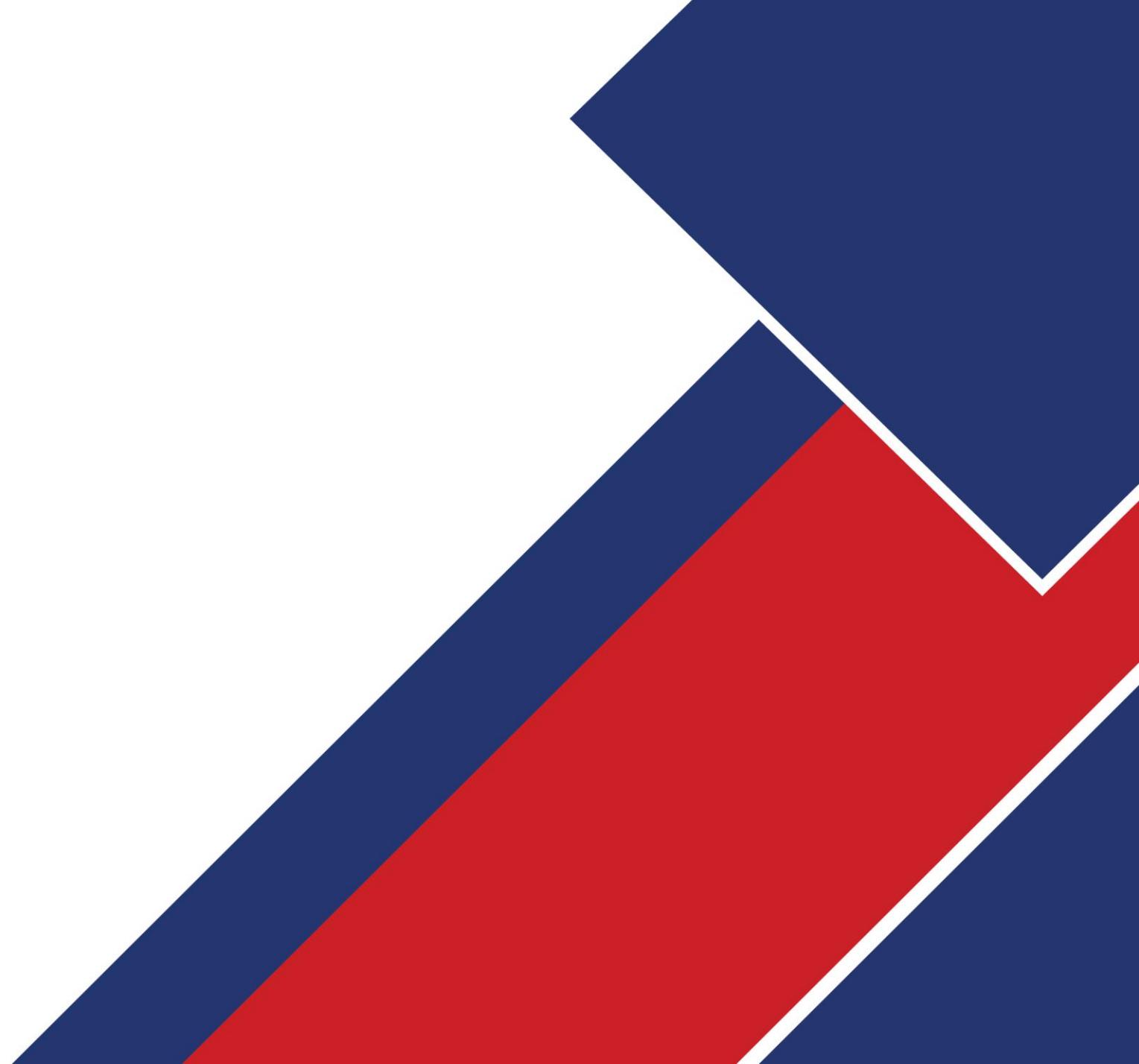
As of Sep - 25 (% of Gross Advances)



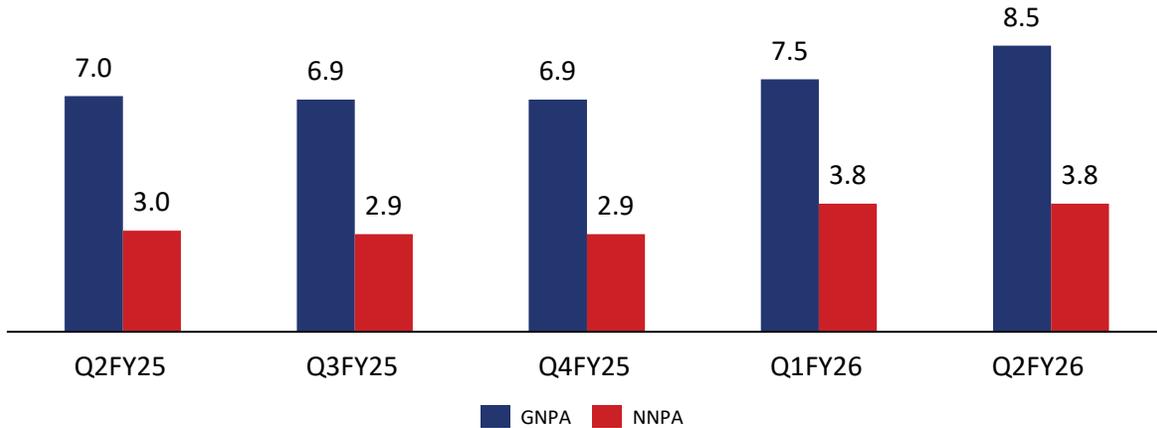
■ Rural & Semi-Urban ■ Urban & Metropolitan

# Credit cost is calculated as a percentage of provisions during the quarter divided by avg. advances for the quarter, \*Annualized

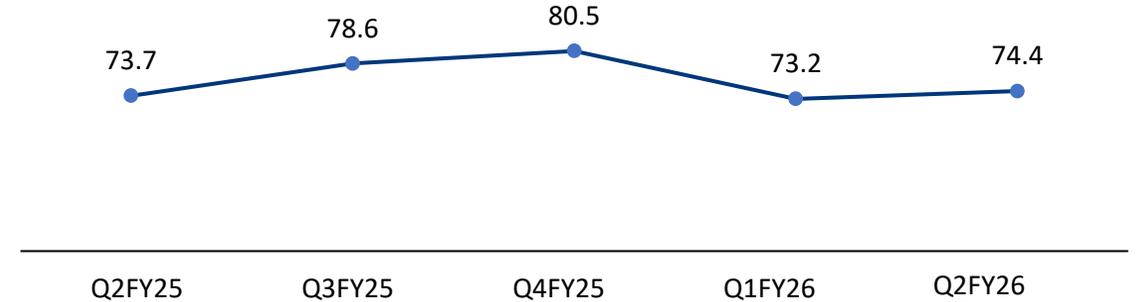
**Asset Quality**

The background features a large, abstract geometric design on the right side. It consists of several overlapping triangular and quadrilateral shapes in a dark blue and a bright red color, separated by thin white lines. The shapes create a sense of depth and movement, extending from the bottom right towards the top right of the page.

## GNPA & NNPA (%)



## PCR (%)

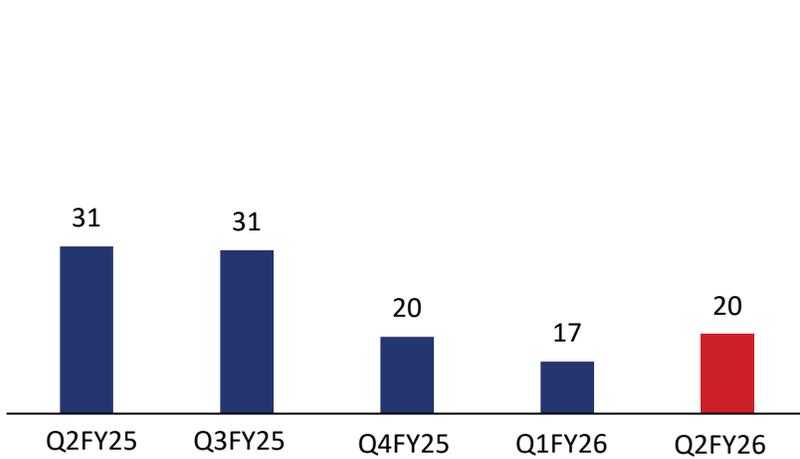


## NPA Movement (₹ Crs)

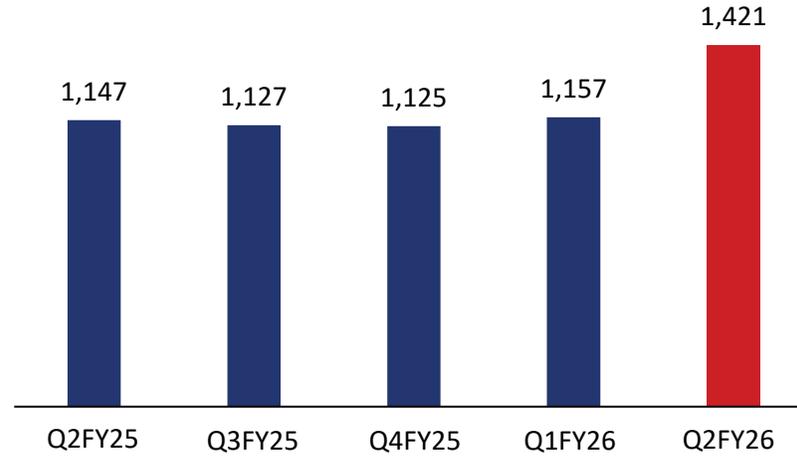
Description	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26
Opening balance of Gross NPAs at the beginning of the period/year	1,242.1	1,279.3	1,274.0	1,290.6	1,363.6
Additions during the period/year	517.2	504.6	427.2	468.1	341.9
Less: Reductions during the period/year on account of recovery	24.1	24.0	26.0	13.2	14.4
Less: Reductions during the period/year on account of upgradations	26.1	36.0	39.5	19.4	28.2
Less: Reductions during the period/year on account of write offs (including technical write-offs)	429.8	450.0	345.1	0	0
Less: Reductions during the period/year on account of sale of NPAs to an asset reconstruction company (ARC)	0.0	0.0	0.0	362.4	28.3
<b>Gross NPAs at the end of period/year</b>	<b>1,279.3</b>	<b>1,273.9</b>	<b>1,290.6</b>	<b>1,363.6</b>	<b>1,634.6</b>
<b>Net NPAs at the end of period/year</b>	<b>524.9</b>	<b>520.5</b>	<b>539.7</b>	<b>660.9</b>	<b>696.4</b>
Recovery from Technical write offs and Sale to ARC	9.5	16.2	27.6	27.6	30.3

# Product wise NPA & Special Mention Accounts

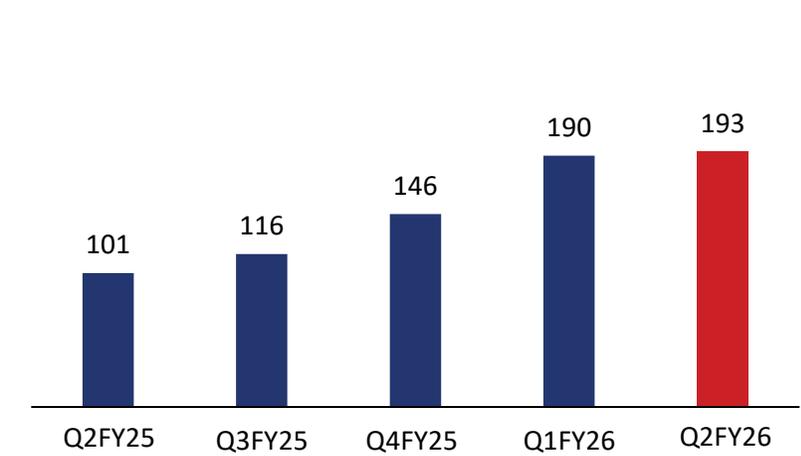
Gold Loans (₹ Crs) - NPA



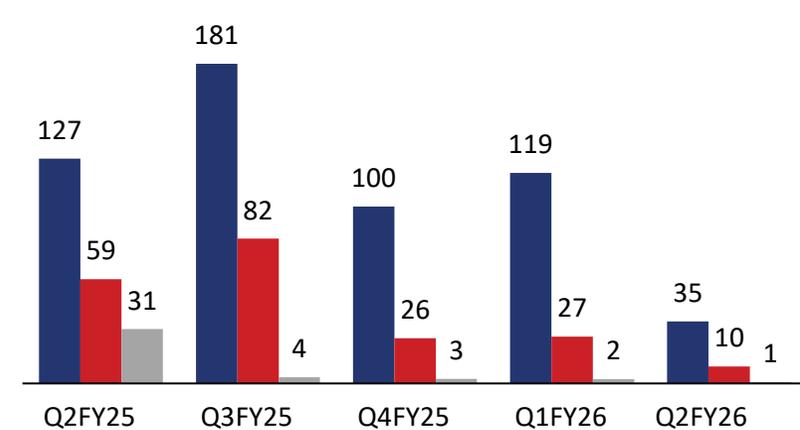
Micro Loans (₹ Crs) - NPA



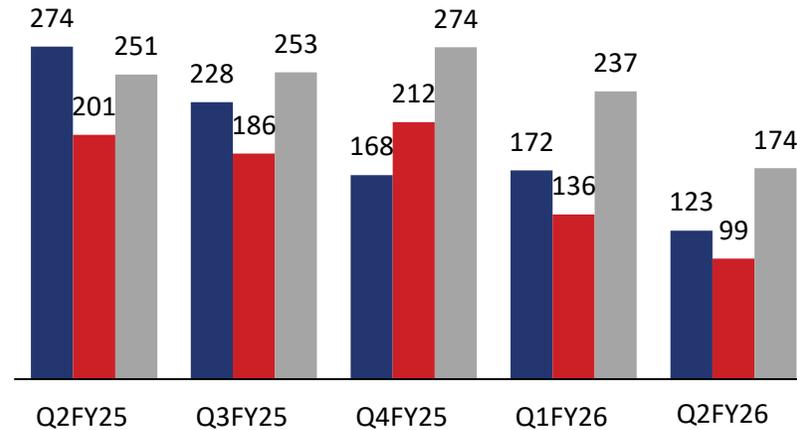
Retail & Other Loans (₹ Crs) - NPA



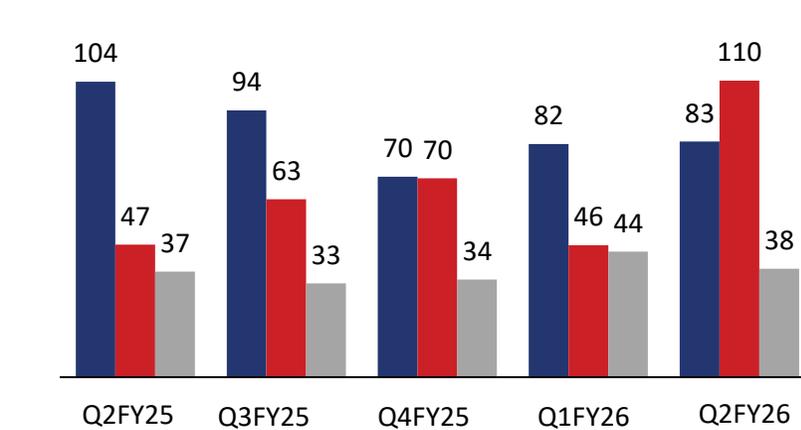
Gold Loans (₹ Crs)



Micro Loans (₹ Crs)



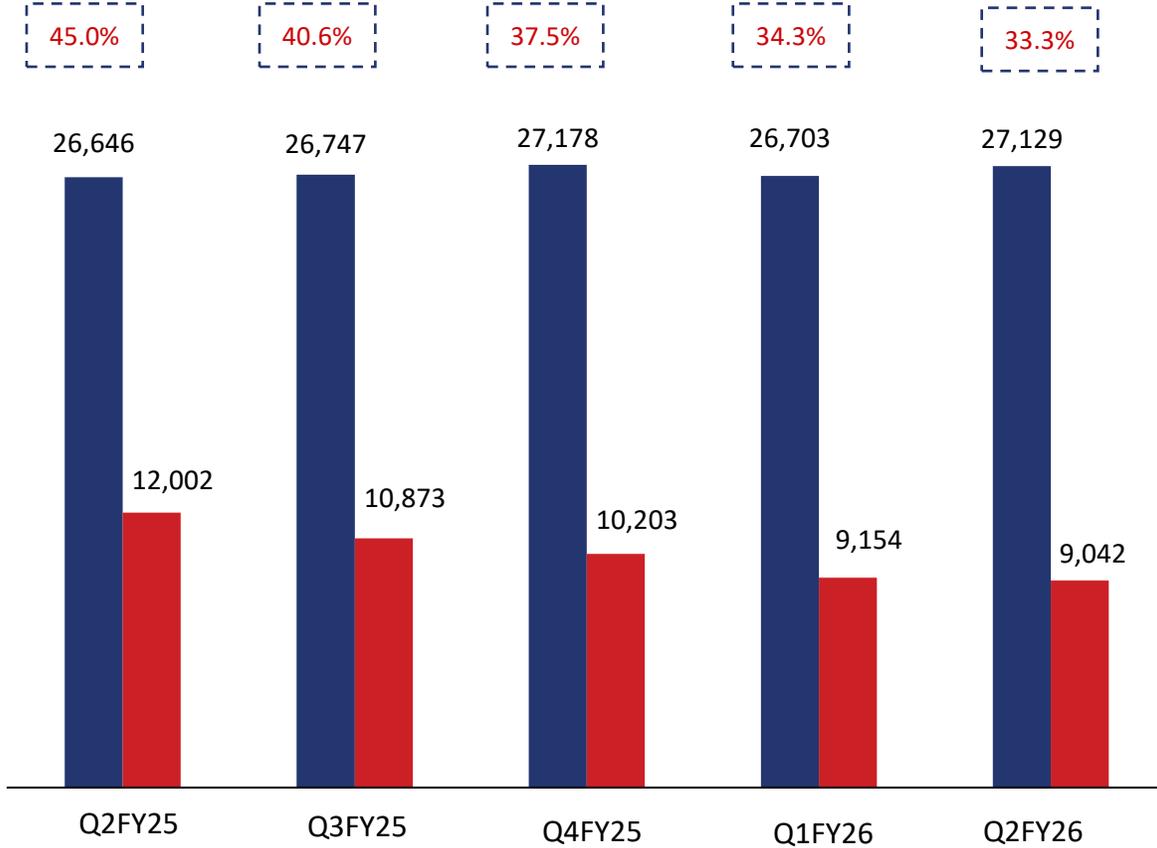
Retail & Other Loans (₹ Crs)



■ SMA 0 ■ SMA 1 ■ SMA 2

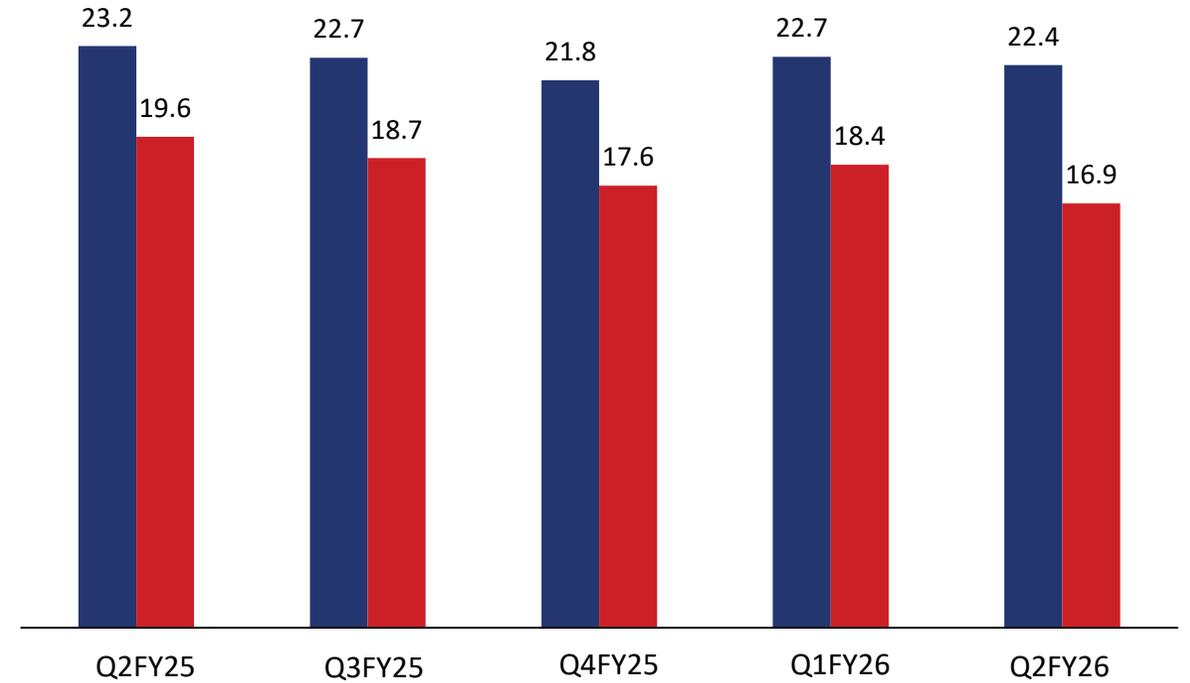
# Capital Adequacy

Total Assets & Risk Weighted Assets (₹ Crs)



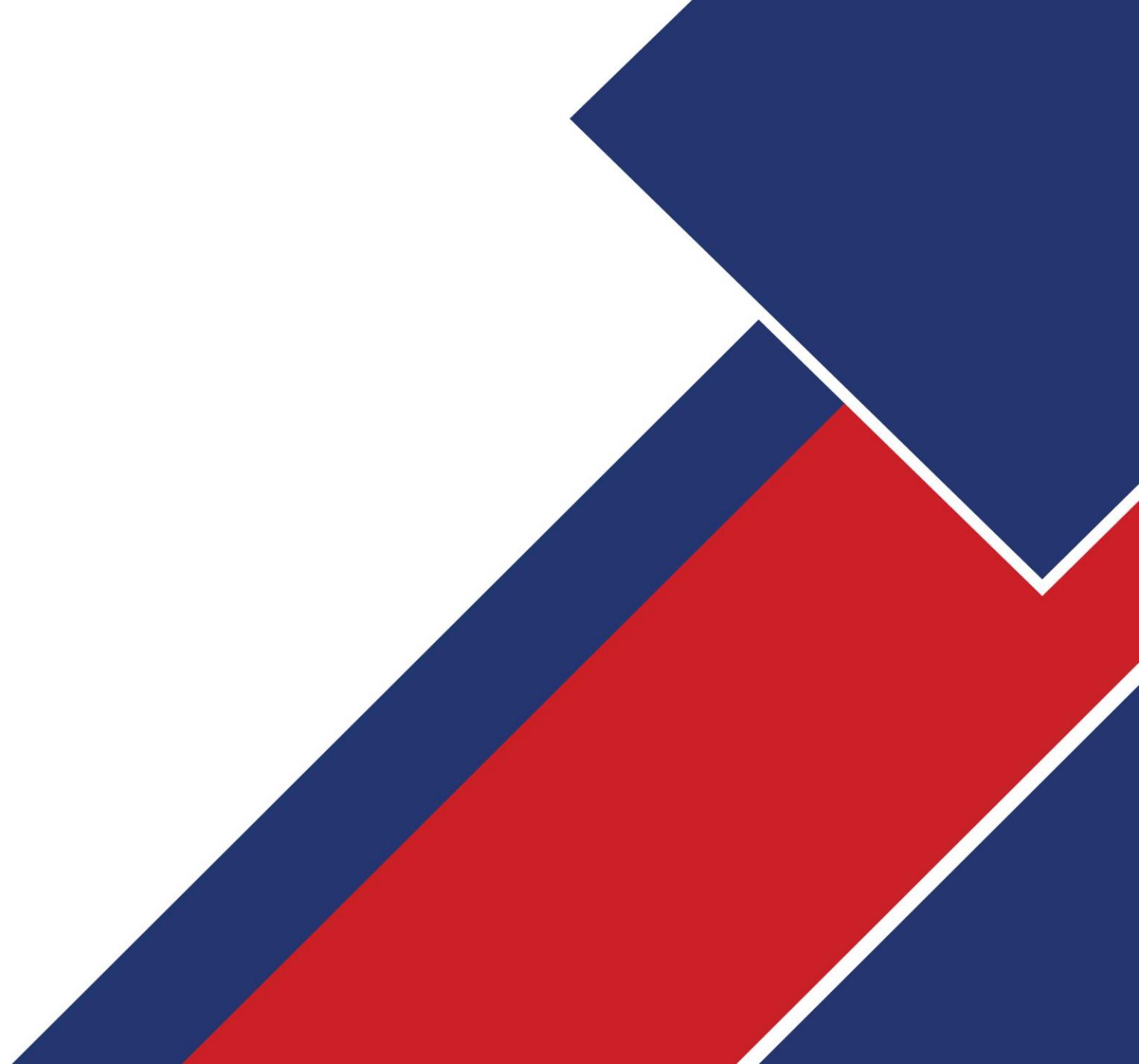
■ Total Assets ■ Risk Weighted Assets [ ] RWA as a % of Total Assets

Capital Adequacy (%)



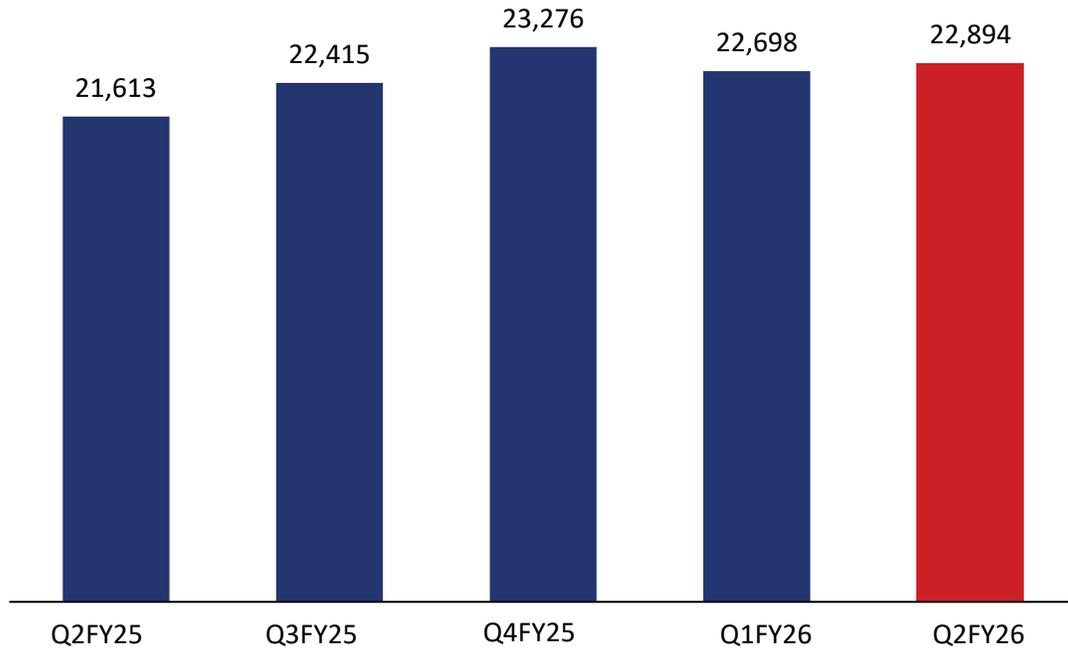
■ CRAR ■ Tier 1

**Deposits**

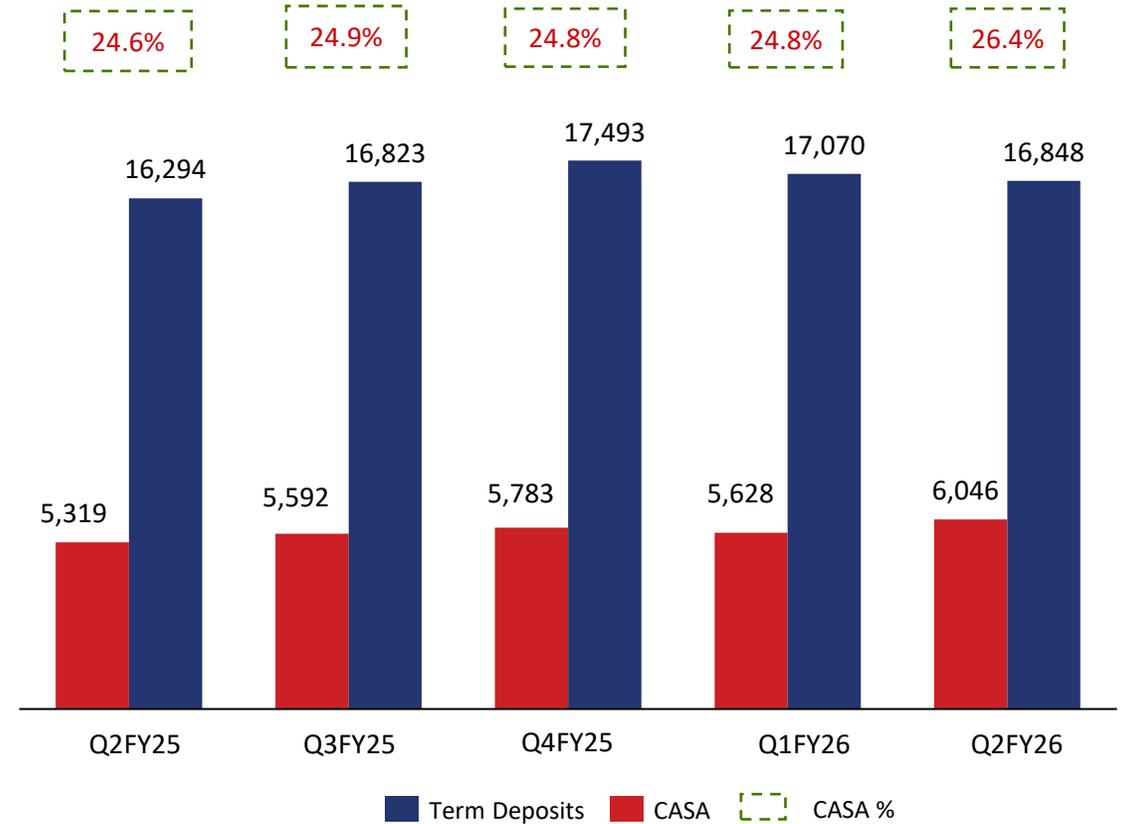


# Deposit Profile (1/2)

Total deposits (₹ Crs)



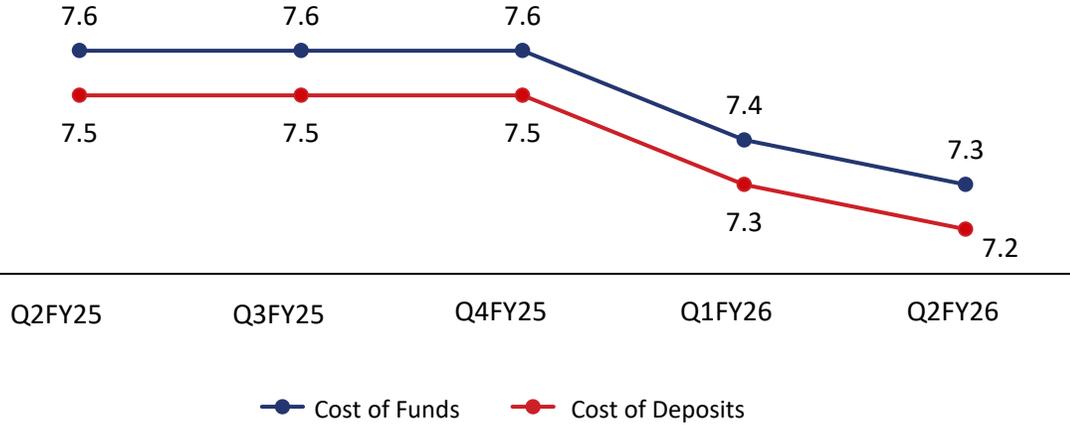
CASA and Term Deposit (₹ Crs)



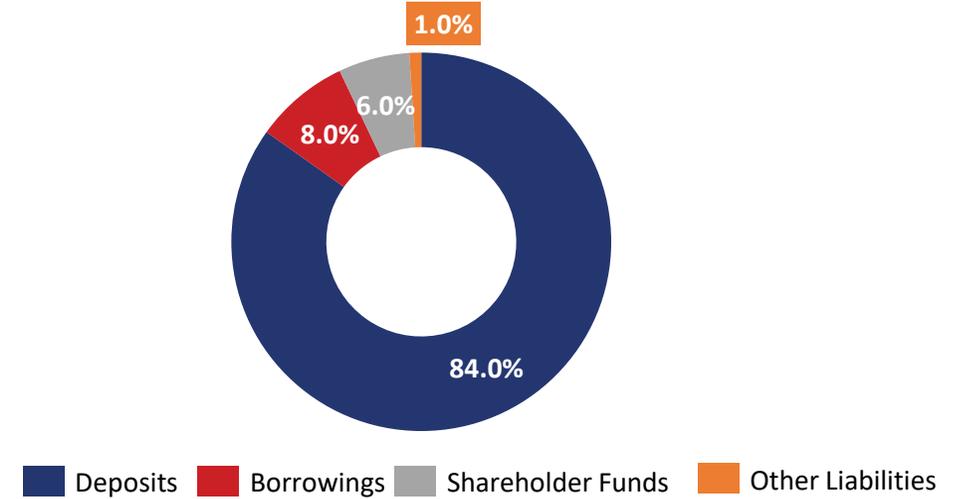
- Y-o-Y growth in Deposits at 5.9% supported by CASA growth of 13.7% and TD growth of 3.4%
- Strategic focus to improve CASA ratio, current CASA at 26.4%
- Retail share of deposits stand at 96%

# Deposit Profile (2/2)

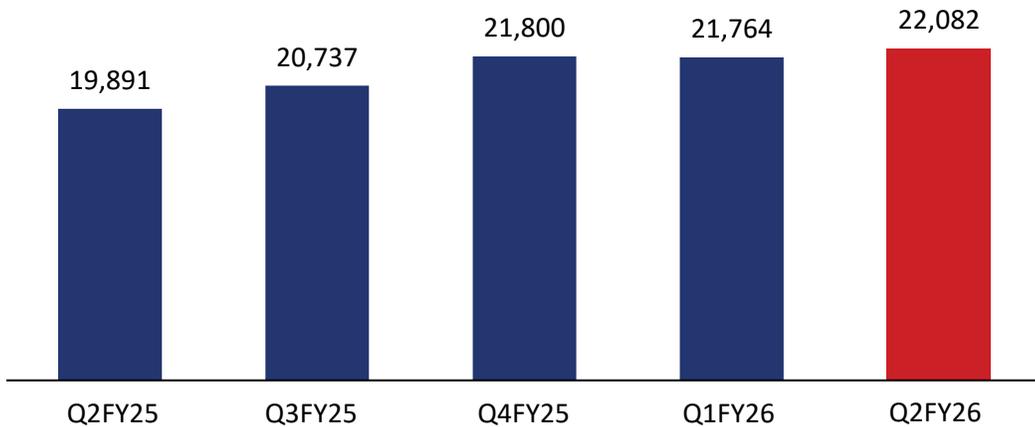
Cost of Funds (%)



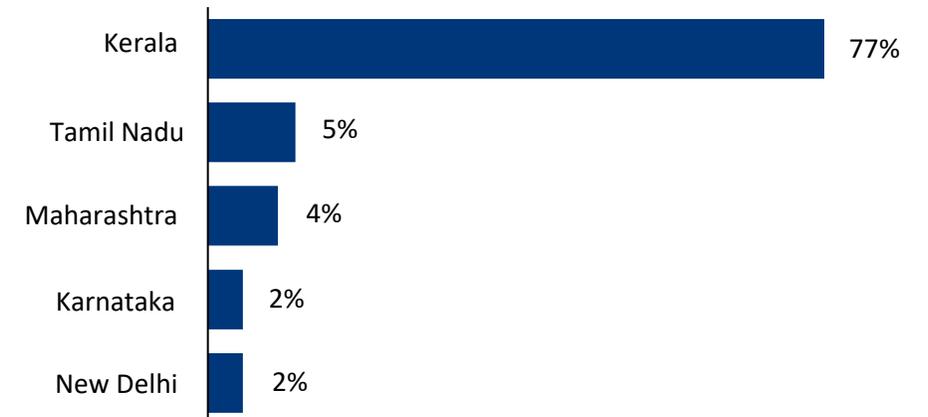
Funding Mix (September-25)



Retail share of deposits (₹ Crs)



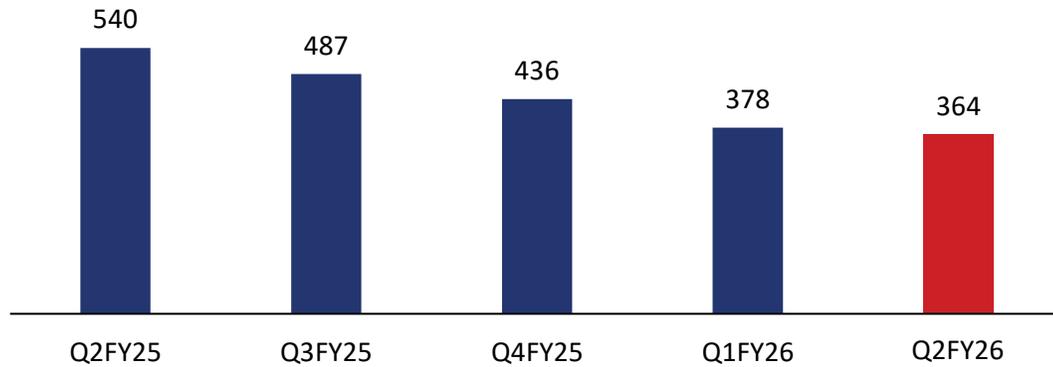
State Wise Deposit Mix (September-25)



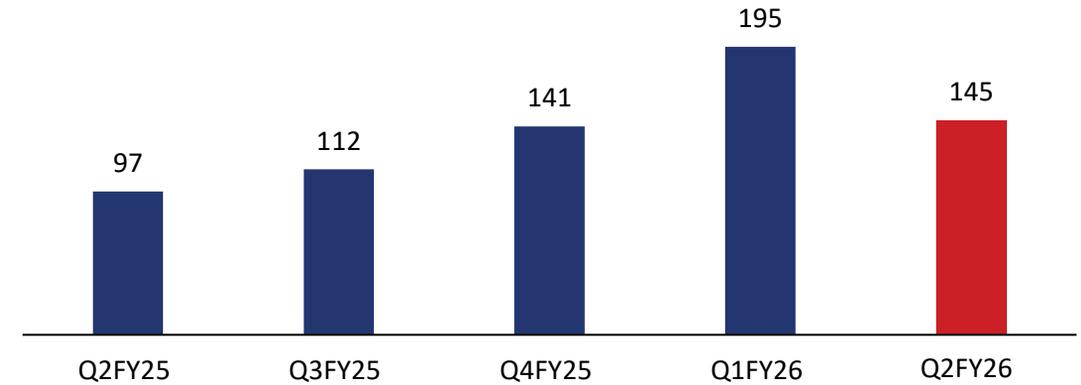
## Key Financial Metrics

# Key Profitability Metrics

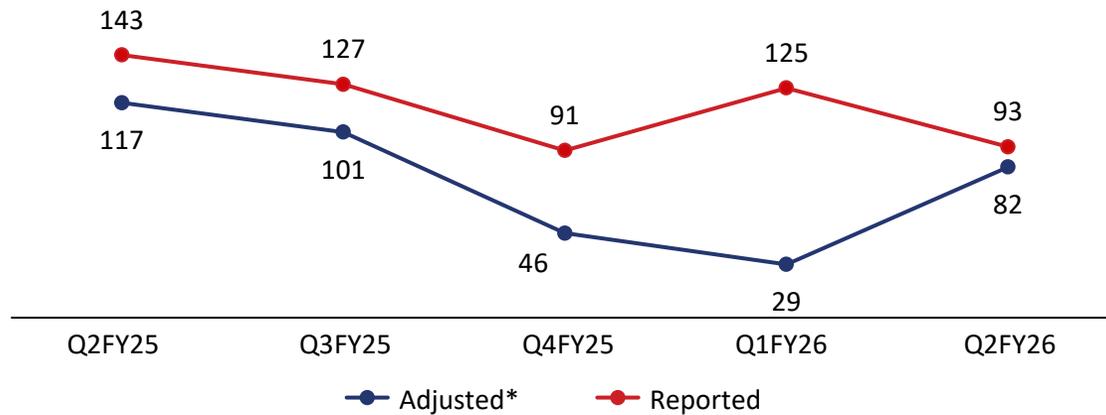
Net Interest Income (₹ Crs)



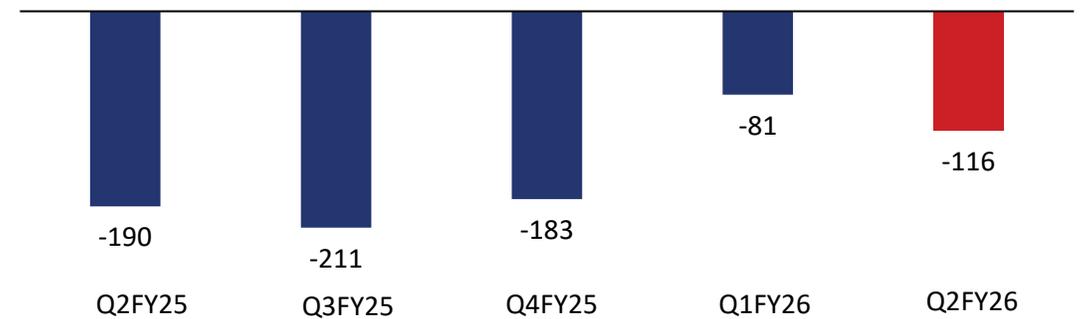
Non-Interest Income (₹ Crs)



Pre-Provision Operating Profit (₹ Crs)



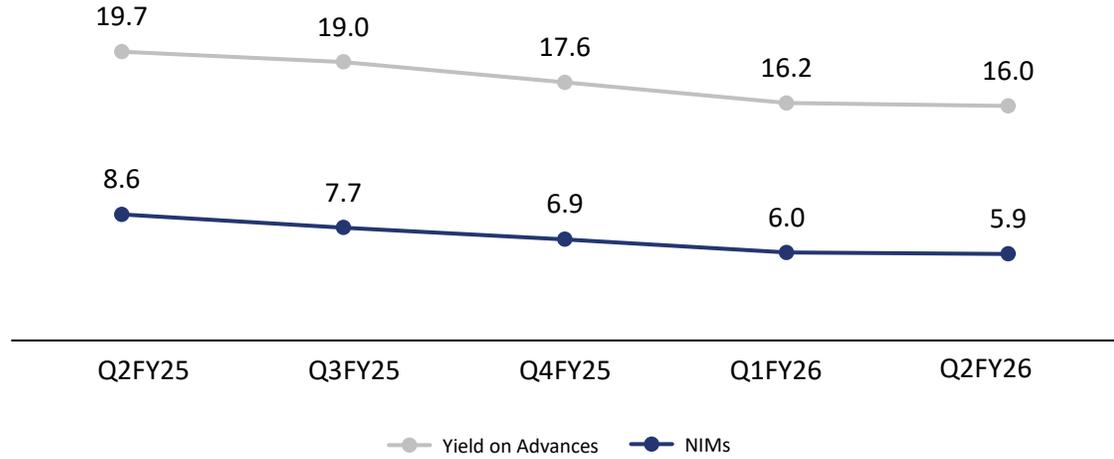
Profit /Loss After Tax (₹ Crs)



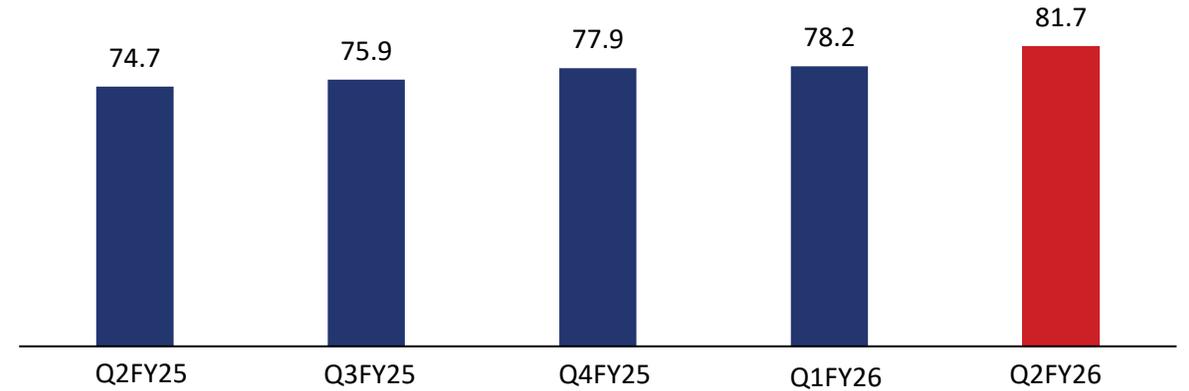
\* Adjusted for Treasury and PSLC Income in Other Income

# Key Profitability Ratios

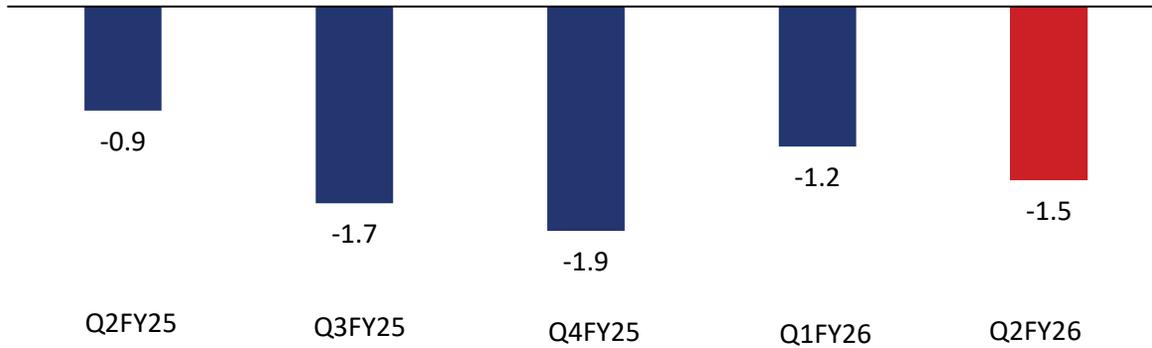
### Margins# (%)



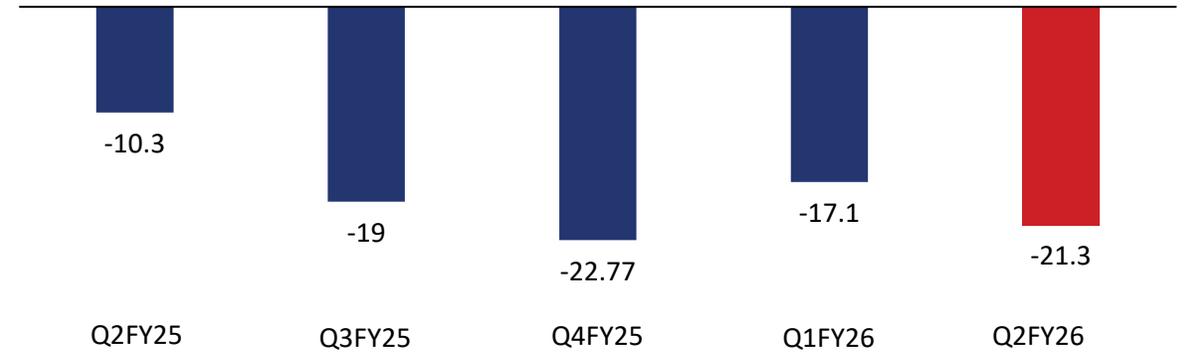
### Cost to Income (%)



### ROA\* (%)



### ROE\* (%)



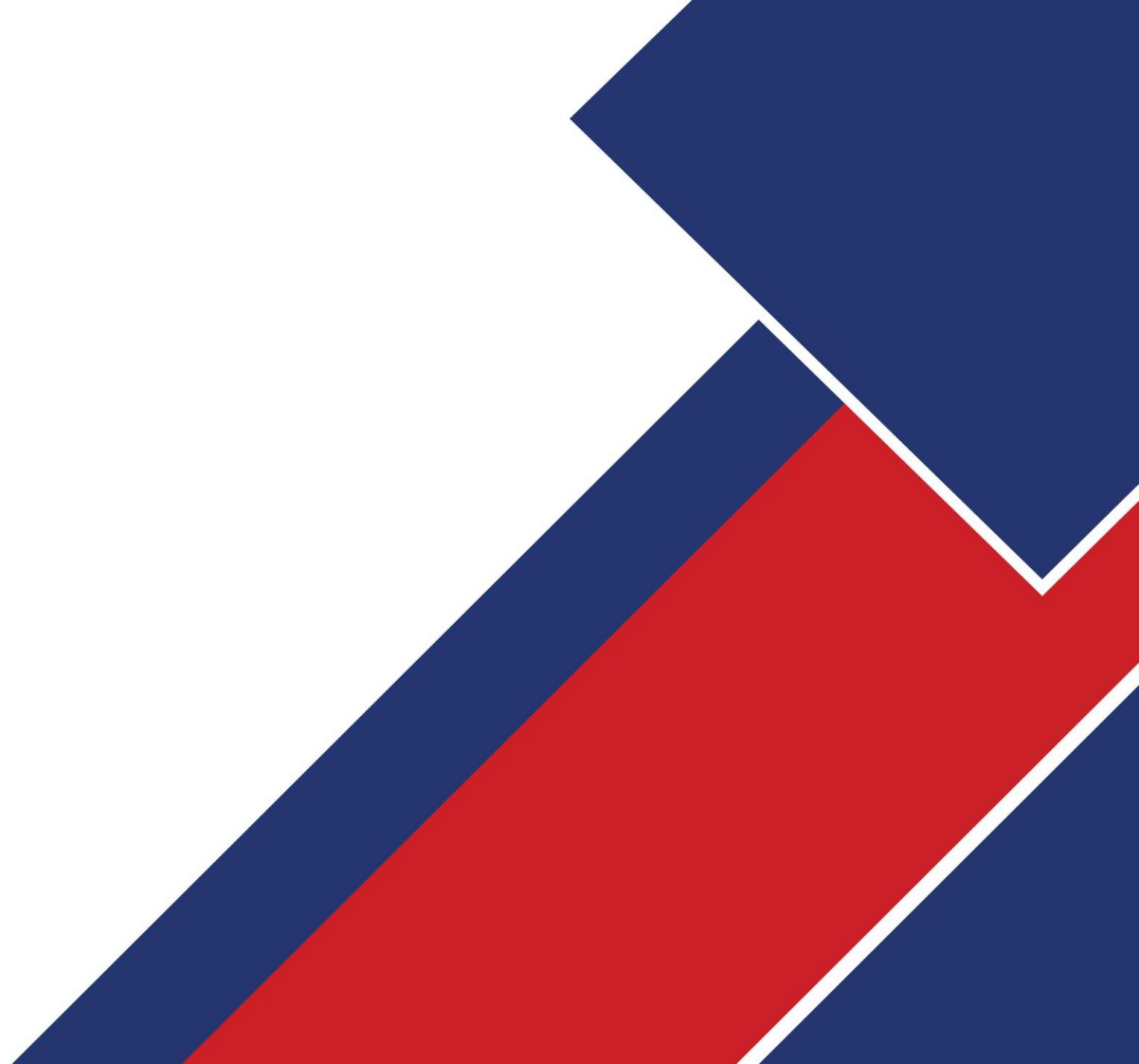
# Profit & Loss Statement – Q2 and H1 FY26

Particulars (₹ Crs)	Q2FY26	Q2FY25	Y-o-Y	Q1FY26	Q-o-Q	H1FY26	H1FY25	Y-o-Y
Interest Income	819.82	995.28	-17.6%	828.23	-1.0%	1,648.05	2,017.62	-18.3%
Interest Expense	455.77	456.06	-0.1%	450.36	1.2%	906.12	890.17	1.8%
<b>Net Interest Income</b>	<b>364.05</b>	<b>539.22</b>	<b>-32.5%</b>	<b>377.87</b>	<b>-3.7%</b>	<b>741.93</b>	<b>1,127.45</b>	<b>-34.2%</b>
Other Income	145.16	97.73	48.5%	195.14	-25.6%	340.30	213.13	59.7%
<b>Net Total Income</b>	<b>509.21</b>	<b>636.95</b>	<b>-20.1%</b>	<b>573.01</b>	<b>-11.1%</b>	<b>1,082.23</b>	<b>1,340.58</b>	<b>-19.3%</b>
Employee Benefits Expense	158.40	193.06	-18.0%	190.43	-16.8%	348.83	296.54	17.6%
Depreciation and Amortization Expense	16.57	14.65	13.1%	16.30	1.7%	32.87	28.46	15.5%
Other Expenses	241.01	286.21	-15.8%	241.36	-0.1%	482.37	618.51	-22.0%
<b>Operating Expense</b>	<b>415.97</b>	<b>493.92</b>	<b>-15.8%</b>	<b>448.09</b>	<b>-7.2%</b>	<b>864.06</b>	<b>943.51</b>	<b>-8.4%</b>
<b>Pre-Provision Operating Profit</b>	<b>93.25</b>	<b>143.03</b>	<b>-34.8%</b>	<b>124.92</b>	<b>-25.3%</b>	<b>218.17</b>	<b>397.07</b>	<b>-45.1%</b>
Provisions	248.67	339.69	-26.8%	234.12	6.2%	482.79	508.81	-5.1%
<b>Exceptional Items</b>	<b>-</b>	<b>58.00</b>		<b>-</b>		<b>-</b>	<b>58.00</b>	
<b>Profit before tax</b>	<b>(155.42)</b>	<b>(254.66)</b>		<b>(109.20)</b>		<b>(264.62)</b>	<b>(169.74)</b>	
Tax Provisions	(39.61)	(64.59)		(27.98)		(67.59)	(42.44)	
<b>Profit After Tax</b>	<b>(115.81)</b>	<b>(190.07)</b>		<b>(81.22)</b>		<b>(197.03)</b>	<b>(127.30)</b>	
Earnings Per Share (Diluted)	(2.24)	(3.69)		(1.57)		(3.81)	(2.47)	
<b>Breakup of Other Income</b>								
Loan Processing Fees	49.66	21.84	127.4%	25.87	92.0%	75.53	48.35	56.2%
Profit on sale of investments (Net)	(5.07)	22.75		68.41		63.34	32.33	95.9%
Profit on revaluation of investments (Net)	(5.27)	3.05		(38.42)		(43.69)	3.38	
Recovery on written off loan	9.29	3.14	195.8%	11.26	-17.5%	20.55	7.69	167.2%
PSLC Income	21.94	-		66.11	-66.8%	88.05	31.41	180.3%
Account maintenance charge	5.34	3.56	49.9%	3.08	73.2%	8.42	6.37	32.1%
Third Party Product Income	33.14	17.85	85.7%	26.73	24.0%	59.87	34.05	75.8%
Other charges	36.14	25.54	41.5%	32.10	12.6%	68.24	49.55	37.7%
<b>Total</b>	<b>145.16</b>	<b>97.73</b>	<b>48.5%</b>	<b>195.14</b>	<b>-25.6%</b>	<b>340.30</b>	<b>213.13</b>	<b>59.7%</b>

# Balance Sheet

Particulars (₹ Crs)	Sep-25	Mar-25	Mar-24	Mar-23
<b>CAPITAL AND LIABILITIES</b>				
Capital	515.51	515.43	514.78	449.47
Employee Stock Option Outstanding	5.20	4.04	5.68	5.88
Reserves and Surplus	1,232.99	1,429.58	1,971.33	1,259.66
Deposits	22,894.07	23,276.44	19,867.80	14,665.63
Borrowings	2,112.80	1,405.73	3,222.53	3,354.20
Other Liabilities and Provisions	368.47	547.07	504.76	488.83
<b>Total Capital and Liabilities</b>	<b>27,129.04</b>	<b>27,178.29</b>	<b>26,086.88</b>	<b>20,223.66</b>
<b>ASSETS</b>				
Cash and Balances with Reserve Bank of India	951.39	1,351.43	1,364.65	739.55
Balances with Banks and Money at Call and Short Notice	74.26	627.68	58.28	27.50
Investments	6,396.19	5,995.26	5,541.02	4,888.53
Advances	18,198.79	18,027.87	18,293.11	13,924.33
Fixed Assets	435.30	300.42	207.55	187.93
Other Assets	1,073.11	875.62	622.27	455.82
<b>Total Assets</b>	<b>27,129.04</b>	<b>27,178.29</b>	<b>26,086.88</b>	<b>20,223.66</b>

# Company Overview



# A social business driven by providing “Joy of Banking” to customers

## Vision

"To be India's leading social bank that offers equal opportunities for the whole society through universal access and financial deepening, thus promoting financial inclusion, livelihood and economic development as a whole"

## Mission

"To provide responsive banking services to the underserved and un-served households in India facilitated by customer-centric products, high quality service and innovative technology."

ESAF Small Finance Bank, promoted by Dr. Kadambelil Paul Thomas and ESAF Financial Holdings, began operations on March 10, 2017, and became a Scheduled Commercial Bank in December 2018. The Bank is committed to financial inclusion, with a strong focus on the retail segment, MSMEs, and underserved segments, offering innovative, technology-driven solutions to support sustainable growth

ESAF SFB has adopted a **triple bottom line approach** towards business in line with the motto – ‘fighting the partiality of prosperity’. The triple bottom line approach of ESAF SFB focuses on the following 3 Ps:



**People**  
Promoting financial inclusion and gender equality through specialized financial services



**Planet**  
The protection of the environment and ensuring sustainable development



**Prosperity**  
Establishing a governance framework to ensure accountability, transparency and compliance



ESAF SFBs focus is on **unbanked and under-banked customer segments, especially in rural and semi-urban areas, as well as catering to all customer segments**



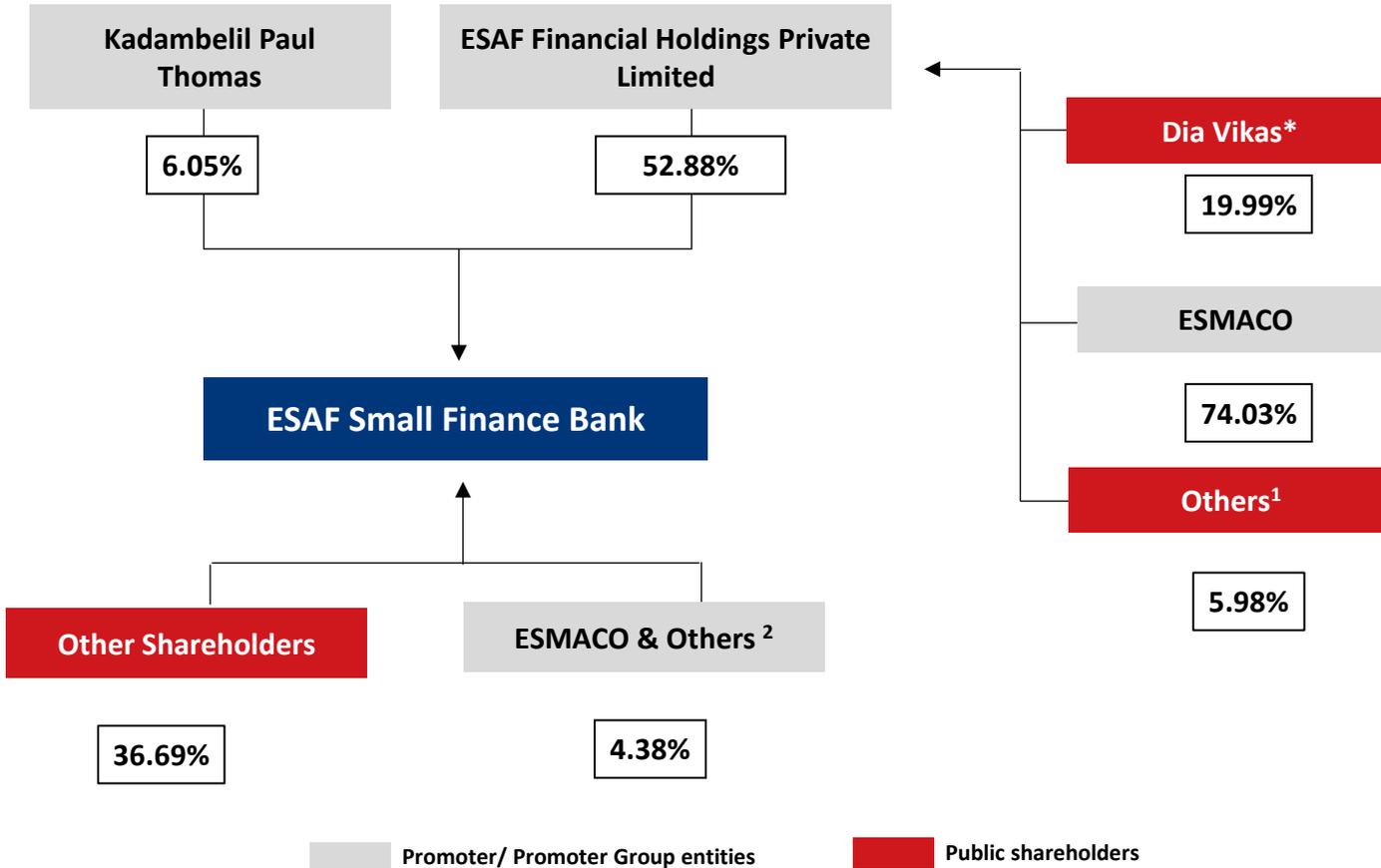
ESAF SFBs business model focuses on the principles of **responsible banking, providing customer-centric products and services through the innovative application of technology**



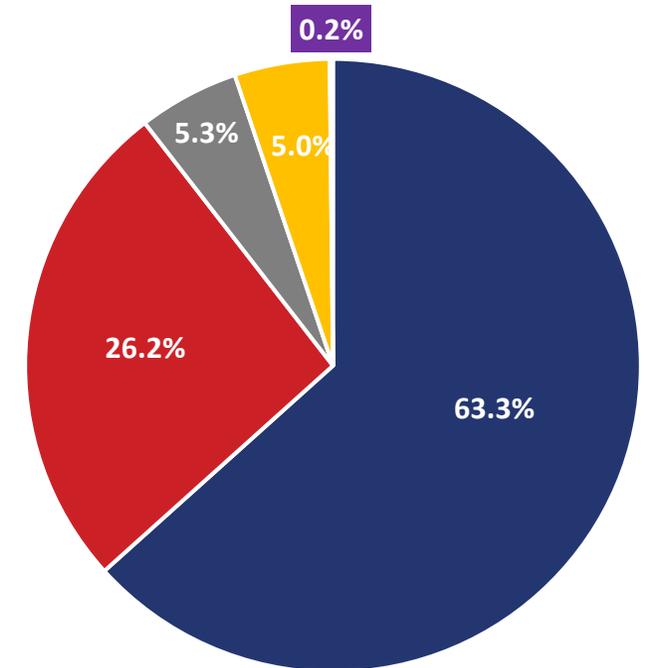
ESAF SFB has a strong focus on **leveraging technology** to deliver products and services and it continuously works towards improving its **customers' experience through the use of technology**

# Shareholding Structure

Structure as on June 30, 2025



Distribution as on September 30, 2025

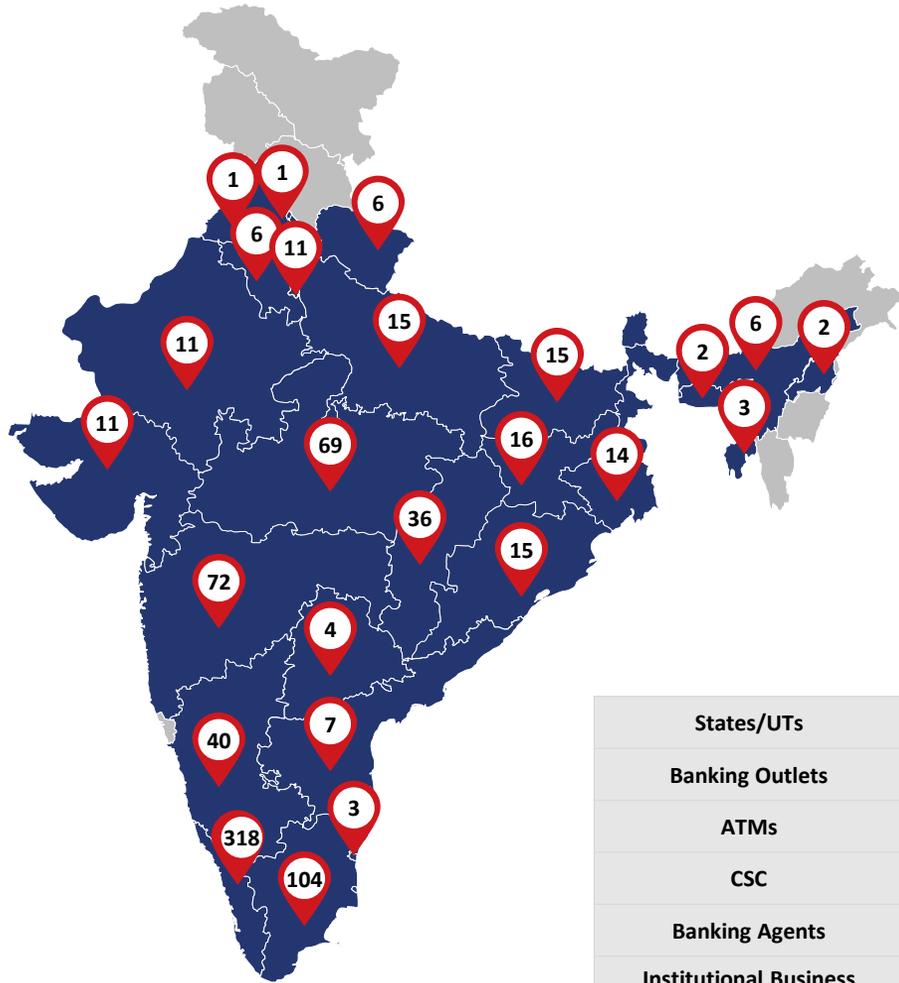


- Promoters
- Retail Shareholders
- Corporate Bodies
- Insurance Companies
- Foreign Portfolio Investors

<sup>1</sup>Other Shareholders include ESAF Staff Welfare Trust, Cedar Retail Pvt Ltd. and Individuals;  
<sup>2</sup>Others include individuals forming part of the promoter group  
 \*Dia Vikas Capital Private Limited

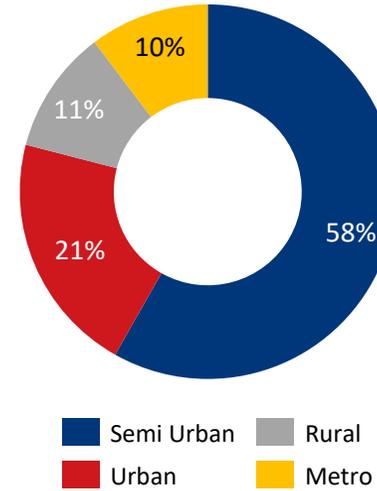
# Pan India Presence

ESAF SFB has a large national footprint with presence in 24 states & 2 UTs



States/UTs	26
Banking Outlets	788
ATMs	718
CSC	1,110
Banking Agents	5,041
Institutional Business Correspondents	33
Business Facilitators	737

Split of banking outlets across locations



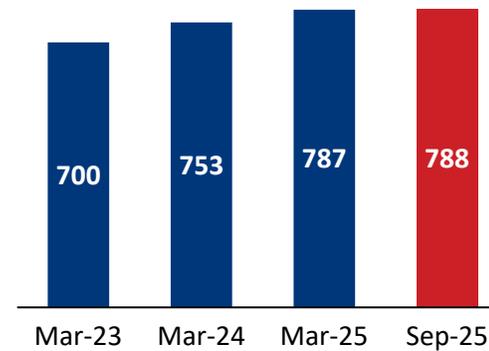
■ Semi Urban ■ Rural  
■ Urban ■ Metro

Footprint in Rural & Semi-urban

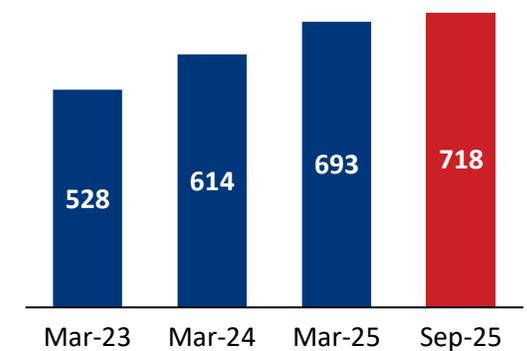
**53%**  
Customers in rural and semi-urban areas

**69%**  
Banking outlets in rural and semi-urban areas

Banking Outlets (Nos.)



ATM Count (Nos.)



# Journey So Far

## 2024

- Operationalisation of Authorised Dealer Category 1 Licence (Foreign Exchange operations)
- Tied up with Edelweiss Life Insurance to broaden the range of insurance products
- Entered into a corporate agency partnership with Care Health Insurance Company to provide health coverage to the eligible customer base
- Launch of Bank Credit Card

## 2025

- Presented with the Most Sustainable Companies Award in BFSI at BT India's Most Sustainable Companies Summit

## 2022

- Bestowed with the Prestigious Rising Brand of Asia Award
- Presented with the Synnex-Small Finance Bank of the Year Award
- Won the Inclusive Finance India Award 2022

## 2023

- Clinched the Excellence in Customer Service and Product Distribution Award
- Listed on BSE & NSE on 10th November 2023
- Received ESG Rating of 51.8 against the industry average of 59
- Tied up with Kotak Life Insurance to broaden the range of insurance products

## 2020

- Crossed ` 100,000 million in business
- Honoured with the Energy & Environment Foundation
- Global Sustainability Award 2020
- Crossed 500 retail banking outlets

## 2021

- Received the Great Place to Work certification

## 2018

- Selected by the Government of India for the Atal Pension Yojana
- Launched 100 new retail banking outlets in a year
- Became a member of the Global Alliance for banking on values (GABV)
- Received 'Scheduled Bank' Status
- Granted approval by the RBI for NRI operations
- Became one of the finalist at the prestigious European Microfinance Award
- Awarded the PFRDA Award

## 2019

- Established 222 new retail banking outlets in a year
- Became the first runner-up of the ASSOCHAM Award 2019
- Received the SKOCH Award of Banking Gold for providing accessible and affordable banking services to financially underserved areas.
- Bagged the Economic Times Best BFSI Brand 2019 Award

## 2016

Received the licence to commence banking operations from the RBI

## 2017

Commenced banking operations, becoming the first bank from Kerala since Independence



**Agri-Lending**

## Agri-Lending Products

- ESAF Dairy Development Loan
- ESAF Kisan Credit Card (E-KCC)
- ESAF Haritha Loan
- Kisan Jyothi
- ESAF Farmer Producer Organisation (FPO) Finance
- ESAF Kisan Pragati
- ESAF Kisan Saral
- ESAF Farmer Interest Group Loan
- ESAF SHG-BLP
- ESAF Kisan Vriddhi



**MSME**

## MSME

- TReDS (Trade Receivables Electronic Discounting System)
- QR Loan
- Udyog Saral Loan
- MSME GST Power
- MSME Business LAP
- MSME Udyog Loans
- Micro Enterprise Loans
- Vypar Vikas Yojna



**Micro Banking**

## Micro Banking

- Microfinance Loans
- Other Micro Loans



**Retail Assets**

## Retail Assets

- Dream Housing Loans
- Affordable Housing Loans
- Loan Against Property
- Dream Education Loans
- Lease Rental Discounting
- School Loans
- Vehicle Loans
- Personal Loans
- Clean Energy Loans
- Salary Overdraft
- Agri Gold Loans
- Easy Gold Loans



**Retail Liability**

## Retail Liabilities

- Current Accounts
- Savings Accounts
- Term Deposits
- Debit Card
- Safe Deposit Lockers
- Foreign Exchange Services

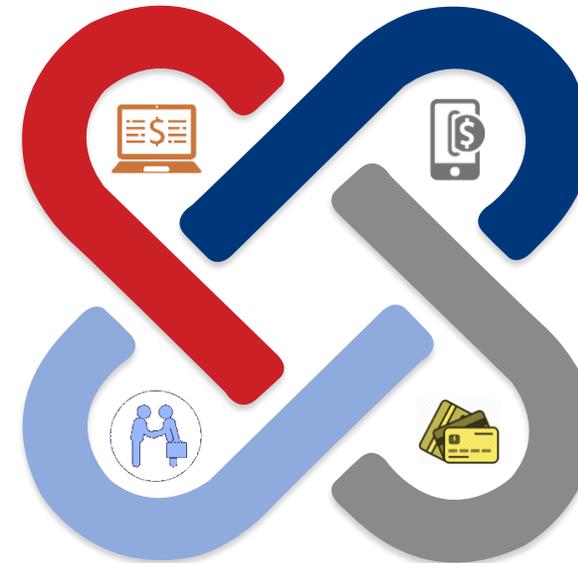
- Multiple channels for servicing the customers in an efficient manner
- BC network allows dual advantage
  - Better understanding of customer requirements
  - Constant engagement with micro loan customers to have door-step banking without any hassle
- Digital channels viz. internet banking and mobile banking offerings in line with the evolving technology in banking industry
- Growing ATM network

## Banking Outlets

- Provision for full-fledged banking product & services
- Branch Operations
- Customer Service

## Institutional Business Correspondents (BCs)

- Sourcing and servicing of customers for micro loans, mortgage loans, vehicle loans, MSME loans, agricultural loans, select deposit and third-party products
- 33 Institutional Business Correspondents



## Digital Banking

- Application (compatible with Android and iOS) that connects with the National Payments Corporation of India's unified payments interface platform
- Enable customers to pay bills, transfer funds to other banks instantaneously and use scan and pay facilities at merchant outlets
- Miss call Banking
- WhatsApp Banking

## ATMs and Debit Cards

- Widespread ATM coverage
- RuPay branded ATM-cum-debit cards

# Technology Driven Model With An Advanced Digital Technology Platform

ESAF SFB has continuously worked towards improving its customers' experience through the use of technology. Such initiatives have enabled the Bank to deliver improved customer service in a cost-effective manner

## DIGITAL MEASURES

Various digital platforms including an internet banking portal, a mobile banking platform, SMS alerts, bill payments, etc. for all banking and payment transactions like remittances, utility payments, etc.

## DIGITALISED CENTRAL CPU

Digitalised central credit processing unit for Micro Loans using inputs from credit bureau and customer data analytics for underwriting & credit sanctioning

## CUSTOMER SERVICING

VERNACULAR SUPPORT 24/7 call center facility with multi-lingual agents. All calls are recorded and made available for monitoring, quality control and reference purposes by customer service quality department

## CASHLESS DISBURSEMENT

Implemented technology solutions that enable the company to ensure cashless disbursements of loans. The collections mechanism has also been digitalised through the use of mobile applications

## REDUCED TAT

Digitalised account opening & loan underwriting process by using tablets contributing to reduced turnaround time and better services to customers

## E-SIGN

For better customer service and environment conservation ESAF SFB introduced E sign for micro loan disbursals

## 1 Increase Deposits

- Target new & existing customers for CASA, fixed deposits and recurring deposits by focusing on customer service & offering competitive pricing
- Add more BCs for sourcing deposits from micro loan customers
- Appoint dedicated relationship managers to target HNI customers
- Focus on high NRI remittances regions by launching targeted campaigns around festivals, conducting marketing activities at airports, malls, etc., and entering into tie-ups with third parties, such as remittance arrangers

## 2 Increase Advances

- **Micro Loan Business:**
  - Cross selling and up-selling to its customer base
  - Appoint new BCs and have its banking agents start to source customers.
- **Retail Loans:**
  - Increased focus by targeting agriculturists/small farmers, salaried employees, students etc. in small towns/rural India
  - Offer personalized loan products to salaried account holders
- **MSME Loans:**
  - Help its Micro Loan customers to grow their business with additional funding
  - Find more customers for small ticket term loans
  - Increase supply chain finance by partnering with fintech/tech platforms to find more customers for its working capital loans
- **Agriculture Loans:**
  - Appointing agri relationship officers in more states
  - Entering into relationships with more FPOs
- **Gold Loan:**
  - Increased focus on Portfolio
  - Focus on small ticket size loans
- **Collections:**
  - Increased focus on Portfolio collection
  - Focus on improving asset quality

## 3 Deeper Penetration

- Open additional Branches, ATMs along with engaging existing & new BCs to go deeper in existing states
- Continue to open branches in urban and semi-urban areas taking into account aggregate deposits, deposit growth, number of urban households, households with banking access, share of PSU deposits and total NRI remittances

## 4 Increase Fee Income

- Expand third-party product and service offerings like mutual funds distribution and other fee-based offerings
- Plan to offer bank guarantees and letters of credit to MSMEs
- Commission income from Treasury/Forex Business

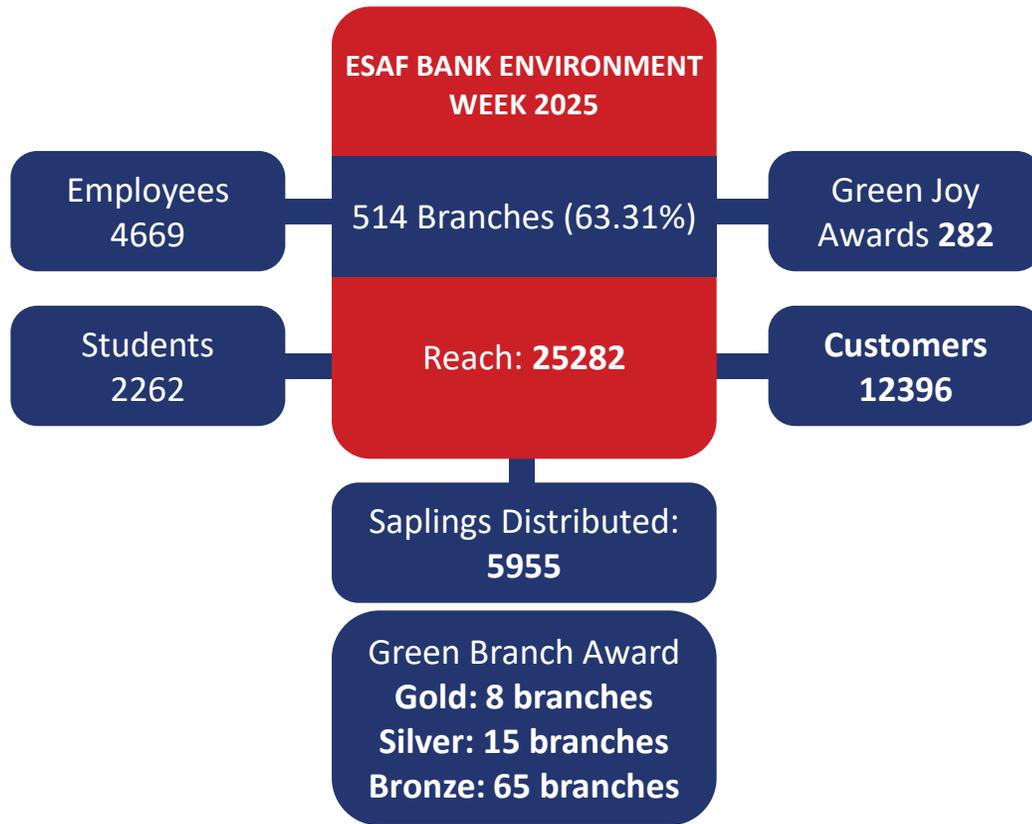
## 5 Leverage Technology And Customer Data Analytics

- Enhance technology platforms such as internet banking, mobile banking, ATMs, customer service applications & payment interfaces
- This will enable us to perform more reliable data analytics, resulting in more efficient risk management processes & targeted customer profiling

## 6 Focus on Recovery

- Focus on asset quality improvement by way of use of data analysis, Specialized work force, rationalising ticket size to afford instalments in fresh lending, increasing the customer engagement activities etc.

# Sustainability & ESG Performance – ESAF SFB’s social business strategy



The Bank received ISO 26000:2010 certification during FY 23-24. It is a recognition for the Bank’s range of inclusive financial services for social and environmental resilience and returns to individuals, professionals and businesses through ethical practices and global standards. It is a comprehensive certification on the Social Responsibility covering seven core subjects:

- Community Engagement and Development
- Environmental Stewardship
- Human Rights
- Labour Practices
- Consumer Protection
- Fair Operating Practices
- Organisational Governance



## Water 2 Earth Campaign



- Competitions at School
- Beach Cleans ups
- Water pledge conserving Marine ecosystem

## Sustainability Resource Lectures (Green Grow Glow Series)



Learning Module through E shiksha



Webinar by Shri. Christudas KV, CEO ESAF Co operative



www.esafbank.com  
enquiry@esafbank.com

24x7 Toll Free: 1800-103-3723



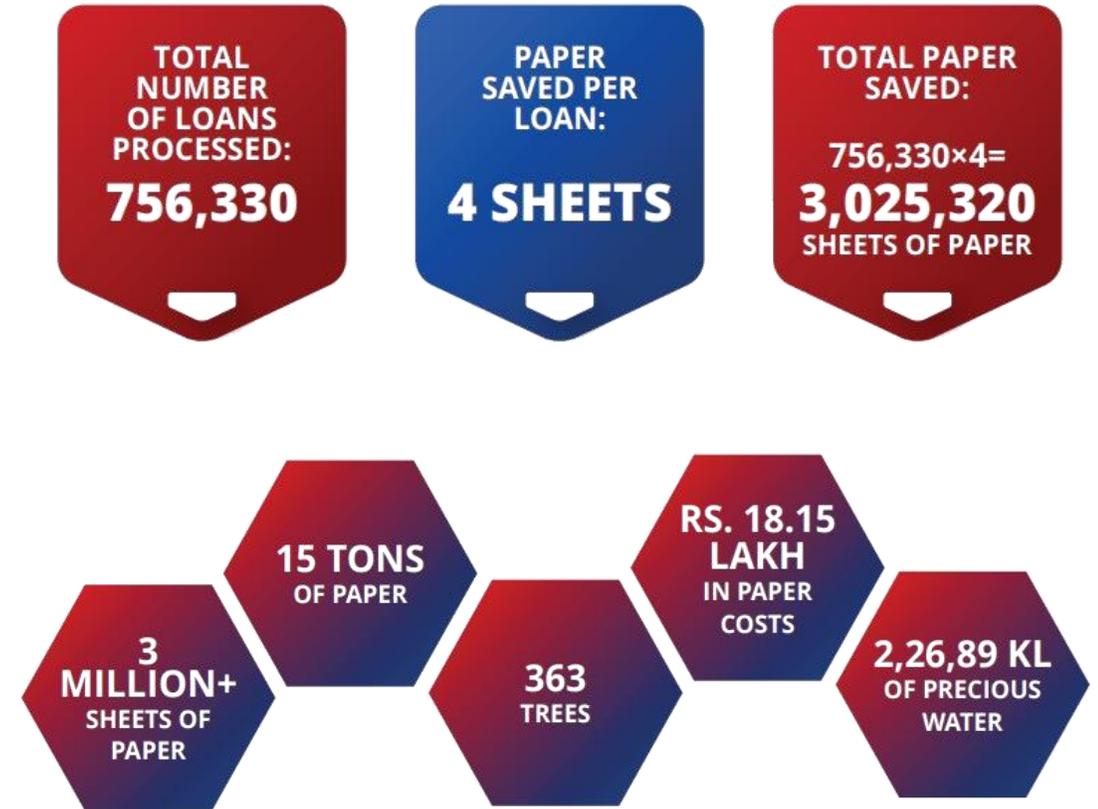
ESAF SMALL FINANCE BANK  
Joy of Banking

# Highlights of the study reports for improving ESG materiality

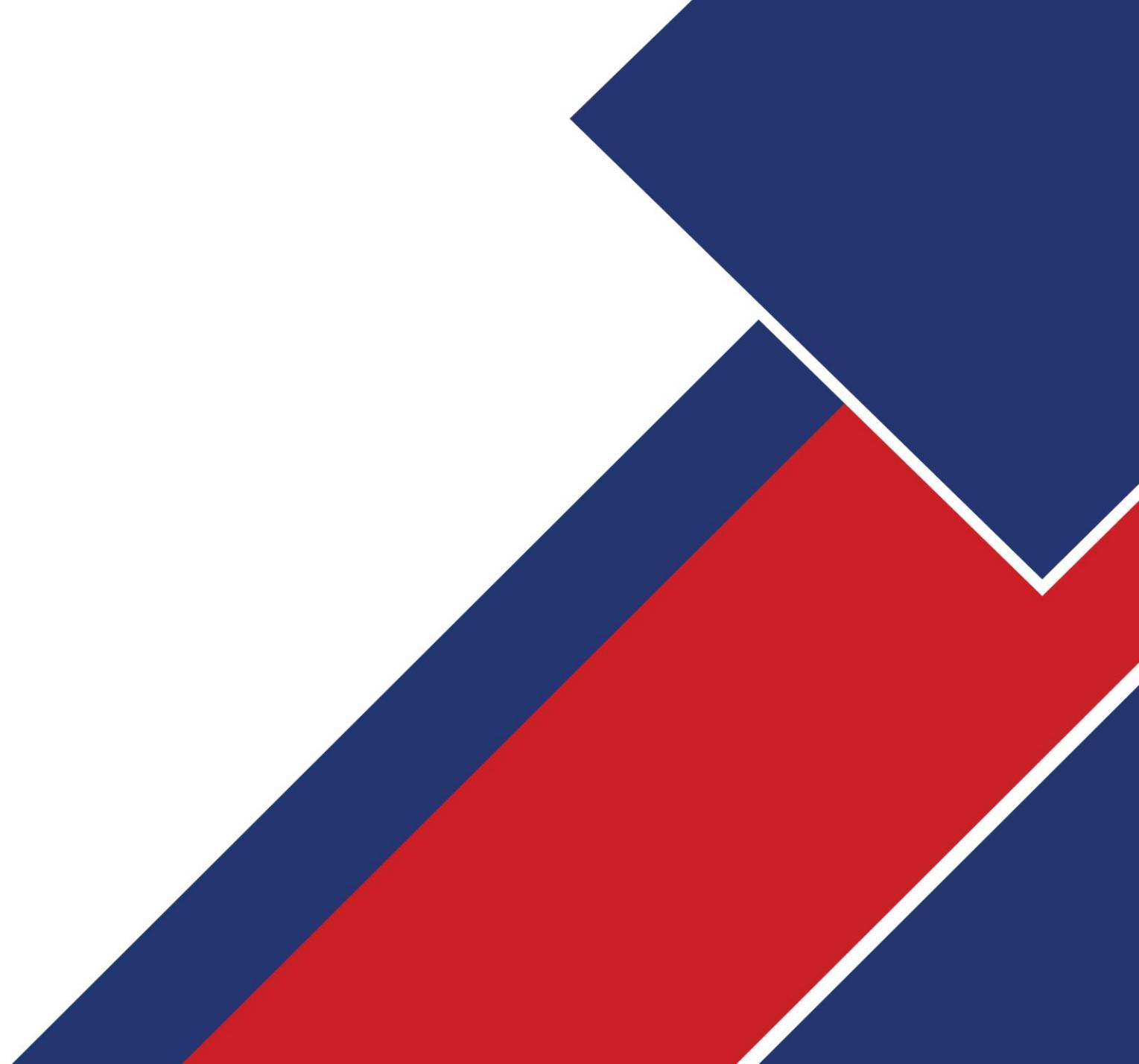
Automation of Internal systems has made a positive impact on environment with improved Governance and Employee Productivity



Paper reduction and related environmental impact through E Sign

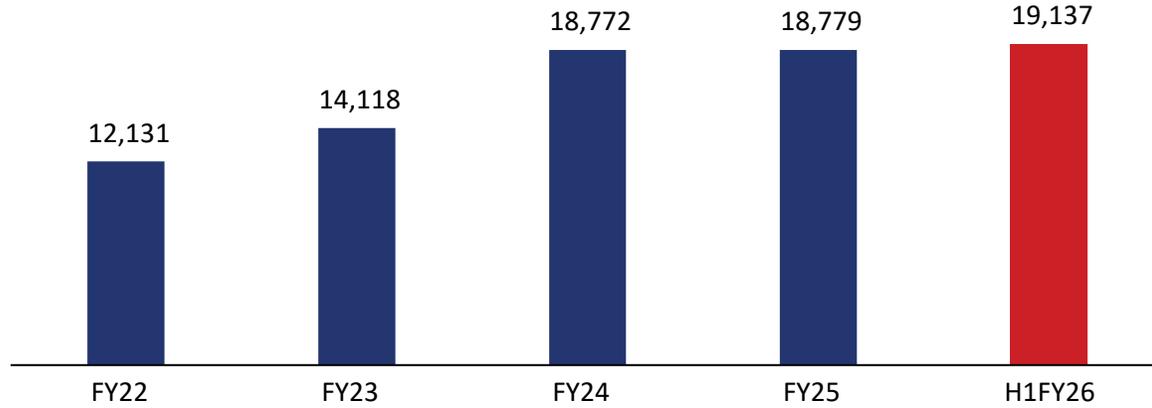


# Annexures

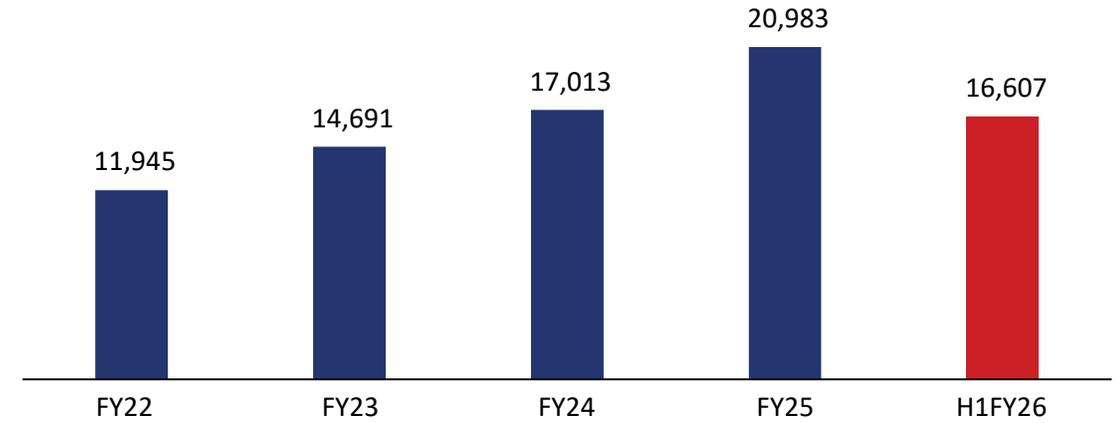


# Key Financial Metrics

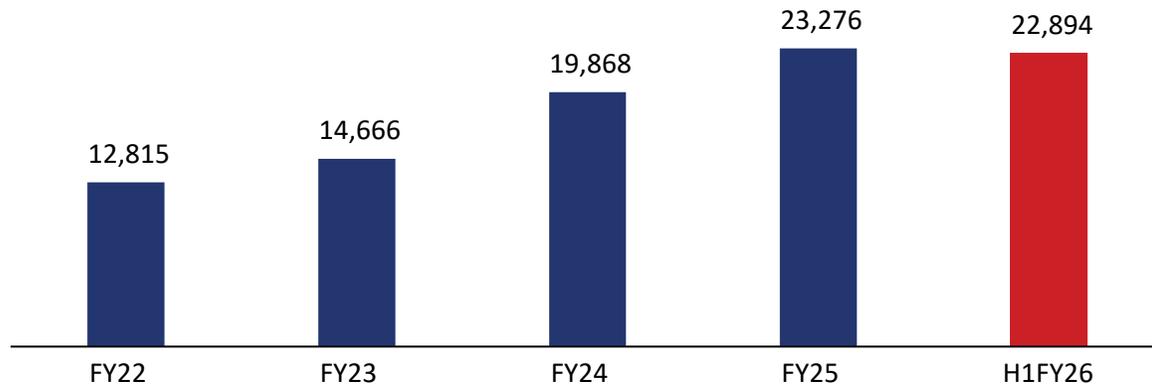
Gross Advances (₹ Crs)



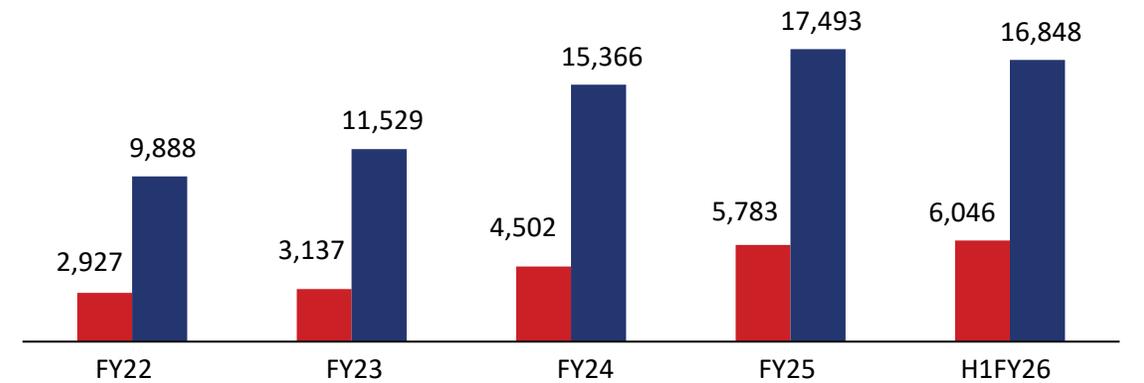
Disbursements (₹ Crs)



Total Deposits (₹ Crs)



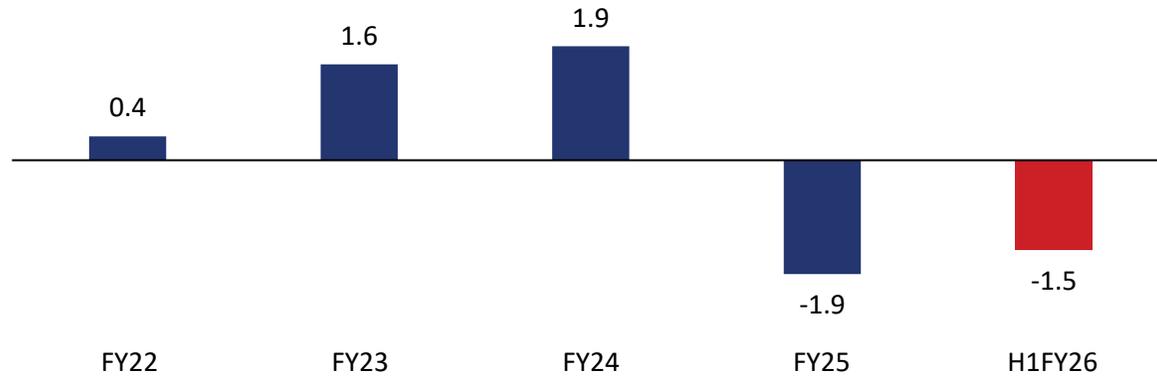
CASA & Term Deposits (₹ Crs)



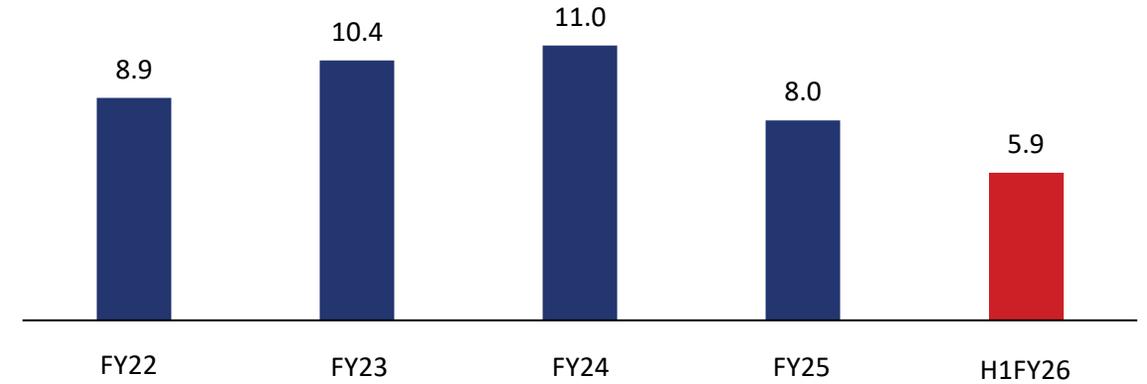
■ CASA ■ Term Deposits

# Key Financial Metrics

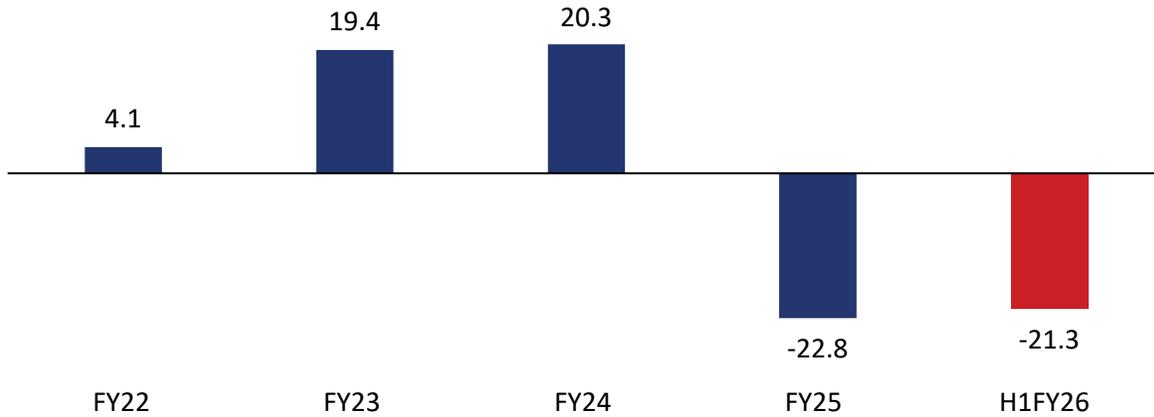
**ROA\* (%)**



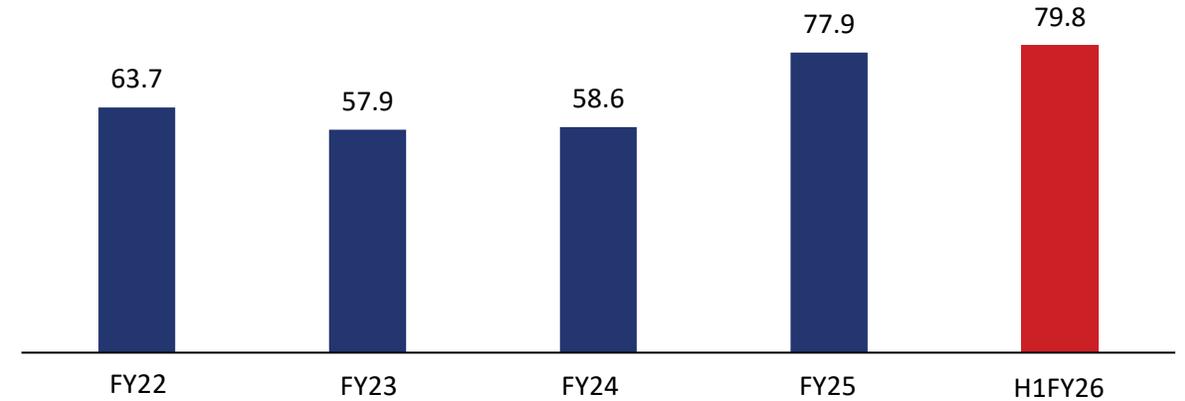
**NIM\* (%)**



**ROE\* (%)**

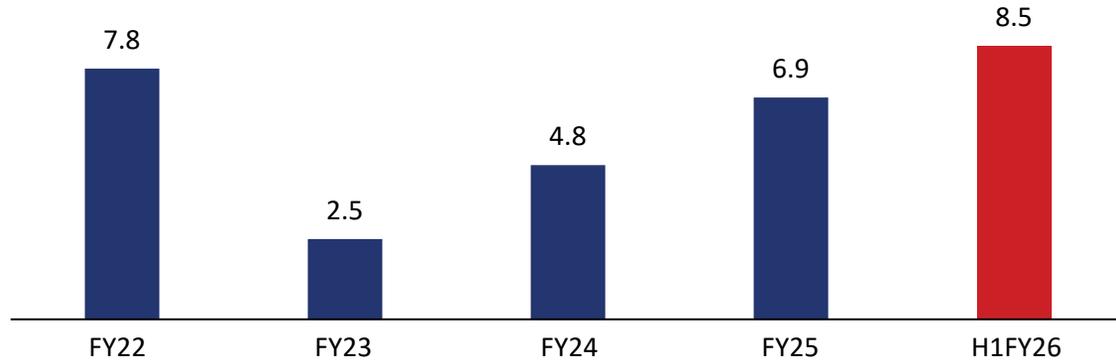


**Cost to Income (%)**

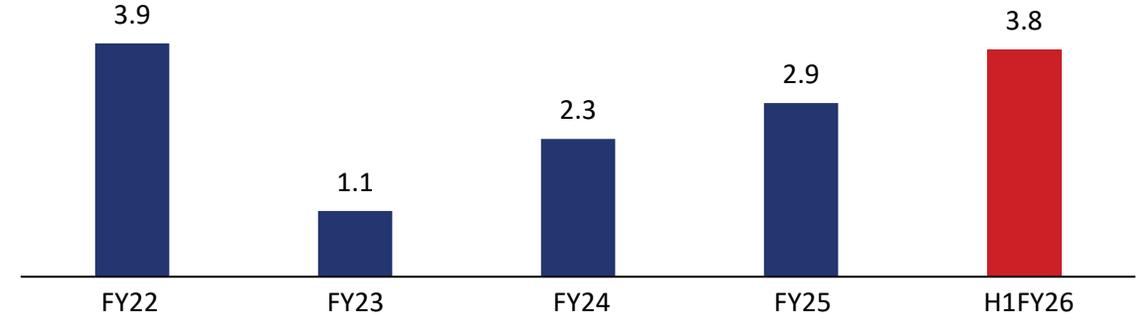


# Key Financial Metrics

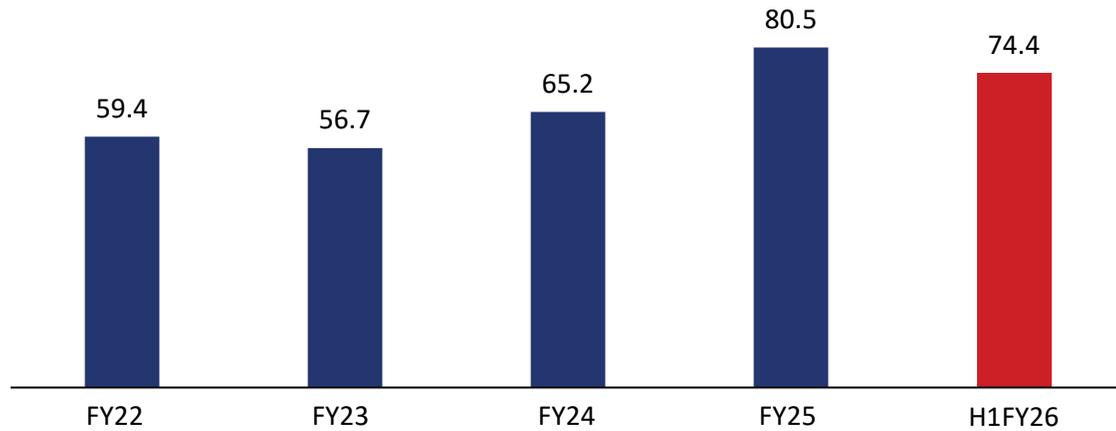
### GNPA (%)



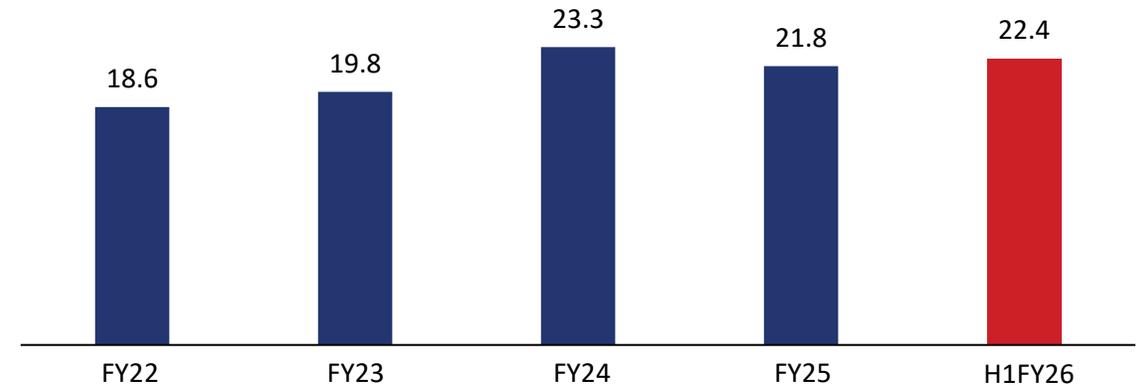
### NNPA (%)



### PCR (%)

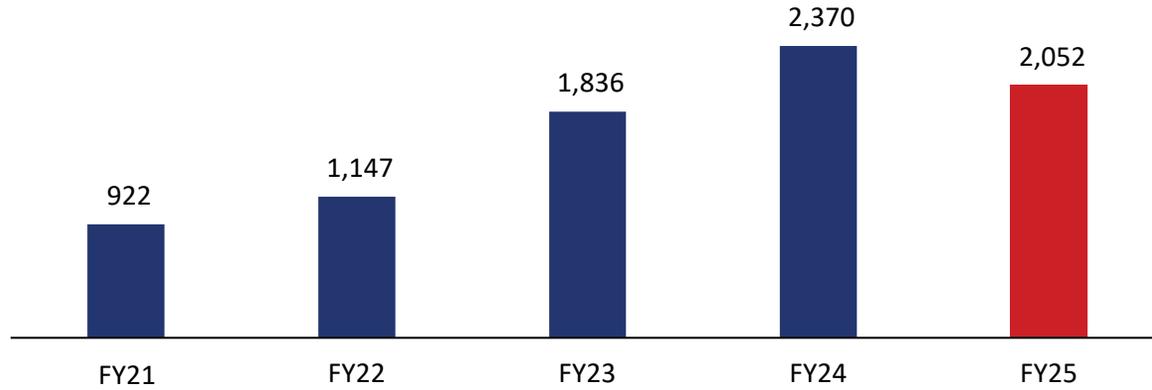


### CRAR (%)

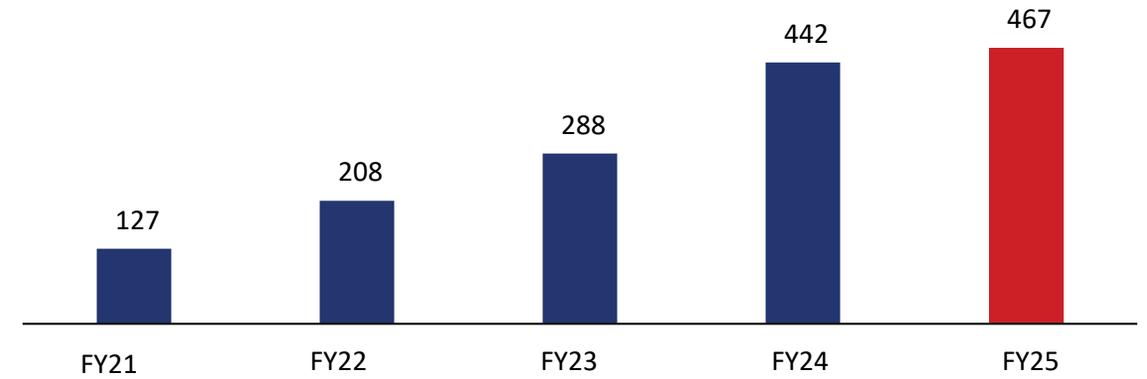


# Key Financial Metrics

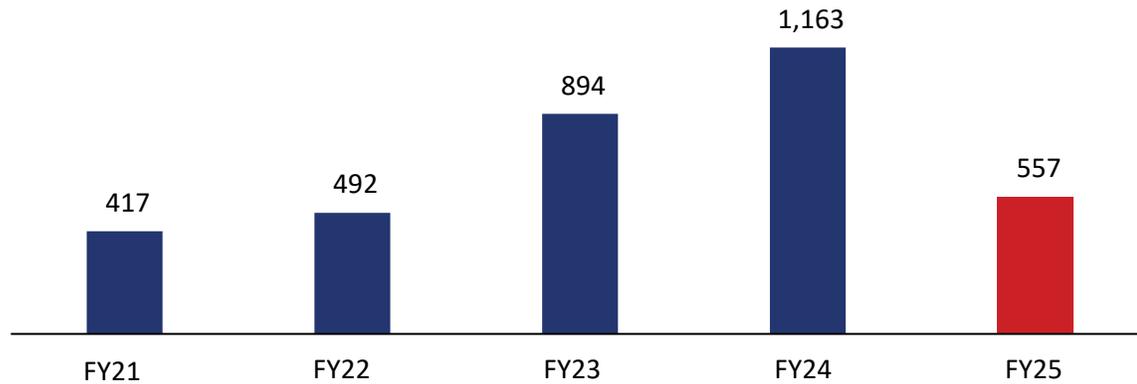
### Net Interest Income (₹ Crs)



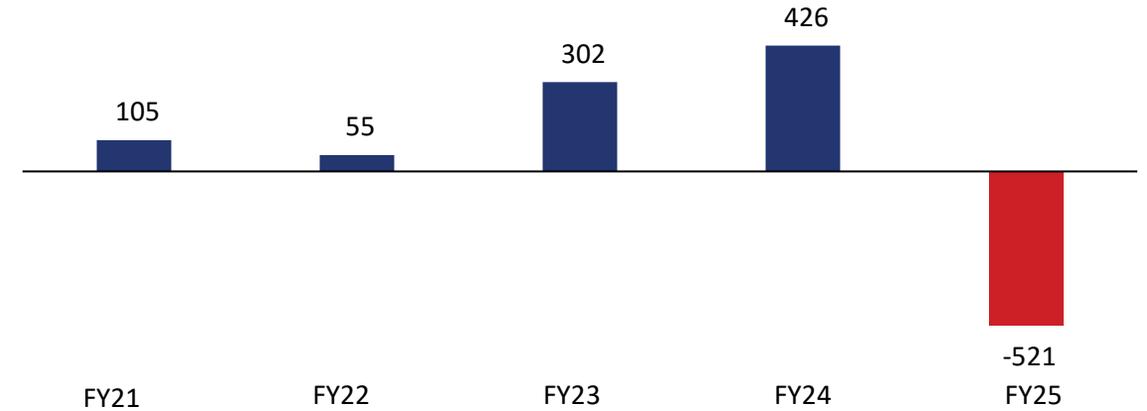
### Non-Interest Income (₹ Crs)



### Pre-Provision Operating Profit (₹ Crs)



### Profit /Loss After Tax (₹ Crs)



# Profit & Loss Statement

Particulars (₹ Crs)	FY25	FY24	FY23	FY22
Interest Income	3,862	3,818	2,854	1,940
Interest Expense	1,811	1,449	1,017	793
<b>Net Interest Income</b>	<b>2,052</b>	<b>2,370</b>	<b>1,836</b>	<b>1,147</b>
Other Income	467	442	288	208
<b>Net Total Income</b>	<b>2,519</b>	<b>2,812</b>	<b>2,124</b>	<b>1,355</b>
Employee Benefits Expense	660	363	278	232
Depreciation and Amortization Expense	59	51	42	33
Other Expenses	1,242	1,235	911	598
<b>Operating Expense</b>	<b>1,962</b>	<b>1,649</b>	<b>1,231</b>	<b>863</b>
<b>Pre-Provision Operating Profit</b>	<b>557</b>	<b>1,163</b>	<b>894</b>	<b>492</b>
Provisions (other than tax and contingencies)	1,250	592	488	418
<b>Profit before tax</b>	<b>(693)</b>	<b>570</b>	<b>406</b>	<b>74</b>
Tax Provisions	(172)	145	104	19
<b>Profit After Tax</b>	<b>(521)</b>	<b>426</b>	<b>302</b>	<b>55</b>
Earnings Per Share Diluted	(10.12)	8.94	6.73	1.22

# High Quality Board At The Helm Of The Organization

## Ravimohan Periyakavil Ramakrishnan

Part time Chairman & Non-Executive Independent Director

- Bachelor's and master's degree in science from Kerala University, master's degree in business administration from Birmingham University and; certified associate of Indian Institute of Bankers (IIB)
- Previously employed as a chief general manager in the department of banking supervision of the Reserve Bank of India
- Has also held the position of a resident advisor, financial sector supervision, International Monetary Fund, AFRITAC South, Mauritius

## Kadambelil Paul Thomas

Managing Director and Chief Executive Officer

- Doctorate from Kerala Agriculture University and Vels University Chennai
- Master's degree in business administration from Annamalai University
- Served as the founder secretary cum honorary executive director of Evangelical Social Action Forum for over 25 years and was the chairman and managing director of ESAF Financial Holdings Limited
- Has also served as a director on the board of Sanma Garments Private Limited, Rhema Dairy Products India Private Limited, Rhema Milk Producer Company Limited, CEDAR Livelihood Services Private Limited (Formerly Cedar Agri Solutions Private Limited), etc.
- Presently, serves as the president of Kerala Association of Microfinance Institutions Entrepreneurs

## George Kalaparambil John

Executive Director

- Brings an overall experience of more than 30 years with extensive expertise in Banking & Finance segment, significantly contributing to the growth of Bank's business
- He has a banking background across various functions, including, Liability, Retail Assets, IT, Digital, Operations, Finance, Treasury, MIS, HR, Marketing, and Legal .
- Has led numerous projects and holds specialised knowledge in Banking, Finance, Agriculture and Rural Economy, Co-operation, Human Resources, and Business Management
- Holds an MBA in Fintech from BITS Pilani and an MSW in Community Development from the University of Pune

## Biju Varkkey

Additional Non-Executive Independent Director

- Master's degree in Personnel Management and Industrial relation from MG University and a fellowship programme from National Institute of Bank Management, Pune.
- Faculty member at IIM Ahmedabad.
- He was previously on the board of directors of Bank of Baroda.
- Presently, holds directorship in the board of M/s. V Guard Industries limited, a listed entity and M/s. Konnect CSR Impactors Pvt Ltd.

## Ms. Kolasseril Chandramohan Ranjani

Non-Executive Independent Director

- Bachelor's degree in science from University of Kerala and a master's degree in bank management from Cochin University of Science and Technology
- More than 21 years of experience in micro, small and medium enterprises in India.
- She is currently on the Board of Directors of M/S. Swasthman Foundation.
- Held senior management positions at SIDBI

# High Quality Board At The Helm Of The Organization

## Ravi Venkatraman

### Non-Executive Independent Director

- Associate member of the Institute of Chartered Accountants of India and has completed the Cost and Management Accountancy Course from the Institute of Cost and Management Accountants of India
- Previously served as the executive director and chief financial officer of Mahindra and Mahindra Financial Services Limited
- He is currently on the board of directors of M/s. Bajaj Finserv Mutual Fund Trustee Limited, M/s. Avanse Financial Services Limited, M/s. Kotak Mahindra Prime Limited, M/s. Aceware Fintech Services Private Limited, M/s. Sarvagram Solutions Private Limited and holding independent Directorships of M/s. Zurich Kotak General Insurance Company (India) Limited, M/s. SBFC Finance Limited, M/s. Arisinfra Solutions Private Limited, M/s. SML Mahindra Limited and M/s. Aditya Birla Sunlife Pension Fund Management Limited

## Thomas Jacob Kalappila

### Non-Executive Independent Director

- Fellow member of the Institute of Chartered Accountants of India (ICAI), diploma in information and systems audit from the ICAI
- He is a partner of Thomas Jacob & Co., a partnership firm and has 35 years of experience in statutory audit, internal and forensic audit of banks
- Ex-independent director on the Boards of South Indian Bank Limited and Malabar Cements Limited
- He is currently holding directorship in the Board of M/s. Spotmarket Securities Private Limited, Syncon Management Consultants Private Limited and Agappe Diagnostics Limited

## Vinod Vijayalekshmi Vasudevan

### Non-Executive Independent Director

- A bachelor's degree in technology (computer science and engineering), a master's degree in technology (computer science and engineering), and a doctorate of philosophy (computer science and engineering) from Indian Institute of Technology (IIT), Kharagpur
- Presently serving as group CEO of Flytxt
- Currently, he is Designated Partner in M/s. VV Digital Spaces LLP

## Joseph Vadakkekara Antony

### Non- Executive Director

- Bachelor's degree in law, a master's degree in personnel management and a doctorate of philosophy(business economics) from Pune University.
- Certified Associate of Indian Institute of Bankers
- He was the Managing Director and Chief Executive Officer on the board of South Indian Bank Limited and was also on the boards of directors of Muthoot Homefin (India) Limited, SP Life Care Private Limited and ET Marlabs Private Limited. He was previously employed with Syndicate bank. He is currently on the board of directors of Agappe Diagnostics Limited.

## Ajayan Mangalath Gopalakrishnan Nair

### Non-Executive Nominee Director

- Bachelor's degree in science (Horticulture) from the Kerala Agricultural University
- Certified Associate of Indian Institute of Bankers
- He was previously employed as the Executive Vice President of ESAF SFB. He was previously the general manager of IT and CIO, general manager of retail assets, general manager of transaction banking, general manager of pune circle, chief compliance officer and deputy general manager of calicut circle in Canara Bank
- Currently, he holds Directorship in the Board of M/s. ESAF Financial Holdings Private Limited.

## Gabriel John Samuel

### Non-Executive Nominee Director

- Fellow member of the Institute of Chartered Accountants of India (ICAI), master's degree in business administration from Cochin University of Science and Technology.
- He was previously a member of the Postal Services Board and held the position of chief Post Master General

# Experienced Management Team

Supported by a highly experienced team of qualified & experienced professionals

Name & Designation	Education	Prior Associations
<b>George Thomas</b> Executive Vice President – Human Resources	<ul style="list-style-type: none"> <li>Master’s degree of science in ecology &amp; environment from Sikkim Manipal University</li> </ul>	<ul style="list-style-type: none"> <li>Senior agriculture officer (assistant director agriculture) - Department of Agriculture Development &amp; Farmer’s Welfare</li> </ul>
<b>Hari Velloor</b> Executive Vice President - Credit	<ul style="list-style-type: none"> <li>Bachelor’s degree in arts (history) from University of Delhi,</li> <li>Master’s degree in arts (political science) from Madurai Kamaraj University</li> </ul>	<ul style="list-style-type: none"> <li>Senior vice president – HDFC Bank</li> </ul>
<b>Bosco Joseph</b> Executive Vice President- Micro Banking	<ul style="list-style-type: none"> <li>LLB with specialisation with Labour Laws</li> <li>PG Diploma in Personnel Management, Industrial relations and Health care Administration</li> </ul>	<ul style="list-style-type: none"> <li>General manager in the HR &amp; Administration department of ESAF Microfinance and Investments Pvt. Ltd.</li> <li>Chief Operating Officer in ESAF Health care services</li> </ul>
<b>Gireesh C.P.</b> Executive Vice President- Finance & Chief Financial Officer	<ul style="list-style-type: none"> <li>Bachelor’s degree in science from Mahatma Gandhi university</li> <li>Fellow member of ICAI and certified associate of IIB</li> </ul>	<ul style="list-style-type: none"> <li>CFO at South Indian Bank</li> </ul>
<b>Sudev Kumar V</b> Executive Vice President – Branch Banking	<ul style="list-style-type: none"> <li>Master’s degree in science (horticulture) from Kerala Agriculture University</li> </ul>	<ul style="list-style-type: none"> <li>Canara Bank</li> </ul>
<b>Ranjith Raj P</b> Company Secretary & Compliance Officer	<ul style="list-style-type: none"> <li>Bachelor’s degree in commerce from Calicut University</li> <li>Company secretary and associate of ICSI</li> </ul>	<ul style="list-style-type: none"> <li>Company secretary of ESAF Financial Holdings Private Limited</li> </ul>
<b>George Chacko Varghese</b> Chief Compliance Officer	<ul style="list-style-type: none"> <li>PGDBM (Finance&amp; Marketing) from Lal Bahadur Shastri Institute of Management, New Delhi</li> <li>Certified for Risk Management Professional for Financial Services (Level 1) from Indian Institute of Banking &amp;. Finance</li> </ul>	<ul style="list-style-type: none"> <li>Assistant Vice President (State Risk Head - Gujarat) in Fullerton India Credit Company Ltd</li> <li>Regional Credit Manager ICICI Bank - Gujarat and MP</li> </ul>
<b>M C Paul</b> Head Vigilance and Chief Vigilance Officer	<ul style="list-style-type: none"> <li>Master’s degree in Commerce from M G University</li> <li>Certified associate of IIB</li> </ul>	<ul style="list-style-type: none"> <li>Head Vigilance at CSB</li> </ul>
<b>Sivakumar P</b> Head - Internal Audit	<ul style="list-style-type: none"> <li>Bachelor’s degree in commerce from Madras University</li> <li>Certified associate of IIB</li> </ul>	<ul style="list-style-type: none"> <li>General manager (internal audit) of State Bank of India</li> </ul>
<b>Wilson Cyriac</b> Head – Risk Management and Chief Risk Officer	<ul style="list-style-type: none"> <li>Master’s degree in economics from Kerala University</li> <li>Certified associate of IIB</li> </ul>	<ul style="list-style-type: none"> <li>Executive vice president – head risk and chief risk officer at Federal Bank Limited</li> </ul>



**2020**

- **'Global Sustainability Award 2020'** for outstanding achievements in sustainability management by the Energy and Environment Foundation



**2021**

- Semi Finalist at the SKOCH Award 2021 in the category **'Financial, Digital Inclusion and Education'**
- **'Great Place to Work'** certification for March 2021-February 2022 by the Great Place to Work Institute, India
- ISO 9001:2015 certification no. IN92405A valid from April 8, 2021 to April 7, 2024 by LMS Certification Private Limited for our: (i) customer service quality initiatives; (ii) regulatory and statutory reporting of the customer service quality department; (iii) customer grievance redressal mechanism; and (iv) customer service call center monitoring.



**2022**

- **'Small Finance Bank of the Year'** certification at the IBS India Banking Summit and Awards 2022
- **'Rising Category: Banking'** Award at the Prestigious Brand Asia Awards presented by BARC Herald Global
- **'Financial Inclusion by Small Finance Bank'** Award by HSBC



**2023**

- **'Excellence in Customer Service and Product Distribution'** Award at the Eastern India Micro Finance Summit
- **'Best Customer Experience Bank of the Year'** Award at the India Customer Excellence Summit and Awards 2023
- **'Innovative Bank of the Year'** Award at the India Banking Summit and Awards 2023 by Synnex Group
- **'Best Customer Experience Bank of the Year'** in customer service quality award and best CX personality of the year
- **'Innovative Initiative in Rural Sector Award and MD Leadership'** award at Governance now 6<sup>th</sup> BFSI Conclave and awards on 12<sup>th</sup> October 2023
- **'Best Banking Initiative in Social Sector'** award at 4<sup>th</sup> Annual BFSI excellence award 2023 on Oct 2023



**2024**

- Outstanding Achievement Award at the Outreach Programme organised by SLBC Odisha and PFRDA for the Government of India's APY scheme
- Special Commendation for CSR from The Economic Times for 2022-23, recognising the Bank's comprehensive and impactful efforts in Corporate Social Responsibility
- Secured the **'Innovative Initiative in Social Sector'** award at the BFSI CXO awards by Elets - Banking & Finance Post
- Won the **Special Jury Award at the Productivity Council Awards** for our innovative e-onboarding approach to Micro Banking Loans, recognized as a commendable KAIZEN initiative
- Received the **Emerging Bank of the Year** award at the Dhanam BFSI Summit and Award Nite in recognition of our outstanding IPO performance
- Best Small Finance Bank Jury Appreciation Award for supporting MSME



**2025**

- Secured the **"Most Impactful Solar Energy Initiative of the Year – 2025"** award at the Prestigious Global CSR Awards 2025
- Received the **"Tusker Awards 2025"** for different categories of work
- MD & CEO, Shri K. Paul Thomas, receiving the BFSI: Small Finance Banks Award' at BT India's Most Sustainable Companies Event
- Bank's QR Loan was honoured as the **'Best UPI-Based Digital Payment Solution - PayTech'** at the esteemed ETBFSI FinNext Awards 2025
- Received the **Best Bank in MSME Acceleration** at the 3rd ICC Emerging Asia Banking Conclave & Awards 2025.



**COMPANY :**



**ESAF Small Finance Bank Limited**

Mr. Ranjith Raj P

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CIN : L65990KL2016PLC045669

**INVESTOR RELATIONS ADVISORS :**



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