

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



Investor Presentation | April 2026  
Q4 and FY 2026

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## Operational



**24 States and 2 UTs**  
**6,263** Total Customer Touch Points



**804** Banking Outlets  
**720** ATMs



**Other Touch Points**  
**1,047** Customer Service Centers  
**2,923** Banking Agents  
**737** Business Facilitators



**+ 100 Lakh** Total Customers  
**10,994** Employees  
**32** Institutional Business Correspondents

## Advance Profile



**Gross Advances**  
₹ 22,426 cr (YoY Growth: 19.4%)  
M.A.R.G Loans: 57%  
Micro Loans: 39%  
Other Loans: 4%



**Total Disbursements**  
FY26: ₹ 42,530 cr  
(YoY Growth: 103%)  
Secured: 82%  
Unsecured: 18%



**Asset Quality**  
GNPA: 5.4%  
NNPA: 1.8%



**Yield on Advances**  
FY26 : 15.7%  
FY25 : 18.3%

## Deposit Profile



**Deposits**  
₹ 25,850 cr (YoY Growth: 11.1%)  
**CASA**  
₹ 6,181 cr (YoY Growth: 6.9%)



**Retail share of deposits**  
FY26 : 92%  
FY25 : 93%



**CASA Ratio**  
FY26 : 23.9%  
(CA: 1.4%, SA: 22.5%)  
FY25 : 24.8%  
(CA: 1.4%, SA: 23.4%)



**Cost of Deposits**  
FY26 : 7.0%  
FY25 : 7.5%

## Financials



**Profit/(Loss) After Tax**  
FY26 : ₹ (166) cr  
Q4 FY26 : ₹ 24 cr; Q3 FY26 : ₹ 7 cr  
**Pre-Provision Operating Profit**  
FY26 : ₹ 712 cr (YoY Growth: 15.7%)



**Shareholders' Funds:**  
₹ 1,780 cr  
**CRAR:** 22.2% (Tier I: 14.7%)



**NIM:**  
FY26 : 6.4%  
FY25 : 8.1%



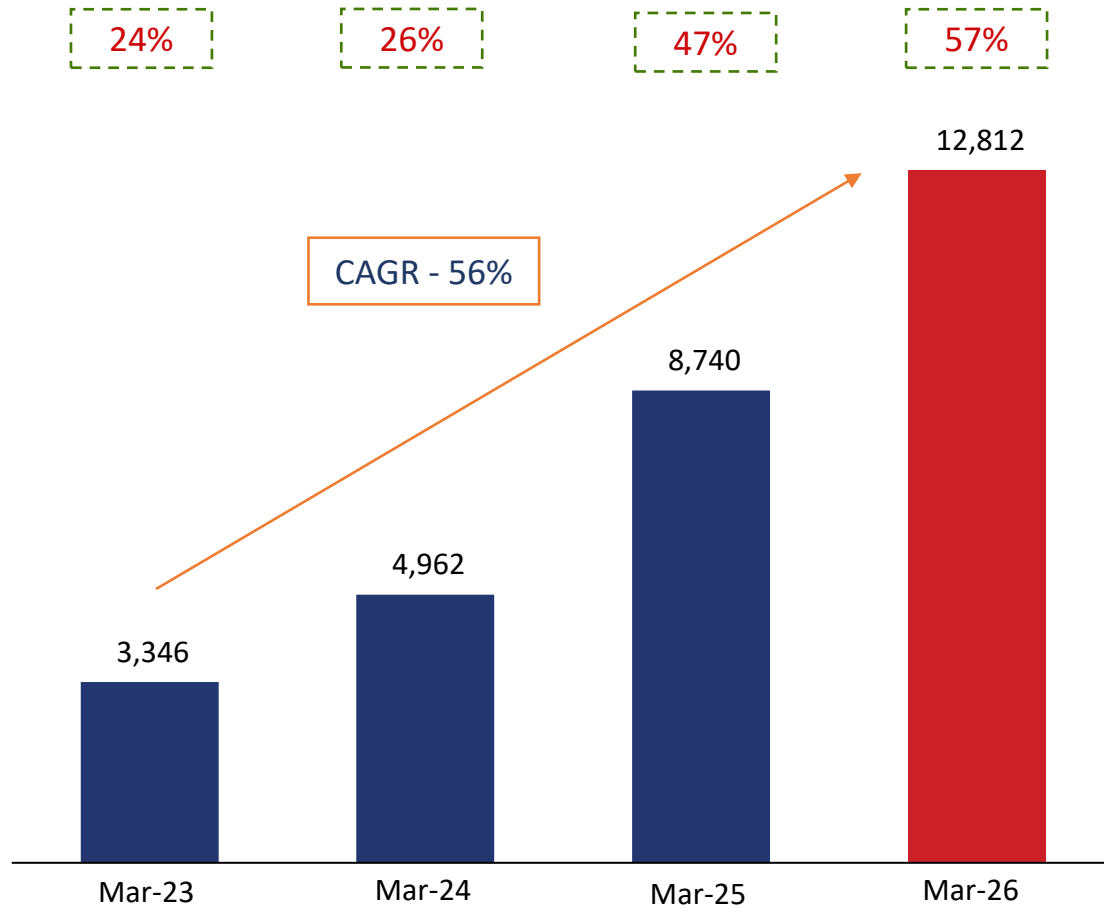
FY26 / FY25  
**ROA:** (0.6%) / (1.9%)  
**ROE:** (9.1%) / (22.8%)

**Advances**

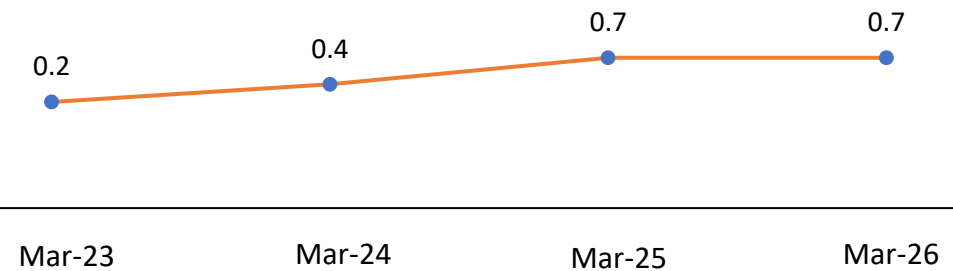
The background features a large, abstract geometric composition. A prominent dark blue shape, resembling a stylized arrow or a large 'V' rotated 45 degrees, points towards the top right. Within this blue shape, there is a large red area that also points towards the top right, creating a layered effect. The overall design is clean and modern, with sharp lines and a limited color palette of blue, red, and white.

# M.A.R.G – Road towards sustainable growth with a de-risked business

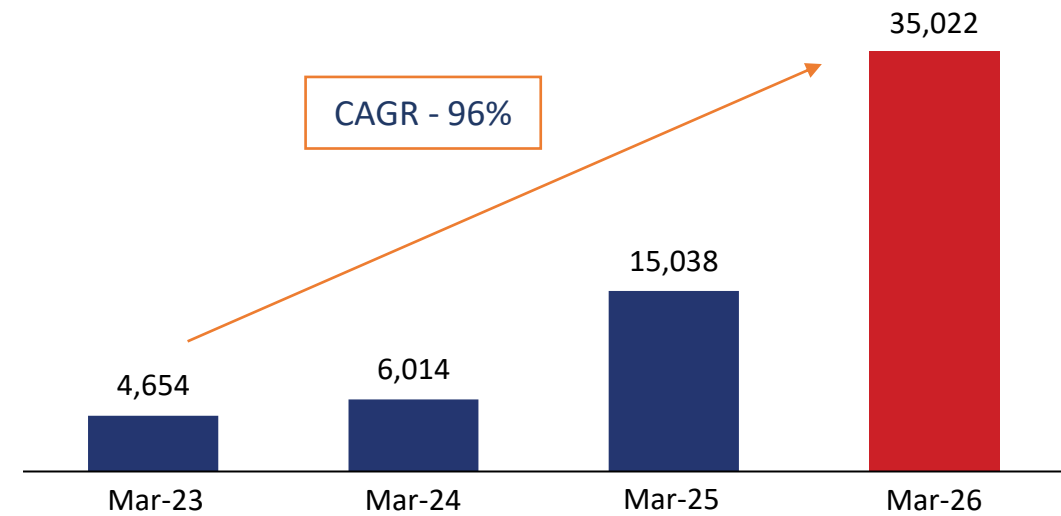
Gross Advances of MARG portfolio (₹ Crs) and its contribution (%)



Total GNPA (%) of MARG portfolio



Disbursements of MARG portfolio (₹ Crs)

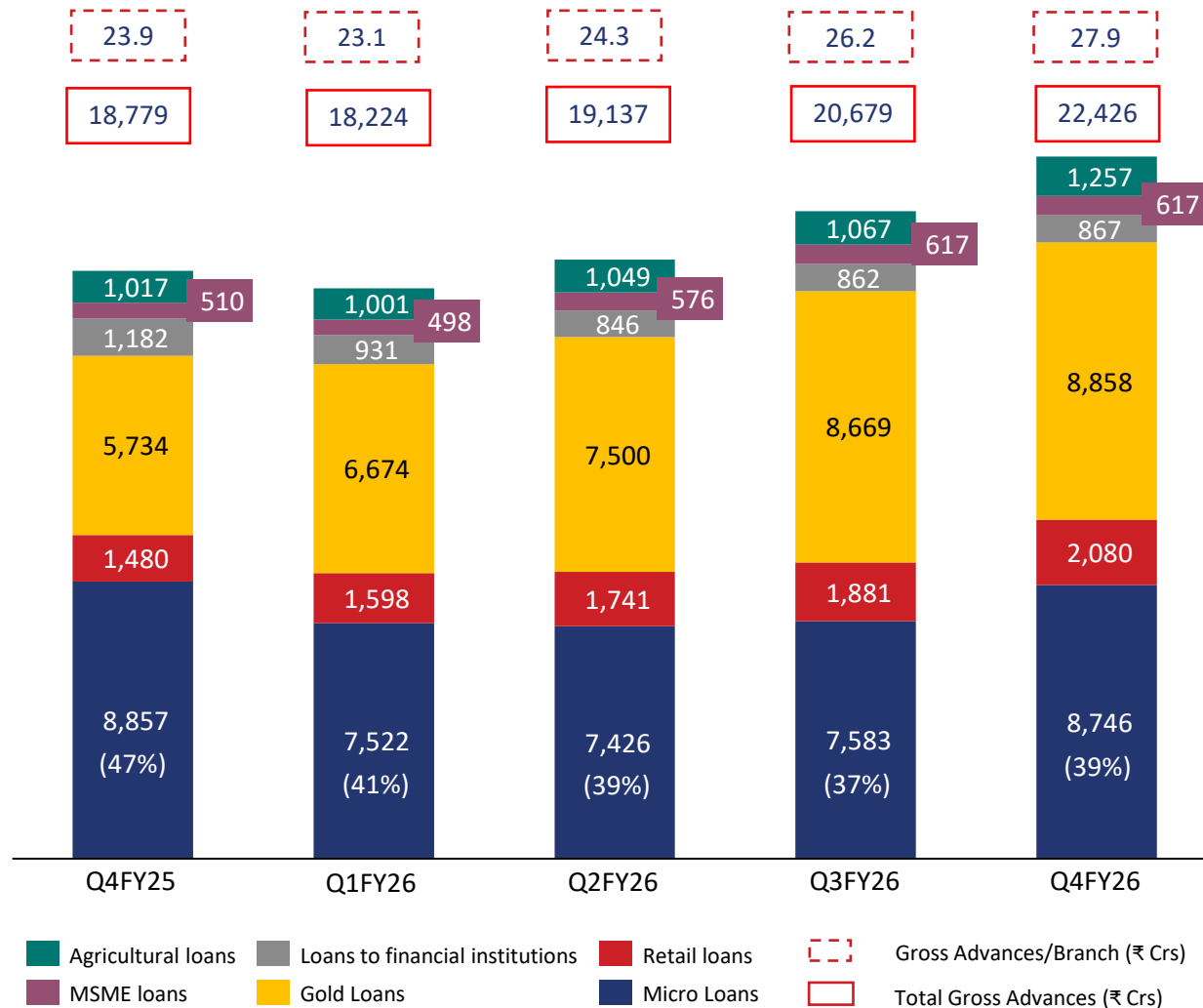


**M – MSME, A – Agriculture, R – Retail, G – Gold**

MARG represents our core secured lending pillars that drive responsible expansion while balancing risk and profitability.

# Total Gross Advances Mix

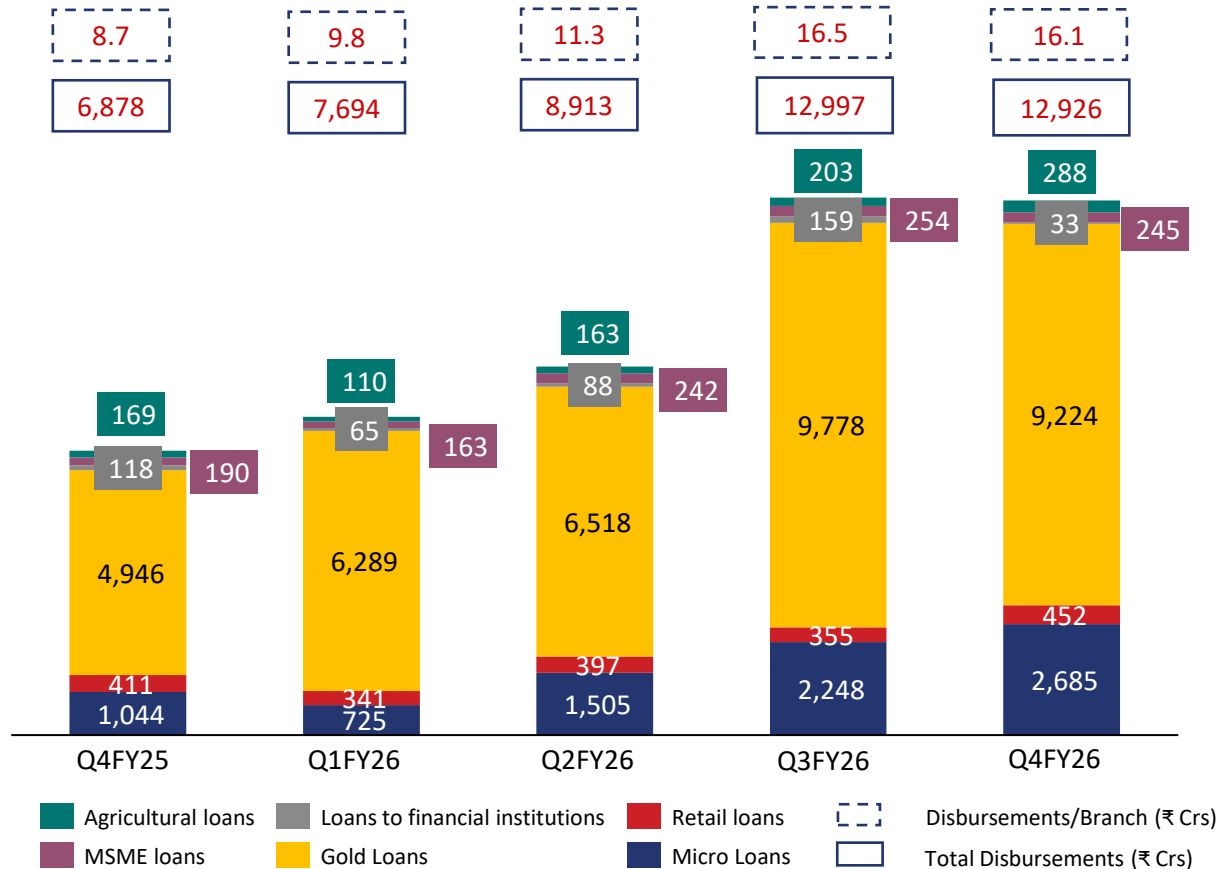
Total Gross Advances Mix (₹ Crs)



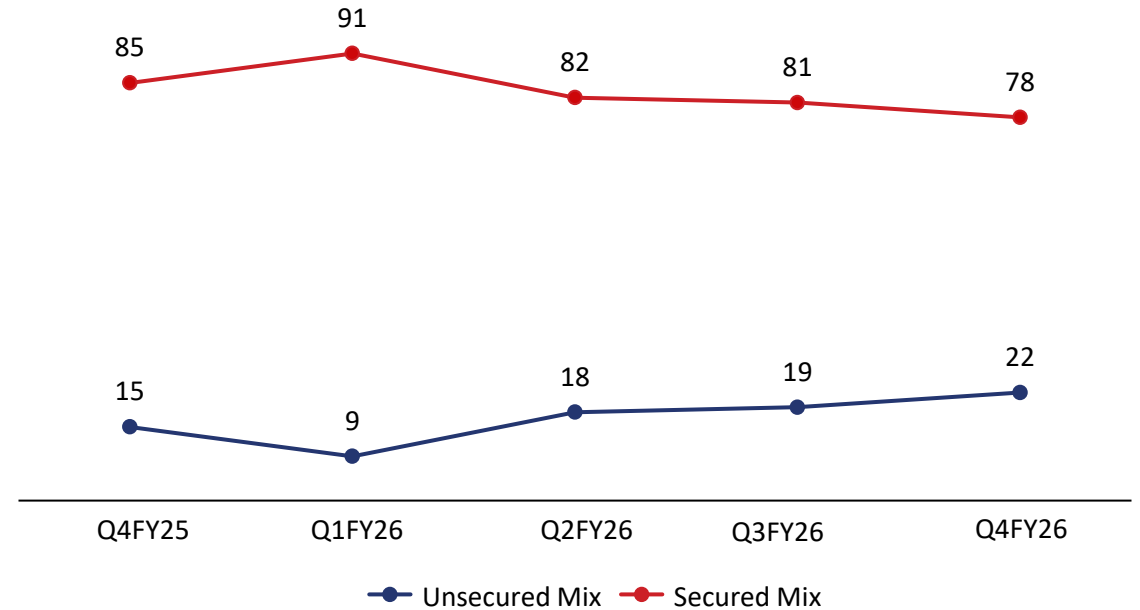
- Total Gross Advances grew by 19.4% on Y-o-Y basis and 8.4% on Q-o-Q basis
- Secured Advances are 61% of the portfolio as of March-26 compared to 53% as of March-25
- Strong focus on secured lending has led to Y-o-Y growth of 47% in the M.A.R.G. portfolio which largely comprise of MSME, Agriculture, Retail and Gold Loans.
- The microfinance industry witnessed steady portfolio growth in the March quarter. As a result, the Micro Loans book for the Bank also showed some uptick in the last quarter, growing 15% Q-o-Q.
- Gold Loan portfolio has been the standout performer with 55% Y-o-Y growth and now stands at 39% of portfolio compared to 31% last year

# Total Disbursement Mix

Total Disbursement Mix (₹ Crs)



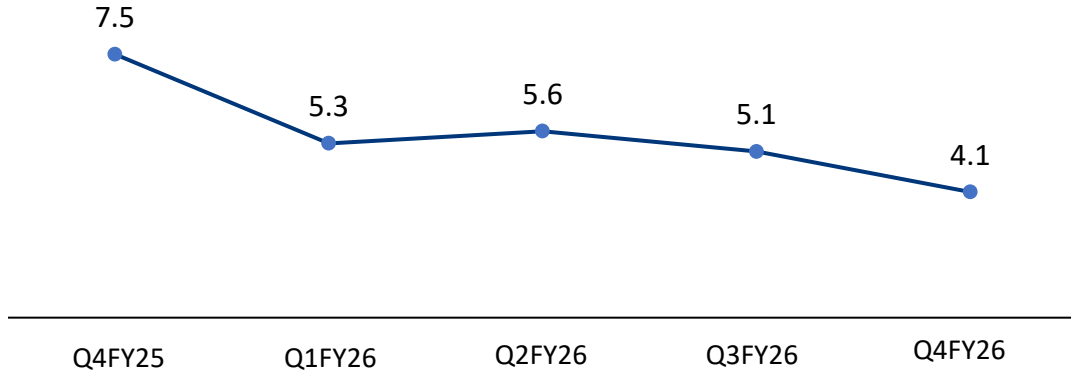
Secured & Unsecured Mix in Disbursement (%)



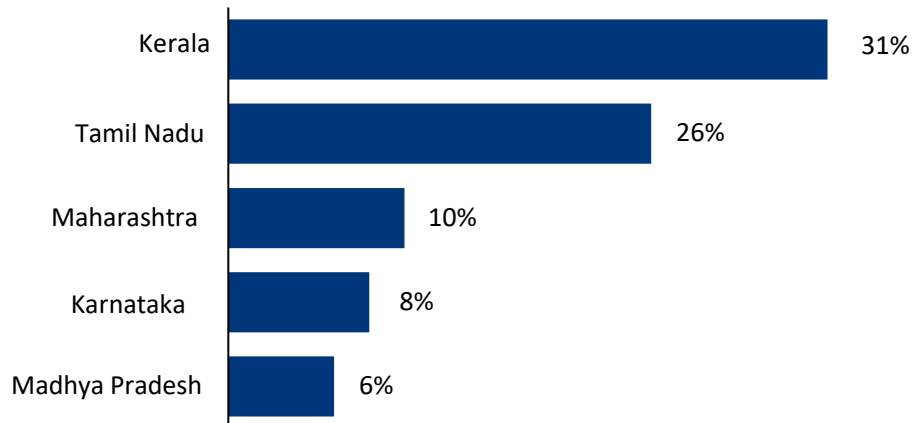
- Q4FY26 disbursements at Rs. 12,926 crores have grown by 88% as compared to Q4FY25
- With a strategic focus on secured lending, disbursements for FY 2026 totaled to Rs. 42,530 crores, a Y-o-Y growth of 103%
- This growth was powered largely by the M.A.R.G. portfolio, whose disbursements for FY 2026 grew by 133% as compared to FY 2025

# Yield and Average Ticket Size

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



**Gross Advances by States (Mar-26)**



**March 2026**

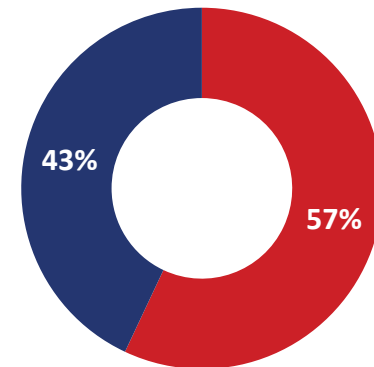
**Yield on Advances**

**Average Ticket Size (Rs.)**

March 2026	Yield on Advances	Average Ticket Size (Rs.)
Agricultural Loans	15.4%	~80,000
MSME Loans	9.7%	~2,50,000
Loans to financial institutions	10.7%	~8,25,00,000
Auto Loans	11.0%	~5,50,000
Gold Loans	13.5%	~4,50,000
Retail Loans	10.0%	~4,50,000
Micro Loans	20.2%	~70,000
Mortgage Loans	10.2%	~15,50,000

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

As of Mar-26 (% of Gross Advances)



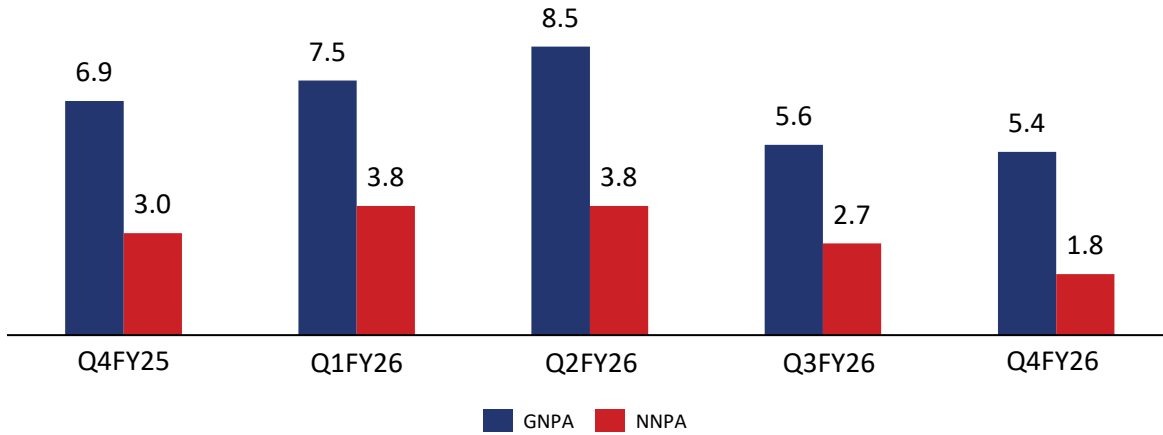
■ Rural & Semi-Urban ■ Urban & Metropolitan

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

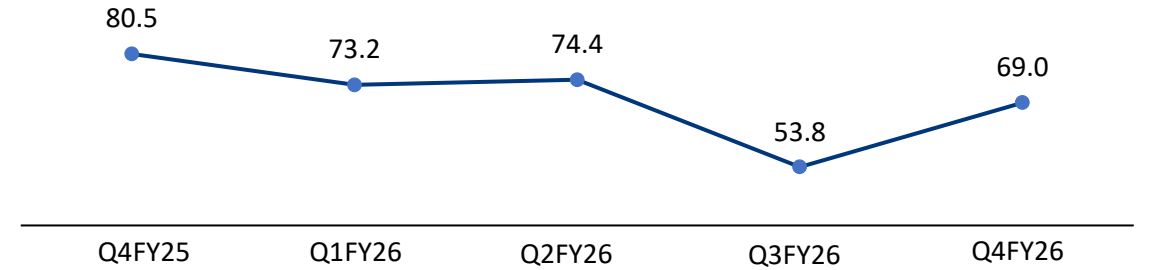
**Asset Quality**

The background features a large, abstract geometric design. It consists of several overlapping shapes in a dark blue and a bright red color. The shapes are angular and create a sense of depth and movement, with some areas appearing to be layered on top of others. The overall composition is modern and minimalist.

## GNPA & NNPA (%)



## PCR (%)



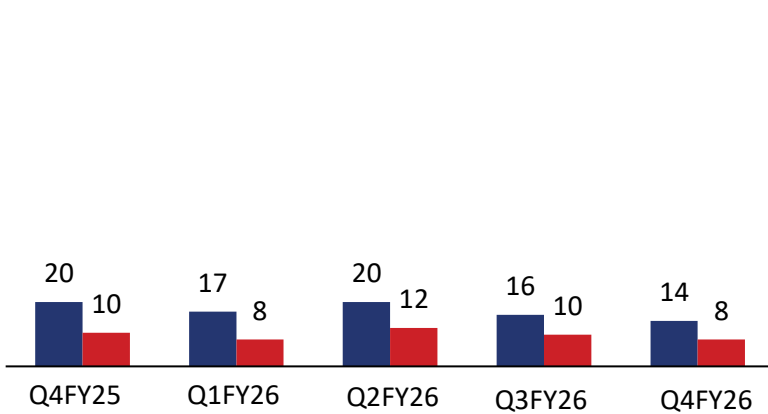
\* PCR for Q3FY26 had reduced on account of transfer of NPA portfolio having higher provisions to ARC

## NPA Movement (₹ Crs)

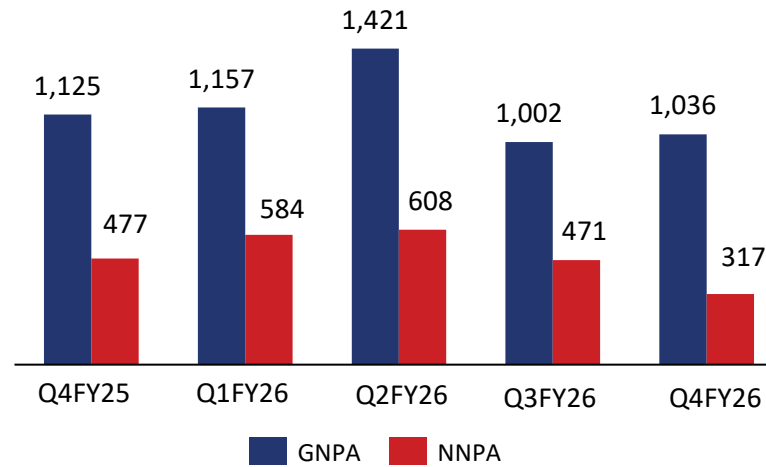
Description	Q4FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26
Opening balance of Gross NPAs at the beginning of the period/year	1,274.0	1,290.6	1,363.6	1,634.6	1,165.6
Additions during the period/year	427.2	468.1	341.9	218.8	105.5
Less: Reductions during the period/year on account of recovery	26.0	13.2	14.4	25.1	12.0
Less: Reductions during the period/year on account of upgradations	39.5	19.4	28.2	34.8	45.3
Less: Reductions during the period/year on account of write offs (including technical write-offs)	345.1	-	-	-	-
Less: Reductions during the period/year on account of sale of NPAs to an asset reconstruction company (ARC)	-	362.4	28.3	627.9	-
<b>Gross NPAs at the end of period/year</b>	<b>1,290.6</b>	<b>1,363.6</b>	<b>1,634.6</b>	<b>1,165.6</b>	<b>1,213.9</b>
<b>Net NPAs at the end of period/year</b>	<b>539.7</b>	<b>660.9</b>	<b>696.4</b>	<b>547.9</b>	<b>382.4</b>
Recovery from Technical write offs and Sale to ARC	27.6	27.6	30.3	70.1	60.5

# Product wise NPA & Special Mention Accounts

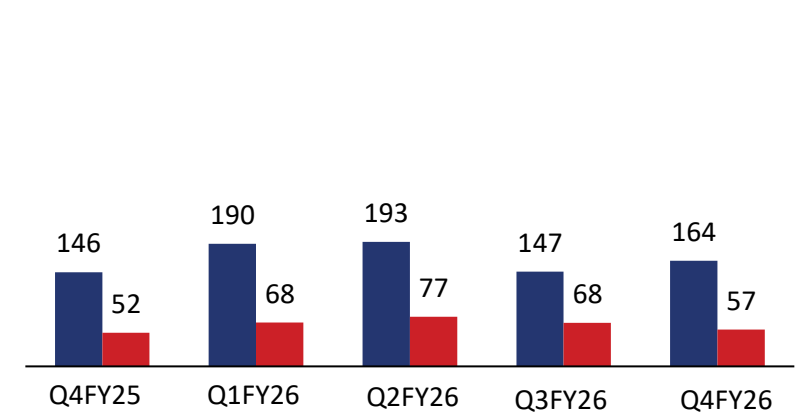
**Gold Loans (₹ Crs) – GNPA & NNPA**



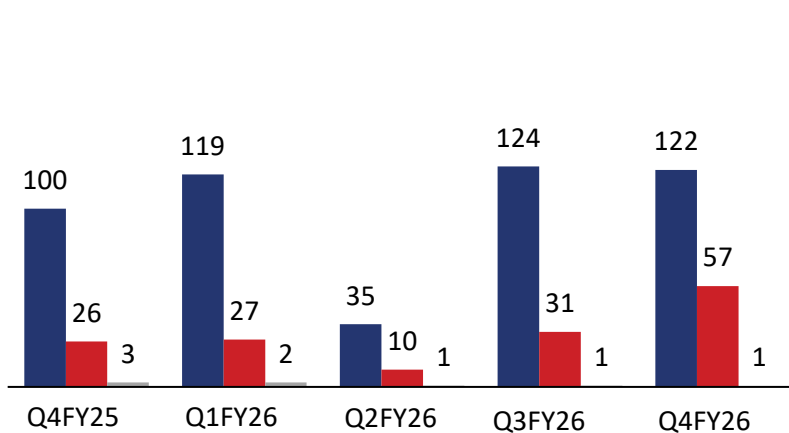
**Micro Loans (₹ Crs) - GNPA & NNPA**



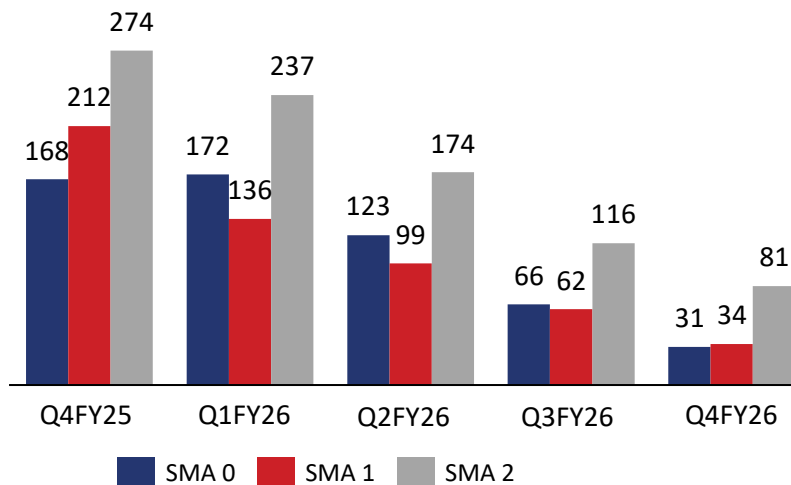
**Retail & Other Loans (₹ Crs) - GNPA & NNPA**



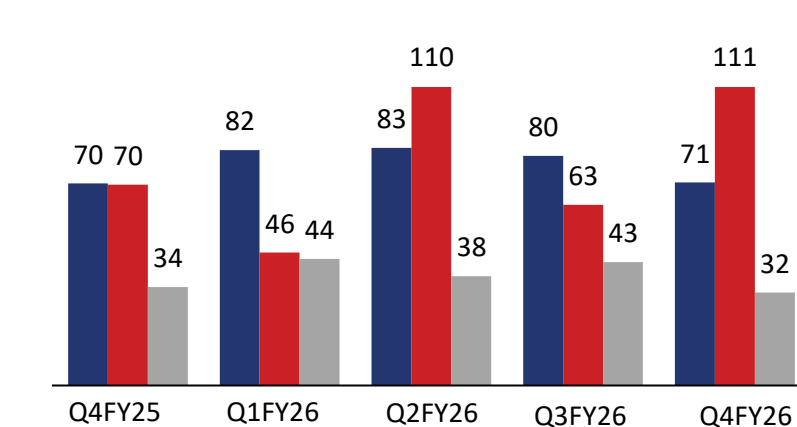
**Gold Loans (₹ Crs) - SMA**



**Micro Loans (₹ Crs) - SMA**

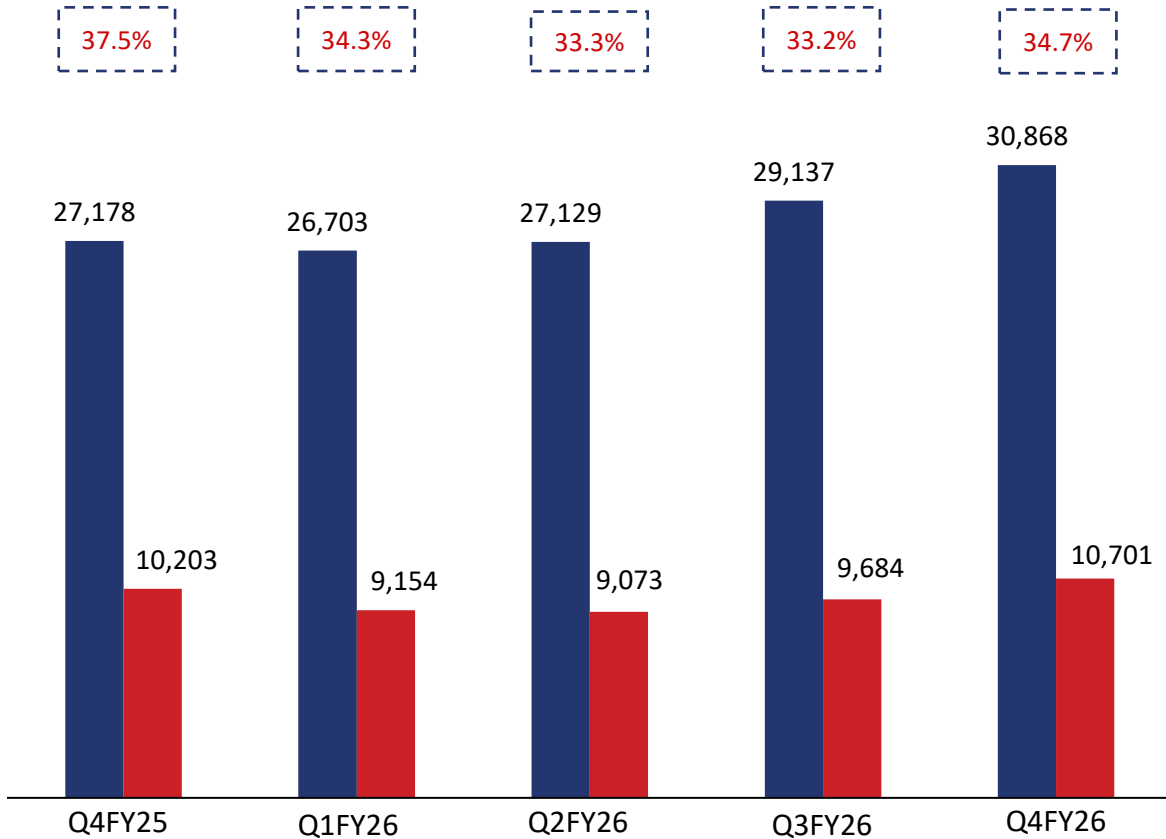


**Retail & Other Loans (₹ Crs) - SMA**



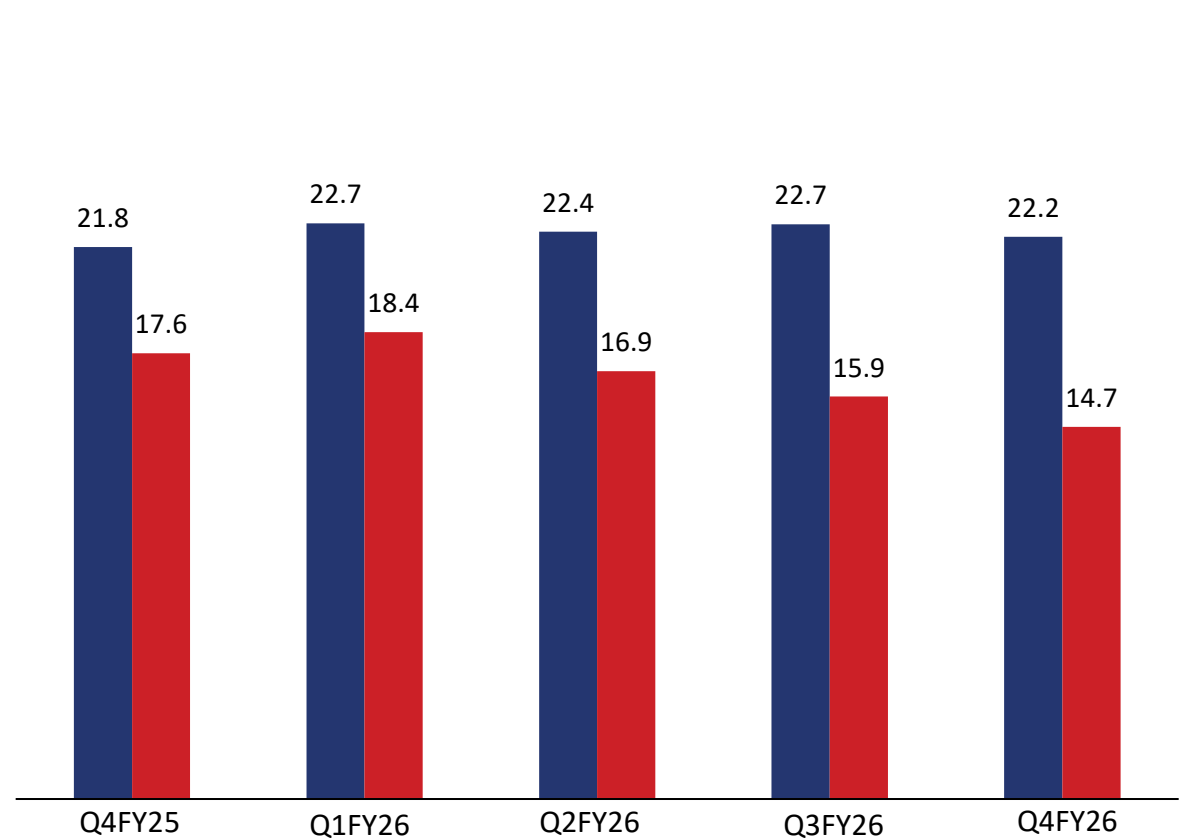
# Capital Adequacy

Total Assets & Risk Weighted Assets (₹ Crs)



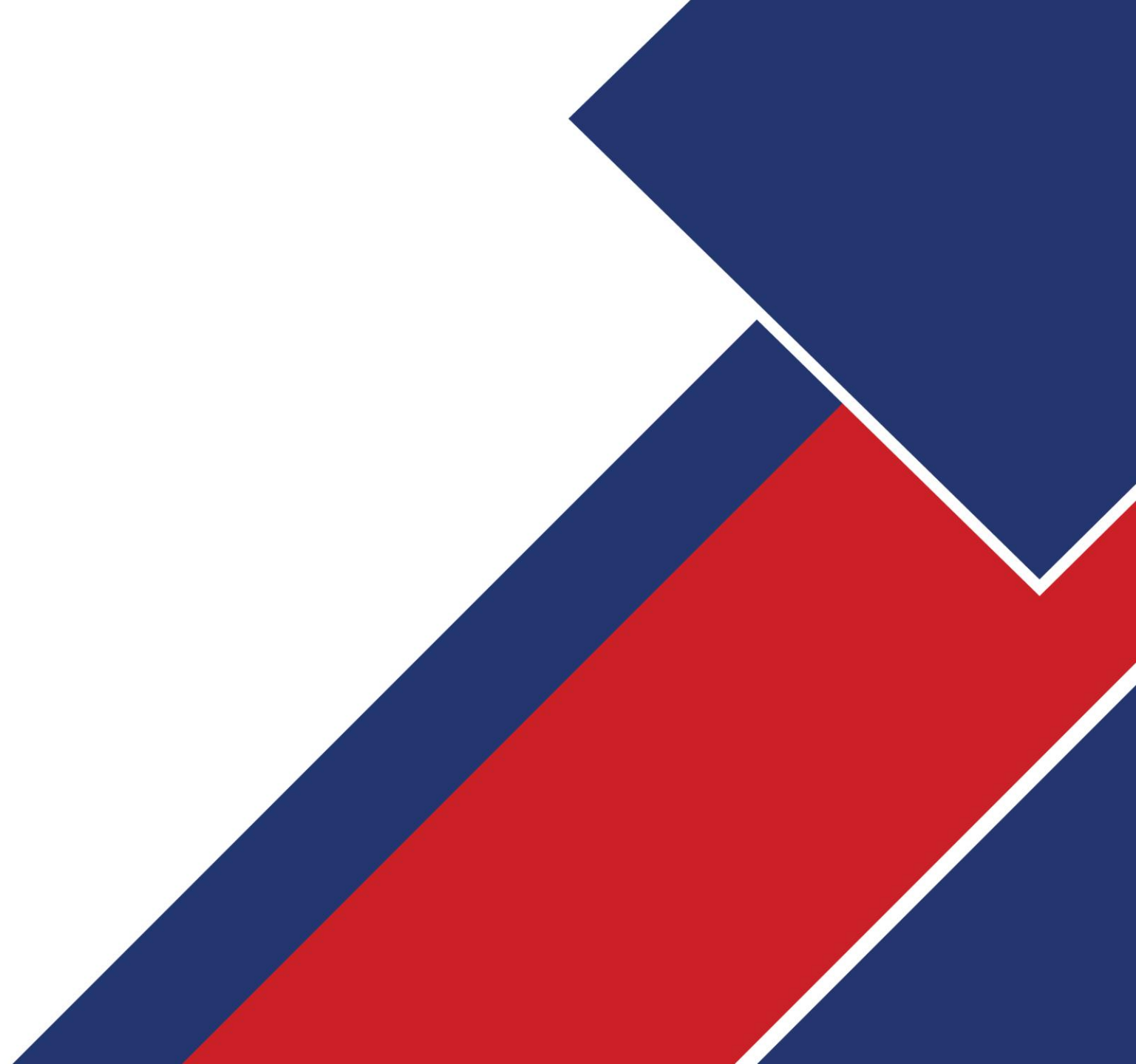
■ Total Assets ■ Risk Weighted Assets □ RWA as a % of Total Assets

Capital Adequacy (%)



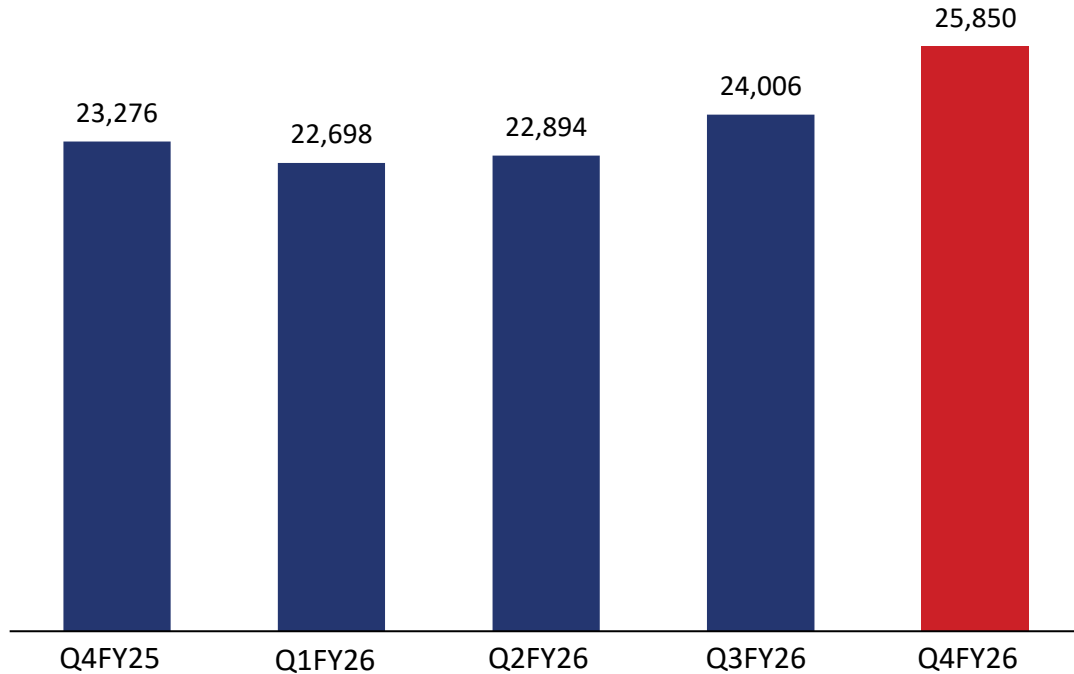
■ CRAR ■ Tier 1

**Deposits**

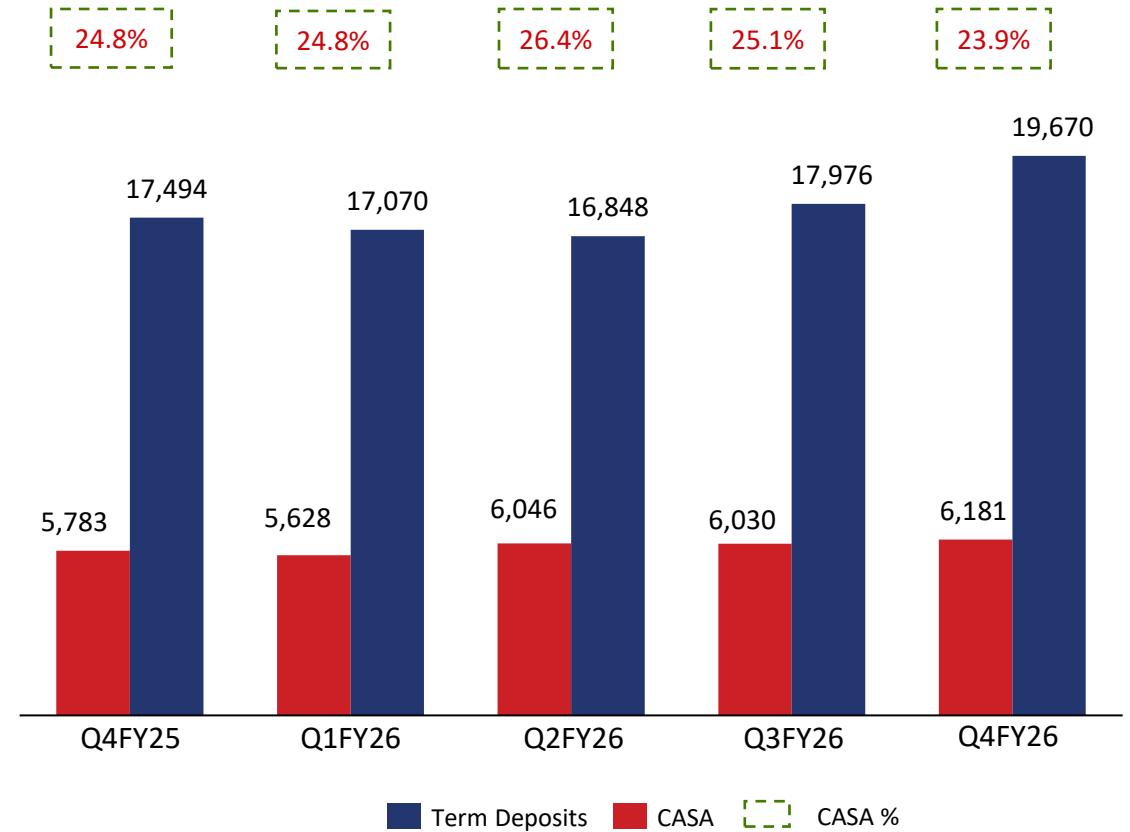


# Deposit Profile (1/2)

Total Deposits (₹ Crs)



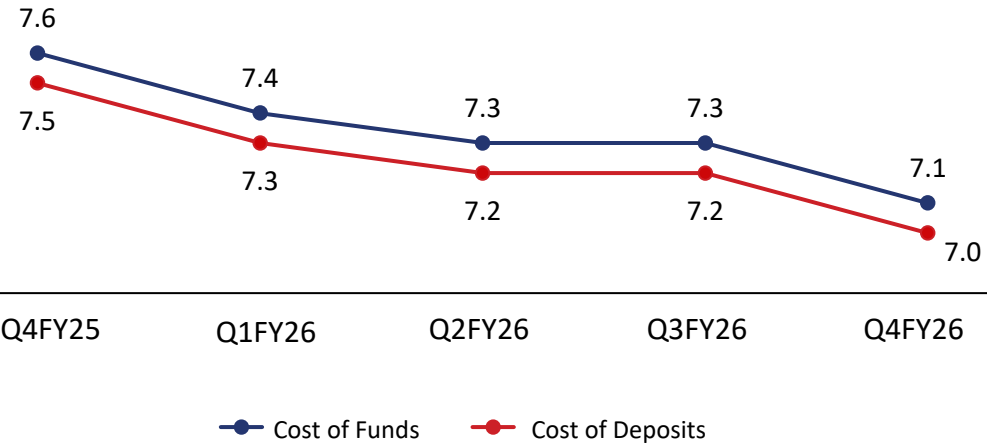
CASA and Term Deposit (₹ Crs)



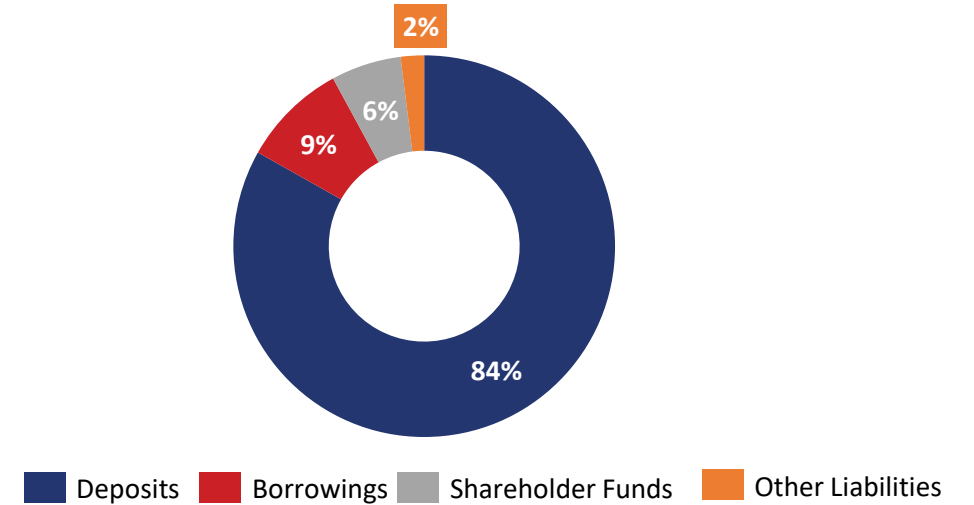
- Total Deposits grew by 11.1% Y-o-Y and 7.7% over the previous quarter.
- CASA at Rs. 6,181 cr. grew by 6.9% Y-o-Y and CASA ratio stood at 23.9%. TD growth of 12.4% largely driven by increase in retail FDs.
- Retail share of deposits stands at 92%. Focus to grow granular retail deposits, with less reliance on bulk deposits.

# Deposit Profile (2/2)

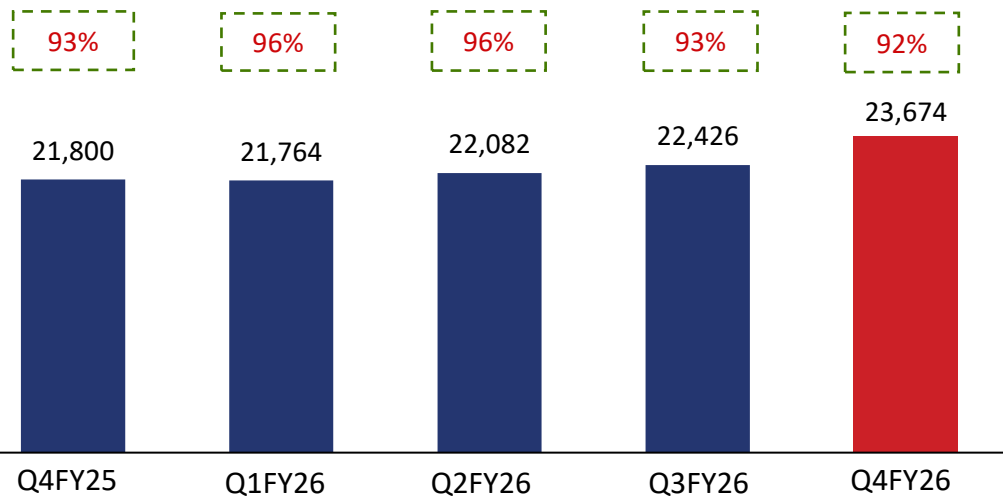
Cost of Funds and Cost of Deposits (%)



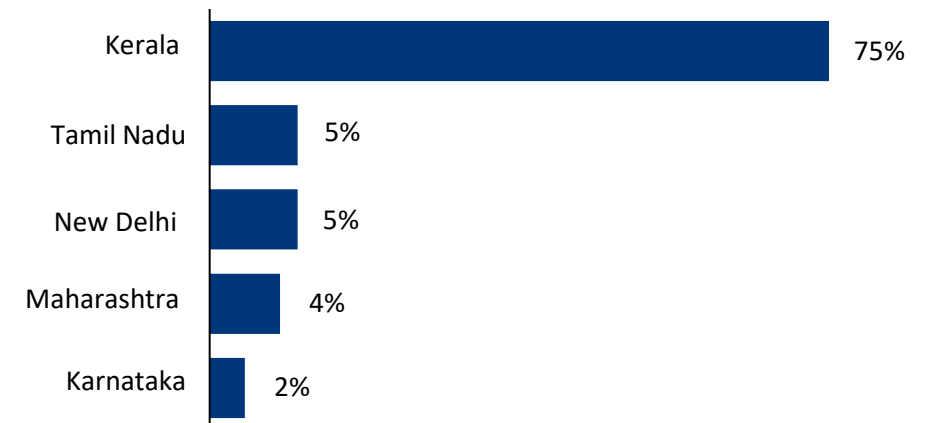
Funding Mix (March-26)



Retail share of deposits (₹ Crs) and contribution to Total Deposits (%)



State Wise Deposit Mix (March-26)

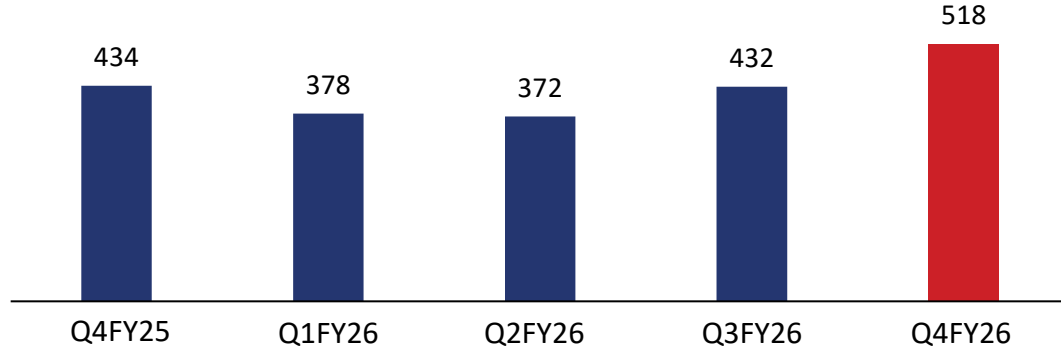


## Key Financial Metrics

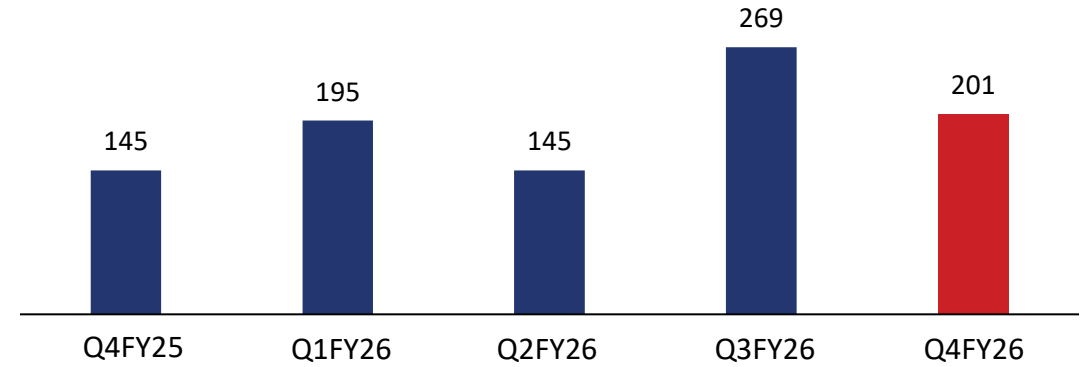
A decorative graphic in the bottom right corner of the slide. It consists of several overlapping geometric shapes in dark blue and red, separated by thin white lines. The shapes form a complex, angular pattern that suggests growth or financial data.

# Key Profitability Metrics

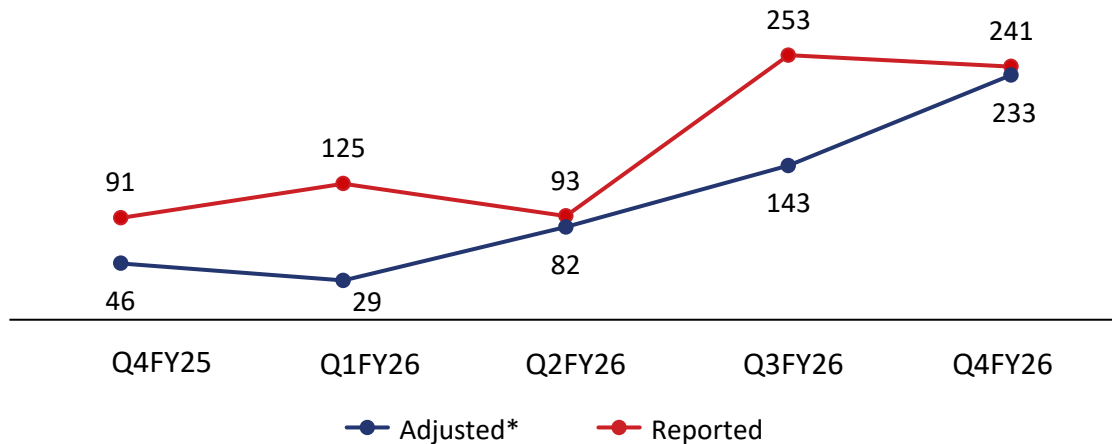
Net Interest Income (₹ Crs)



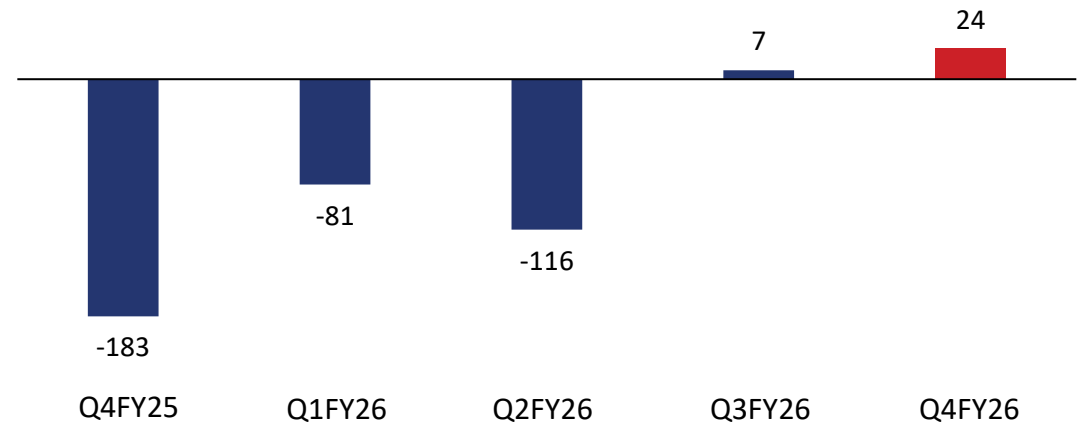
Non-Interest Income (₹ Crs)



Pre-Provision Operating Profit (₹ Crs)



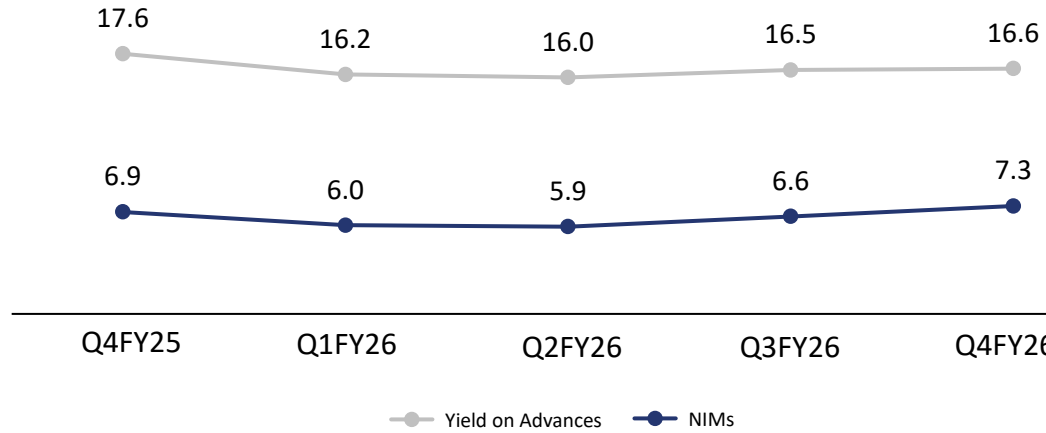
Profit /Loss After Tax (₹ Crs)



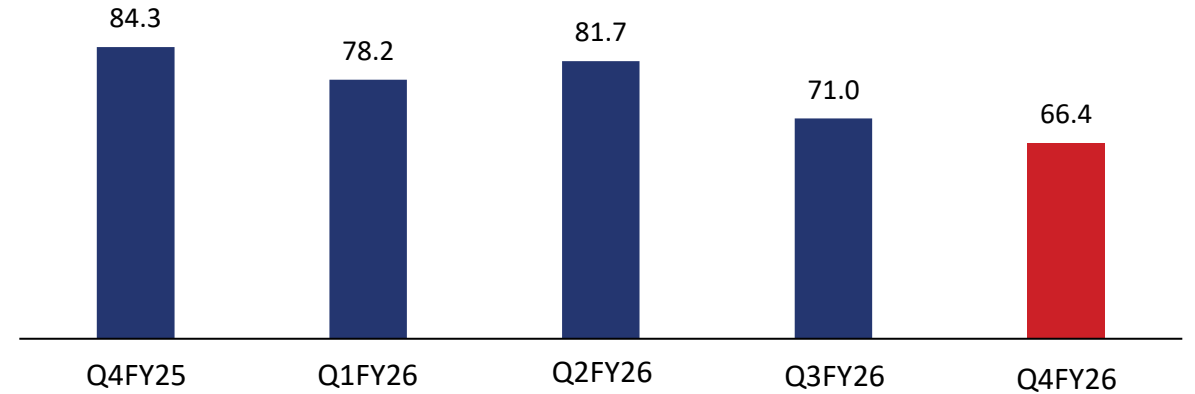
\* Adjusted for Treasury and PSLC Income in Other Income; in Q3FY26 additional adjustment of 115 cr related to transfer of NPA

# Key Profitability Ratios

Margins# (%)

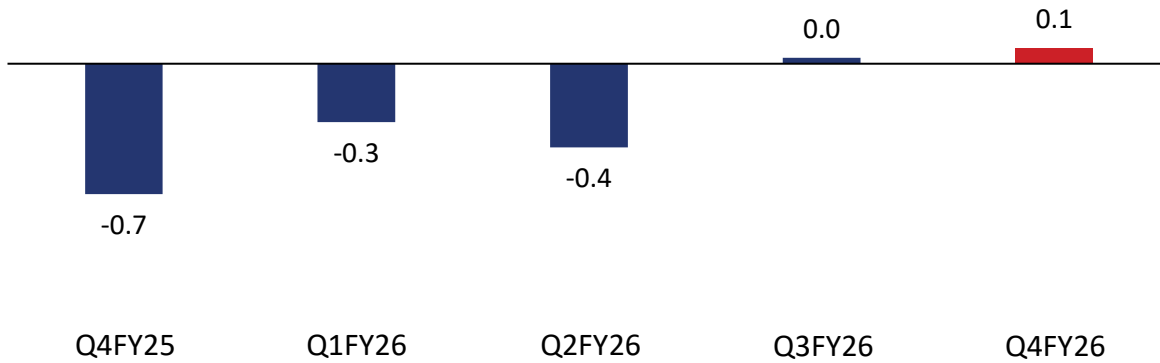


Cost to Income (%)

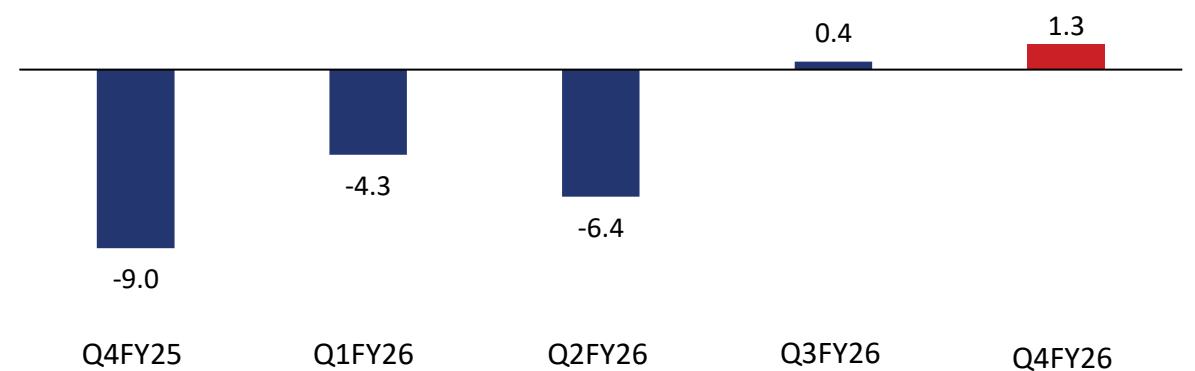


\* Q3FY26 – Adjusted for one time income of 69 cr. on account of transfer of NPA

ROA\*(%)



ROE\*(%)



# Profit & Loss Statement

Particulars (₹ Crs)	Q4FY26	Q3FY26	Q-o-Q	Q4FY25	Y-o-Y	FY 2026	FY 2025	Y-o-Y
Interest Income	995.08	894.05	11.3%	892.06	11.5%	3,537.18	3,857.53	(8.3)%
Interest Expense	477.33	461.72	3.4%	457.64	4.3%	1,837.44	1,810.68	1.5%
<b>Net Interest Income</b>	<b>517.75</b>	<b>432.33</b>	<b>19.8%</b>	<b>434.42</b>	<b>19.2%</b>	<b>1,699.74</b>	<b>2,046.85</b>	<b>(17.0)%</b>
Other Income	201.37	269.39	(25.2)%	144.71	39.2%	811.05	471.77	71.9%
<b>Net Total Income</b>	<b>719.12</b>	<b>701.72</b>	<b>2.5%</b>	<b>579.13</b>	<b>24.2%</b>	<b>2,510.79</b>	<b>2,518.61</b>	<b>(0.3)%</b>
Employee Benefits Expense	173.46	169.76	2.2%	184.80	(6.1)%	692.02	664.49	4.1%
Depreciation and Amortization Expense	16.19	16.43	(1.5)%	15.59	3.8%	65.48	59.25	10.5%
Other Expenses	288.18	263.01	9.6%	288.08	0.0%	1,041.32	1,179.77	(11.7)%
<b>Operating Expense</b>	<b>477.83</b>	<b>449.20</b>	<b>6.4%</b>	<b>488.47</b>	<b>(2.2)%</b>	<b>1,798.82</b>	<b>1,903.51</b>	<b>(5.5)%</b>
<b>Pre-Provision Operating Profit</b>	<b>241.29</b>	<b>252.52</b>	<b>(4.4)%</b>	<b>90.66</b>	<b>166.1%</b>	<b>711.97</b>	<b>615.11</b>	<b>15.7%</b>
Provisions	214.20	243.39	(12.0)%	331.50	(35.4)%	940.37	1,250.08	(24.8)%
<b>Exceptional Items</b>	-	-	-	-	-	-	58.00	-
<b>Profit before tax</b>	<b>27.09</b>	<b>9.13</b>	<b>196.7%</b>	<b>(240.84)</b>		<b>(228.40)</b>	<b>(692.97)</b>	
Tax Provisions	3.58	2.01	78.5%	(57.65)		(62.00)	(171.58)	
<b>Profit After Tax</b>	<b>23.51</b>	<b>7.12</b>	<b>230.0%</b>	<b>(183.19)</b>		<b>(166.40)</b>	<b>(521.39)</b>	
Earnings Per Share (Diluted)	0.45	0.14		(3.55)		(3.22)	(10.12)	
	<b>Breakup of Other Income</b>							
Loan Processing Fees	90.27	82.60	9.3%	20.53	339.7%	248.39	93.61	165.3%
Profit on sale of investments (Net)	6.73	12.70	(47.0)%	29.86	(77.5)%	82.76	79.16	4.5%
Profit on revaluation of investments (Net) #	(13.87)	(42.58)		5.25		(100.15)	2.34	
Recovery on written off loan *	0.37	117.63	(99.7)%	20.07	(98.2)%	138.54	37.26	271.8%
PSLC Income	15.66	23.71	(34.0)%	9.29	68.6%	127.42	56.18	126.8%
Account maintenance charge	8.06	7.15	12.7%	3.64	121.4%	23.63	14.11	67.5%
Third Party Product Income	43.66	20.60	111.9%	25.49	71.3%	124.14	77.07	61.1%
Other charges	50.50	47.58	6.1%	30.58	65.1%	166.31	112.04	48.4%
<b>Total</b>	<b>201.37</b>	<b>269.39</b>	<b>(25.2)%</b>	<b>144.71</b>	<b>39.2%</b>	<b>811.05</b>	<b>471.77</b>	<b>71.9%</b>

# Balance Sheet

Particulars (₹ Crs)	Mar-26	Mar-25	Mar-24	Mar-23
<b>CAPITAL AND LIABILITIES</b>				
Capital	515.66	515.43	514.78	449.47
Employee Stock Option Outstanding	6.49	4.04	5.68	5.88
Reserves and Surplus	1,264.38	1,429.58	1,971.33	1,259.66
Deposits	25,850.16	23,276.44	19,867.80	14,665.63
Borrowings	2,752.74	1,405.73	3,222.53	3,354.20
Other Liabilities and Provisions	478.55	547.07	504.76	488.83
<b>Total Capital and Liabilities</b>	<b>30,867.98</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	1,113.71	1,351.43	1,364.65	739.55
Balances with Banks and Money at Call and Short Notice	60.82	627.68	58.28	27.50
Investments	6,399.11	5,995.26	5,541.02	4,888.53
Advances	21,594.22	18,027.87	18,293.11	13,924.33
Fixed Assets	515.98	300.42	207.55	187.93
Other Assets	1,184.14	875.63	622.27	455.82
<b>Total Assets</b>	<b>30,867.98</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**



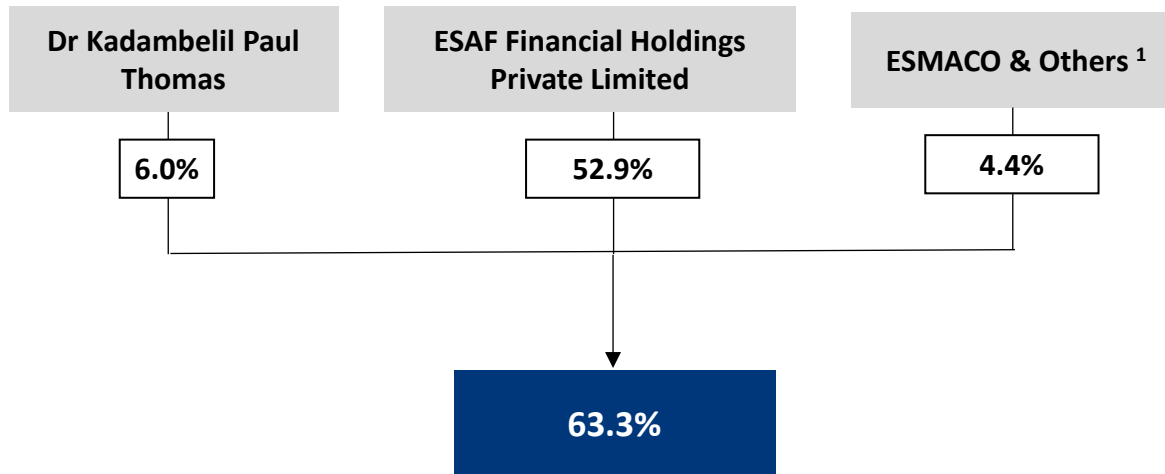
ESAF SFBs business model focuses on the principles of **responsible banking, providing customer-centric products and services through the innovative application of technology**



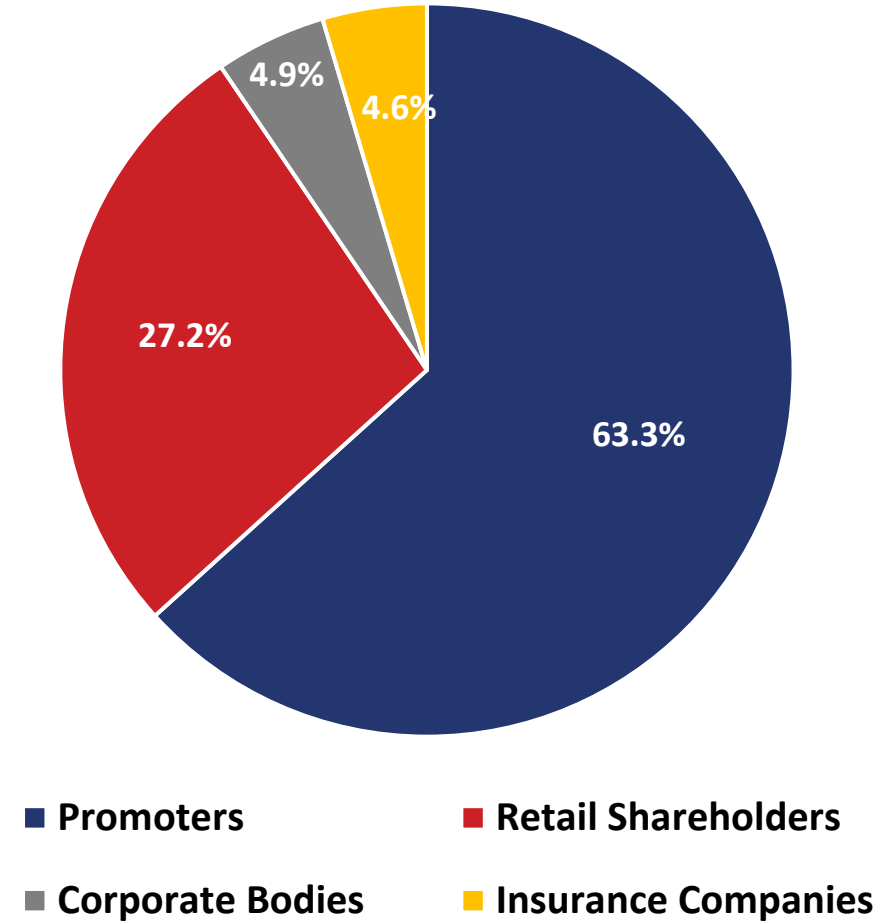
ESAF SFB has a strong focus on **leveraging technology** to deliver products and services, and it continuously works towards improving its **customers' experience using technology**

# Shareholding Structure – As on March 31, 2026

## Promoter Shareholding structure



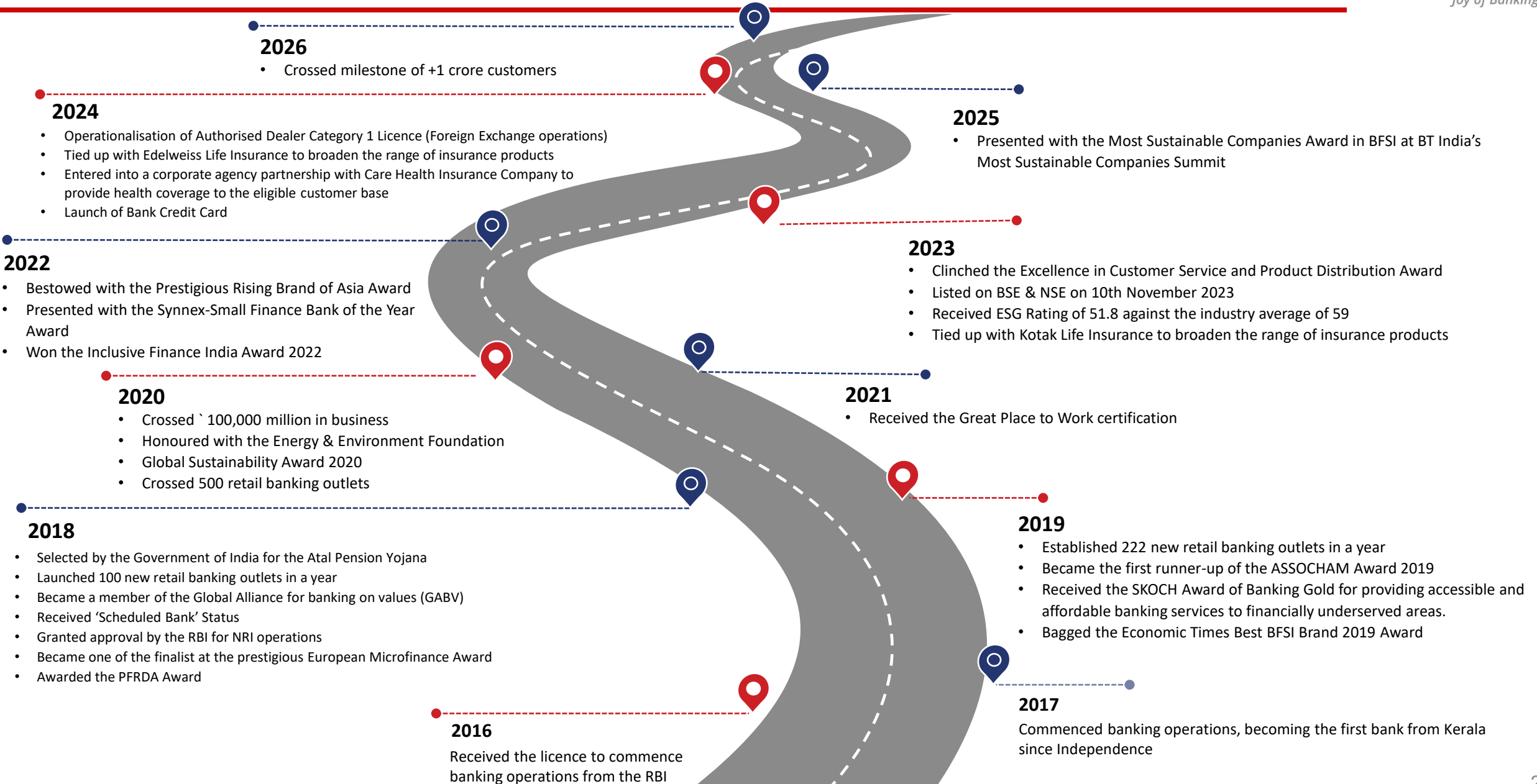
## Total Shareholding structure



<sup>1</sup>Others include individuals forming part of the promoter group



# Journey So Far





**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

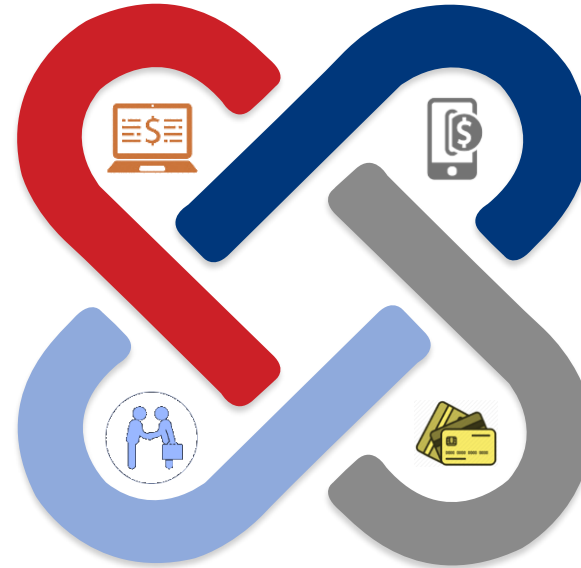
- Multiple channels for servicing the customers in an efficient manner
- BC network allows dual advantage
  - Better understanding of customer requirements
  - Constant engagement with micro loan customers to have door-step banking without any hassle
- Digital channels viz. internet banking and mobile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

## World Water Day was observed across the Bank



## Water 2 Earth Campaign

- Competitions at School
- Beach Cleans ups
- Water pledge conserving Marine ecosystem
- Pledge taken on the same day by all employees for water conservation

## CareEdge ESG Ratings upgrades score to 75.4 from 68.1 last year

- ESAF SFB has received one of the highest ESG Ratings in the Indian Banking sector
- It is now placed in the CareEdge-ESG 1 category.
- Defined as “Leadership Position with Best-in-Class Disclosures”
- Apt recognition for the Bank’s robust policies, transparency in reporting, and effective management of ESG risks.



*Dr. K. Paul Thomas, MD & CEO, ESAF Small Finance Bank, receiving the certification for the latest CareEdge ESG rating from Nikunj Dube, Chief Rating Officer, CareEdge ESG Ratings. George K. John, Executive Director, ESAF; Bosco Joseph, Executive Vice President, ESAF; Sandhya Suresh, Head – Sustainable Banking, ESAF, are also present.*

ESAF Bank actively observed RBI Financial Literacy Week under the theme “KYC – Your first step to safe banking”



- ESAF SFB conducted a Financial Literacy Program for guest workers on 10th February 2025 at Thrissur focusing on financial awareness, KYC compliance, safe digital transactions, fraud prevention, and responsible banking practices.
- The session was inaugurated by Dr K Paul Thomas, MD & CEO of ESAF Small Finance Bank and addressed by Shri Sreekant T K – LDO, RBI; Shri Sebin Antony – DGM, NABARD; Shri Ajay E K – LDM, Thrissur; Shri Bosco Joseph – EVP, ESAF SFB and Shri Sudev Kumar - EVP, ESAF SFB.
- Around 170 migrant workers participated.
- During the RBI Financial Literacy Week 321 programs were conducted reaching 4,374 individuals.

# Highlights of the study reports for improving ESG materiality

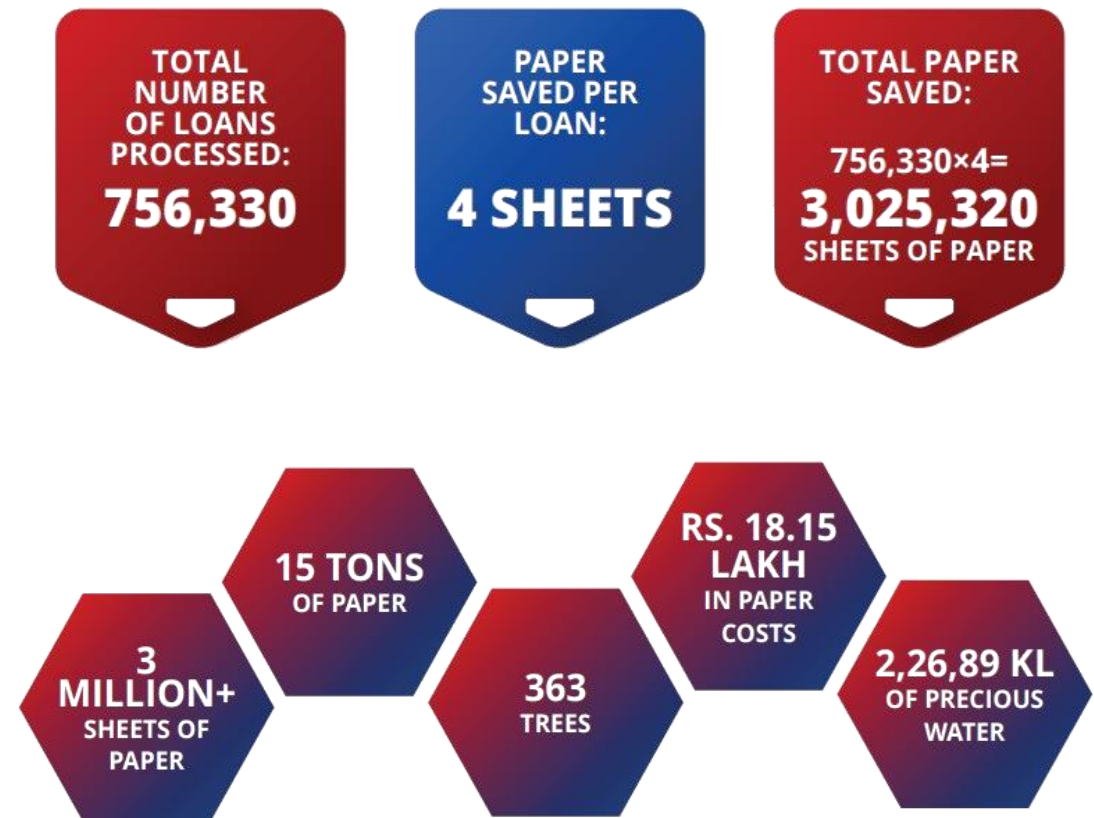
Automation of Internal systems has made a positive impact on environment with improved Governance and Employee Productivity



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

Paper reduction and related environmental impact through E Sign

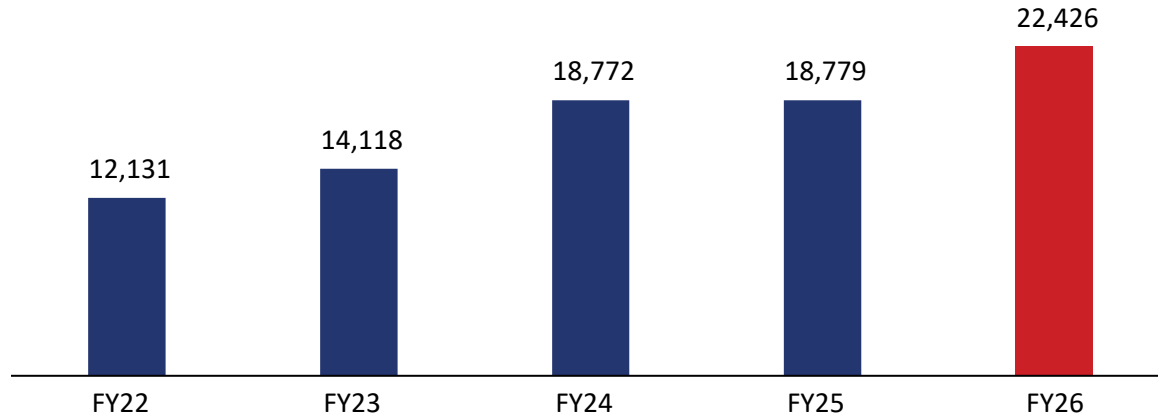


# Annexures

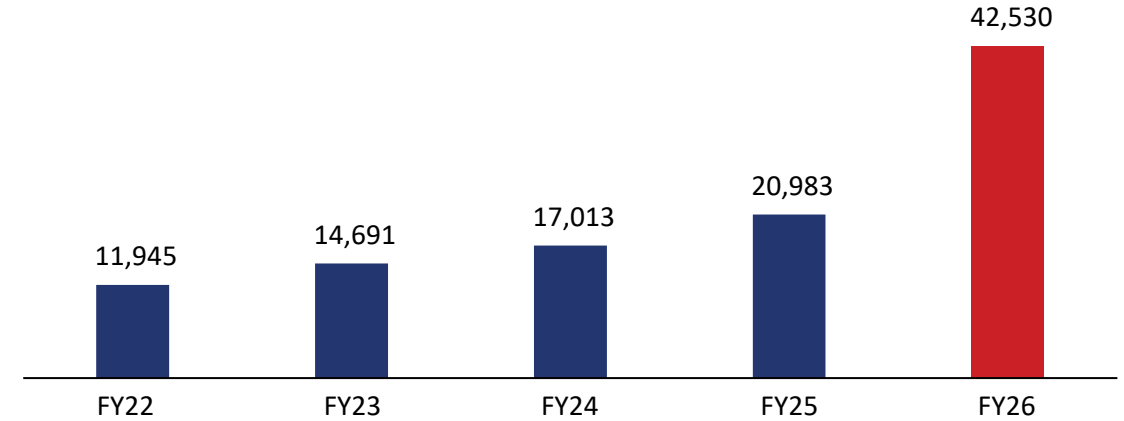


# Key Financial Metrics - Annual Trend

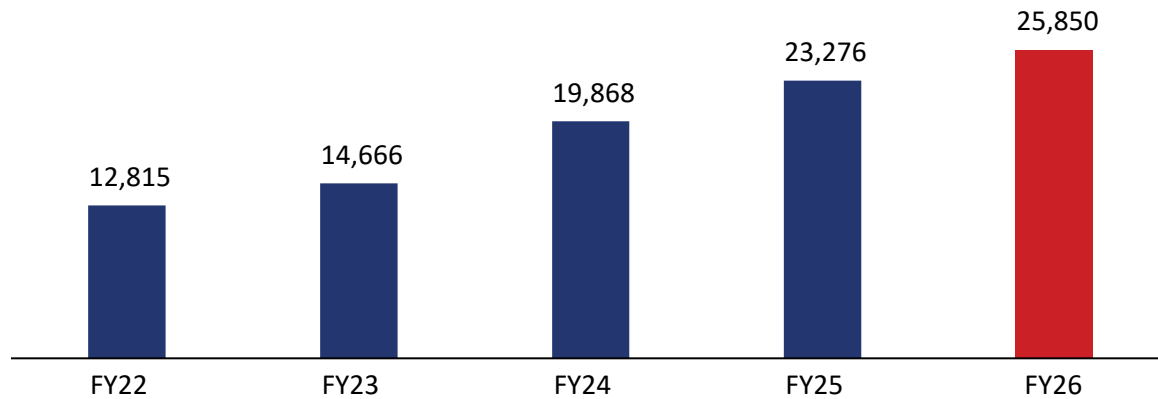
Gross Advances (₹ Crs)



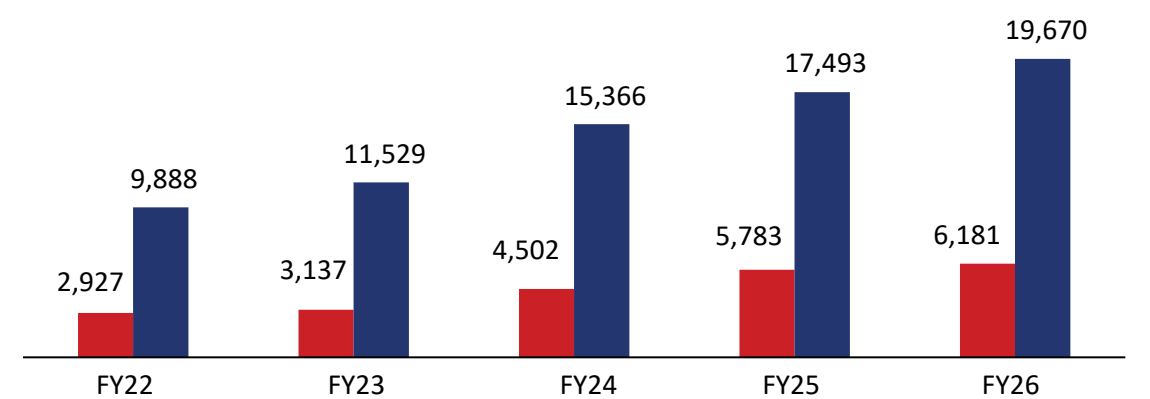
Disbursements (₹ Crs)



Total Deposits (₹ Crs)



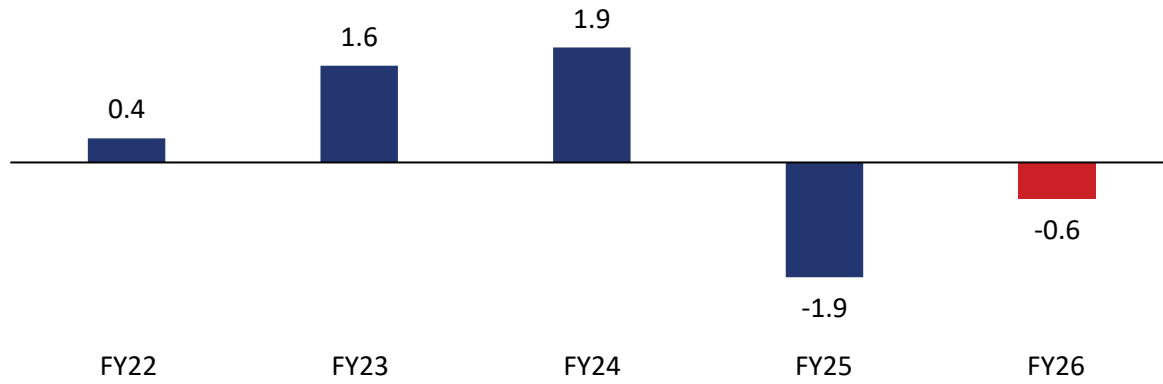
CASA & Term Deposits (₹ Crs)



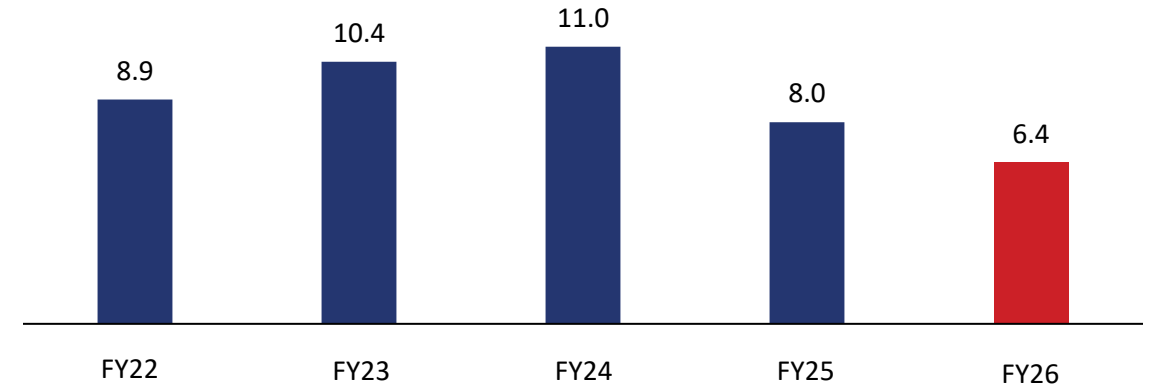
■ CASA ■ Term Deposits

# Key Financial Metrics - Annual Trend

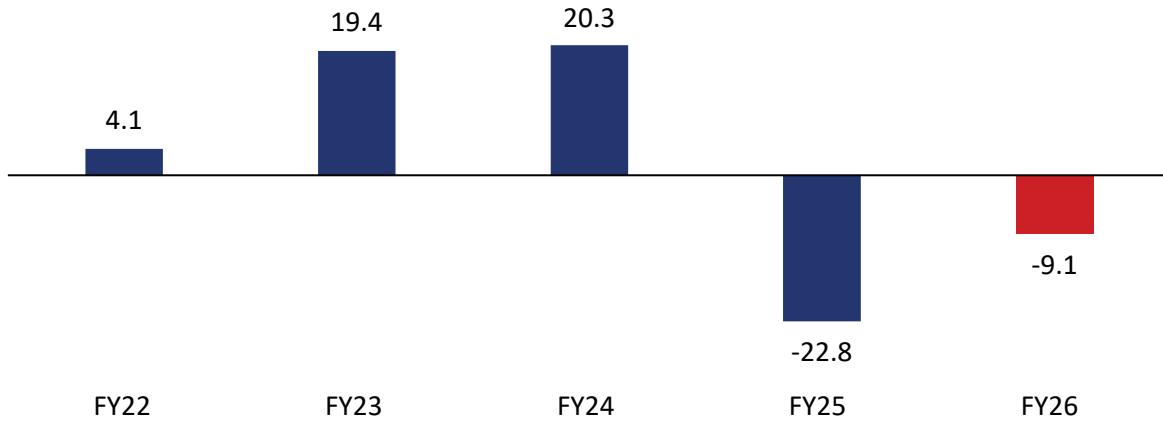
### ROA\* (%)



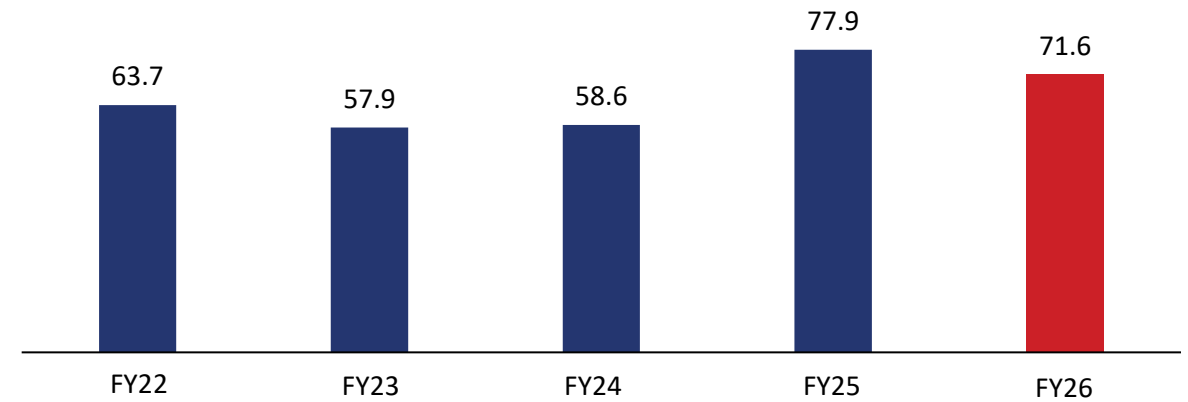
### NIM\* (%)



### ROE\* (%)

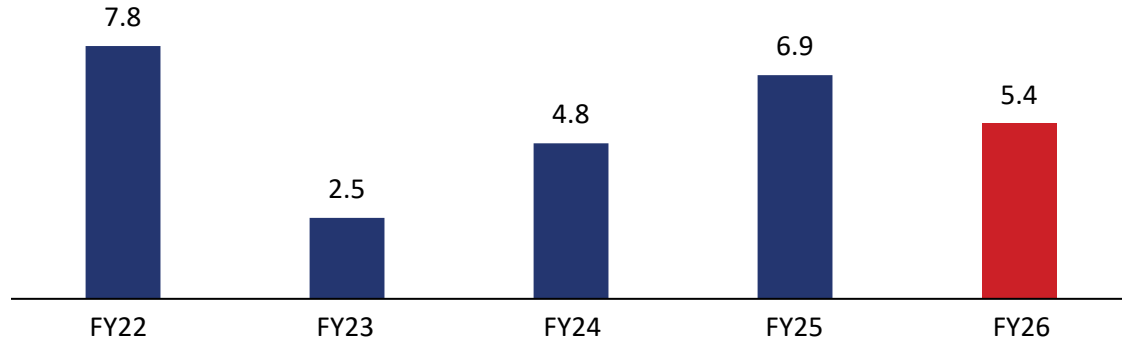


### Cost to Income (%)

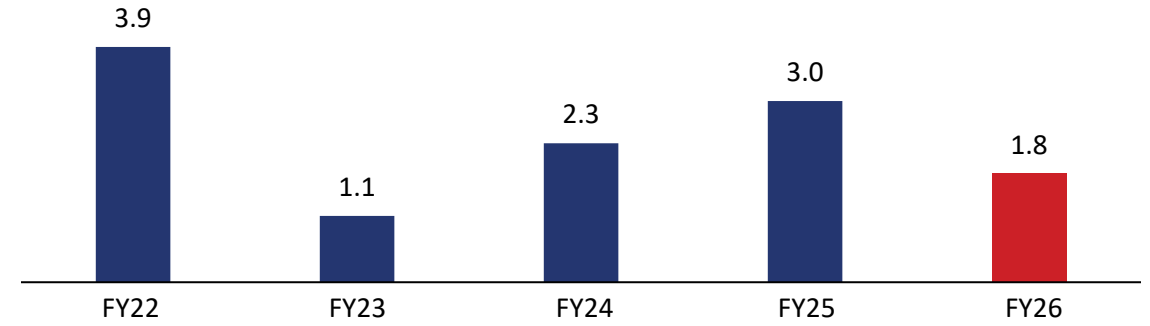


# Key Financial Metrics - Annual Trend

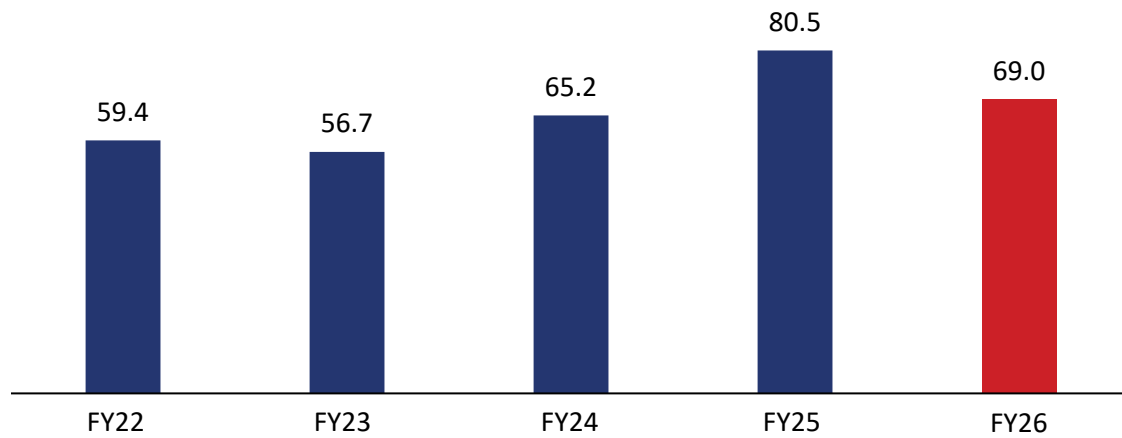
### GNPA (%)



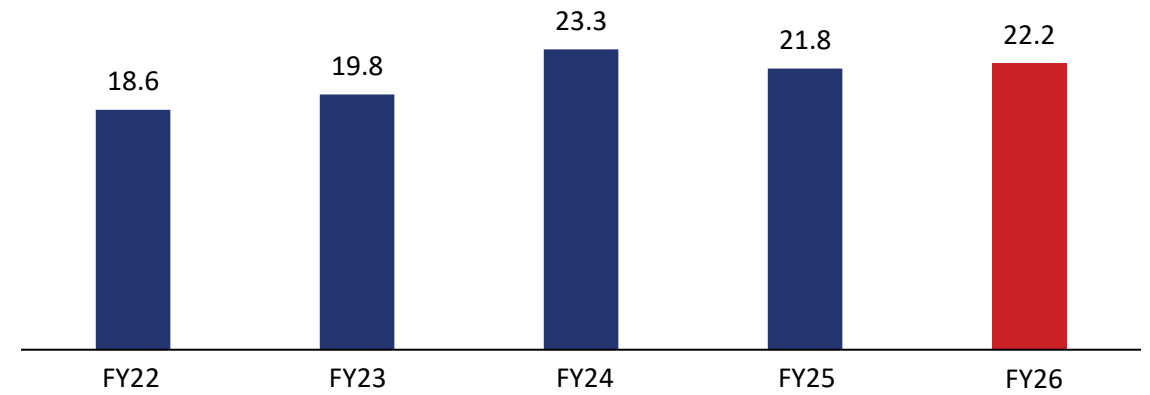
### NNPA (%)



### PCR (%)

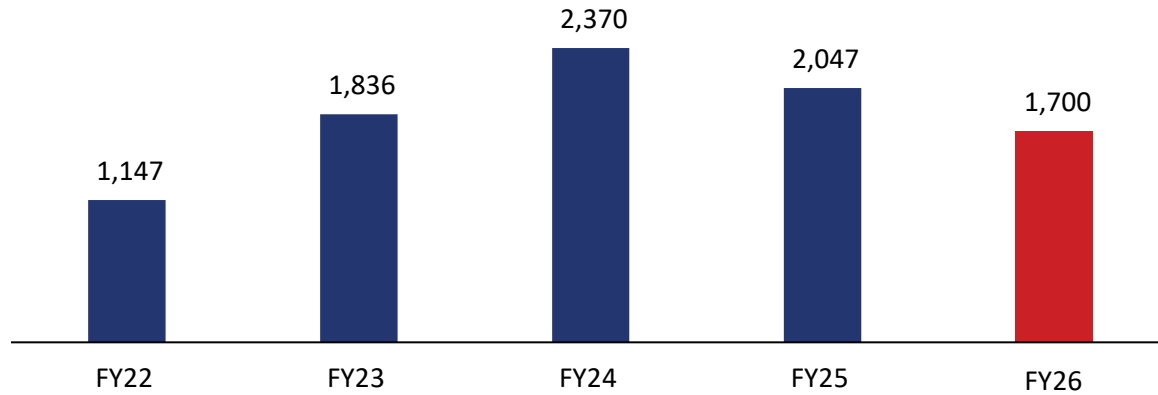


### CRAR (%)

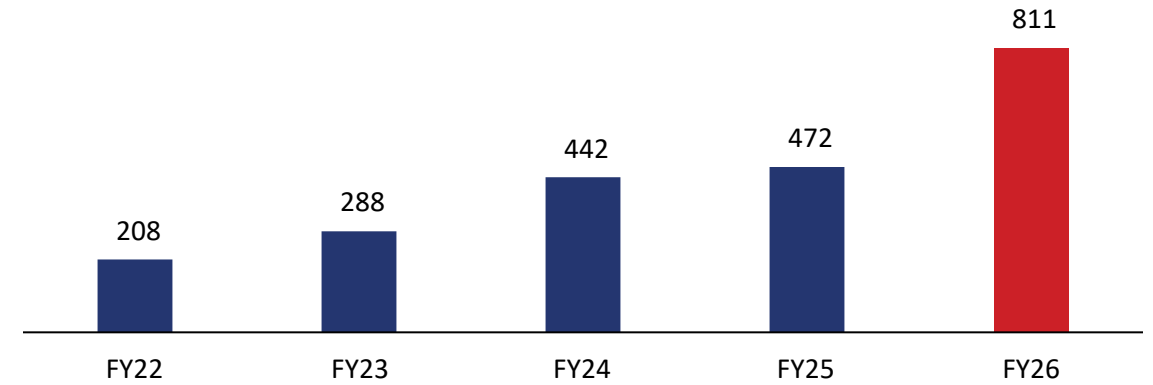


# Key Financial Metrics - Annual Trend

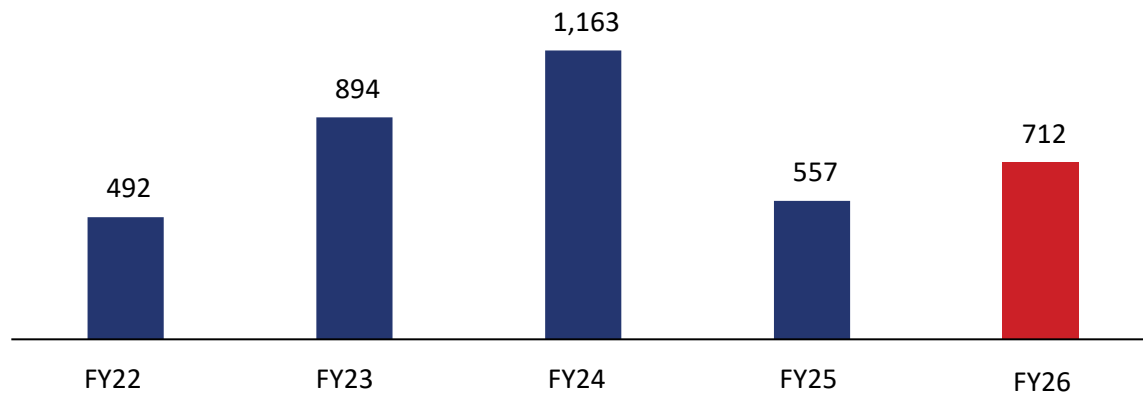
### Net Interest Income (₹ Crs)



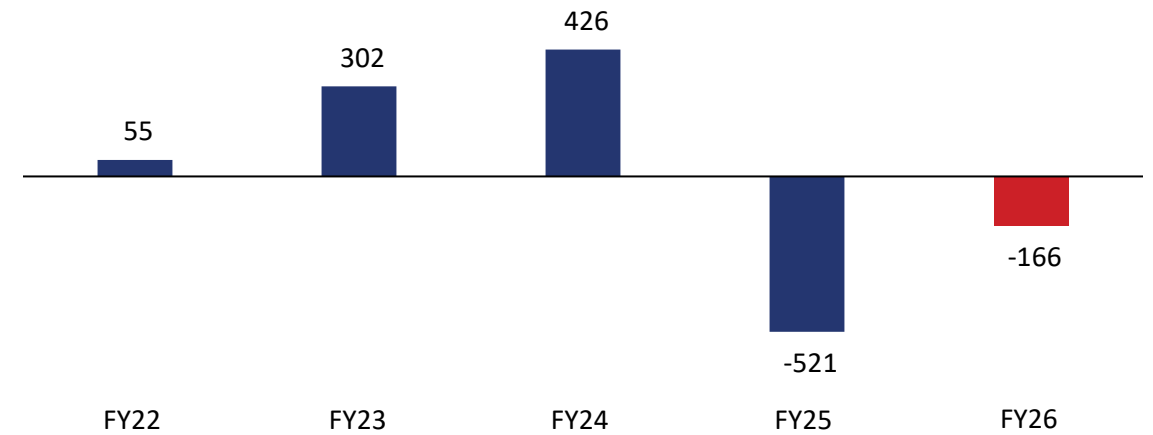
### Non-Interest Income (₹ Crs)



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



### Profit /Loss After Tax (₹ Crs)



# Profit & Loss Statement – Annual Trend

Particulars (₹ Crs)	FY26	FY25	FY24	FY23	FY22
Interest Income	3,537	3,858	3,818	2,854	1,940
Interest Expense	1,837	1,811	1,449	1,017	793
<b>Net Interest Income</b>	<b>1,700</b>	<b>2,047</b>	<b>2,370</b>	<b>1,836</b>	<b>1,147</b>
Other Income	811	472	442	288	208
<b>Net Total Income</b>	<b>2,511</b>	<b>2,519</b>	<b>2,812</b>	<b>2,124</b>	<b>1,355</b>
Employee Benefits Expense	692	664	363	278	232
Depreciation and Amortization Expense	65	59	51	42	33
Other Expenses	1,041	1,180	1,235	911	598
<b>Operating Expense</b>	<b>1,799</b>	<b>1,904</b>	<b>1,649</b>	<b>1,231</b>	<b>863</b>
<b>Pre-Provision Operating Profit</b>	<b>712</b>	<b>615</b>	<b>1,163</b>	<b>894</b>	<b>492</b>
Provisions (other than tax and contingencies)	940	1,250	592	488	418
<b>Profit before tax</b>	<b>(228)</b>	<b>(693)</b>	<b>570</b>	<b>406</b>	<b>74</b>
Tax Provisions	(62)	(172)	145	104	19
<b>Profit After Tax</b>	<b>(166)</b>	<b>(521)</b>	<b>426</b>	<b>302</b>	<b>55</b>
Earnings Per Share Diluted	(3.22)	(10.12)	8.94	6.73	1.22

# High Quality Board At The Helm Of The Organization

## Karthikeyan Manickam

### Part time Chairman & Non-Executive Independent Director

- Master's degree in Science (Agriculture) in Agronomy from Tamil Nadu Agricultural University and Bachelor's degree in Science in Agriculture from Tamil Nadu Agricultural University, Diploma in GUI Applications from Bureau of Data Processing Systems Limited, Mumbai, Diploma in Management from Indira Gandhi National Open University (IGNOU) and Certified Associate of the Indian Institute of Bankers (CAIIB)
- Previously served as the Executive Director of Bank of India and has extensive exposure of Corporate Office and field level banking during his professional journey of over 36 years.

## Biju Varkkey

### 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.

## 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 specialized 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

## Ajay Sharma Non-Executive Independent Director

- Master's degree in Business Administration in Finance from R A Poddar Institute of Management, Passed Intermediate Examination of Institute of Cost and Management Accountants of India, Master's degree in Commerce from Himachal University and Bachelor's degree in Commerce from Hansraj College and Certified Associate of the Indian Institute of Bankers (CAIIB).
- A distinguished banking executive with over thirty-five years of progressive experience at IDBI Bank Limited. Previously served as Executive Director of IDBI Bank Limited.
- He is currently on the Board of Banswara Syntex Limited and Areion Finserv Private Limited Independent Director and on the Board of India International Exchange((IFSC) Limited as Public Interest Director (Independent Director).

## George Ittan Maramkandathil Non- Executive Director

- A diploma in Civil Engineering and requisite expertise in specific functional areas namely Business Management, Developing and Strengthening Management Teams, Leading and Expanding business across various sectors
- A result-driven, self-motivated, and resourceful leader, renowned for his ability to develop and strengthen management teams to maximize Bank profitability and efficiency.
- A distinguished career spanning 43 years, beginning as a CAD Team Leader at Rice Perry Ellis and Partners from 1982 to 1985.
- In 1985, founded the AST Group of Companies and has served as CEO since its inception.

## Ms. Kolasseril Chandramohanan 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

## 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

Supported by a highly experienced team of qualified & experienced professionals

Name & Designation	Qualification	Prior Associations
<b>Bosco Joseph</b> Executive Vice President- Micro Banking	<ul style="list-style-type: none"> <li>○ LLB with specialization with Labor 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>

# Awards & Recognitions – Annual Trend



2020 - 21

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



2021 -22

- 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 - 23

- **'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 - 24

- **'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 - 25

- 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 -26

- 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.
- Received the **Digital Transformation Excellence Award**, for its Enterprise- Wide Core Platform Modernization programme, in the Hitachi Vantara Exchange event.



**For Investor queries**

Mr. Ranjith Raj P

Email: [investor.relations@esafbank.com](mailto:investor.relations@esafbank.com)

Mr. Swapnil Moray

Email: [swapnil.vijaymoray@esafbank.com](mailto:swapnil.vijaymoray@esafbank.com)

Website: [www.esafbank.com](http://www.esafbank.com)