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The POWER to Dream Bigger

ESAF

ESAF SMALL FINANCE BANK

Joy of Banking

Investor Presentation | Q1 FY2027

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Key Highlights – Q1 FY2027

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Total Business *	Net Interest Income	Operating Profit	Net profit	Net NPA
₹ 51,140 Crore	₹ 584 Crore	₹ 349 Crore	₹ 80 Crore	0.8%

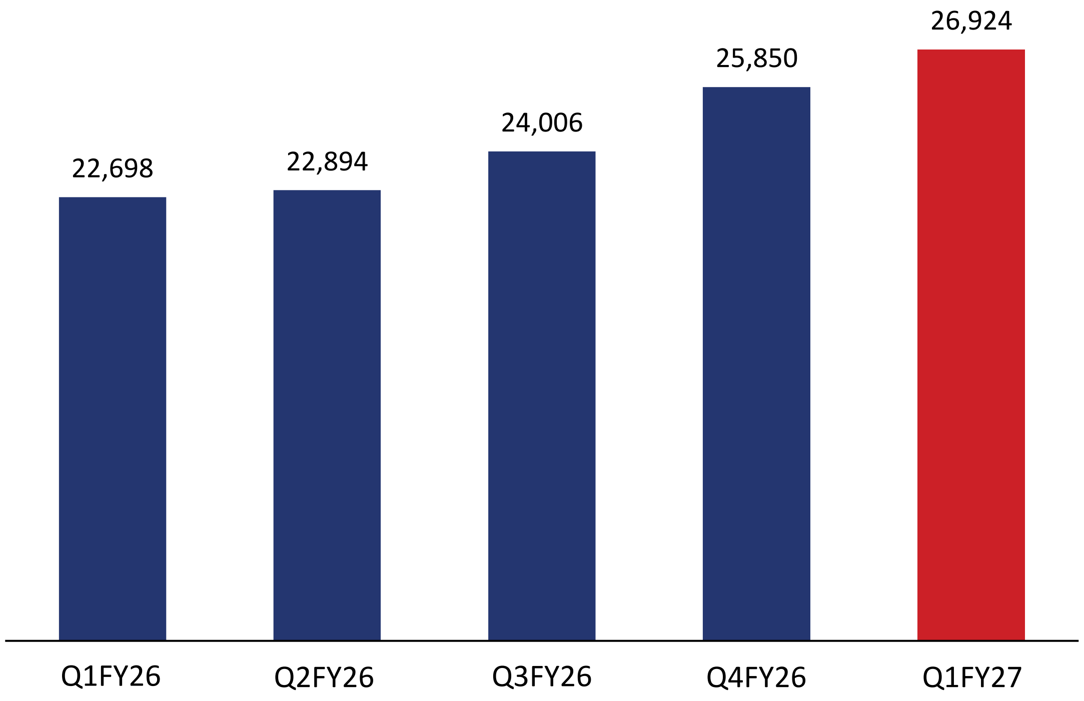
Gross Advances ₹ 23,216 Crore ▲ ₹ 18,224 Crore (Q1 FY26)	**Yield on Advances** 17.2% ▲ 15.5% (Q1 FY26)	**GNPA** ₹ 1,253 Crore ▼ ₹ 1,364 Crore (Q1 FY26)	**RoA/RoE** 1.0%/17.5% ▲ (1.2)%/(17.6)% (Q1 FY26)
Deposits ₹ 26,924 Crore ▲ ₹ 22,698 Crore (Q1 FY26)	**Cost of Deposits** 7.0% ▼ 7.3% (Q1 FY26)	**NNPA** ₹ 184 Crore ▼ ₹ 661 Crore (Q1 FY26)	**CRAR** 23.9% ▲ 22.7% (Q1 FY26)
CASA ₹ 6,297 Crore ▲ ₹ 5,628 Crore (Q1 FY26)	**NIM** 7.9% ▲ 6.0% (Q1 FY26)	**PCR** 85.5% ▲ 73.2% (Q1 FY26)	**Cost to Income** 58.1% ▼ 78.2% (Q1 FY26)

* Total Business includes IBPC

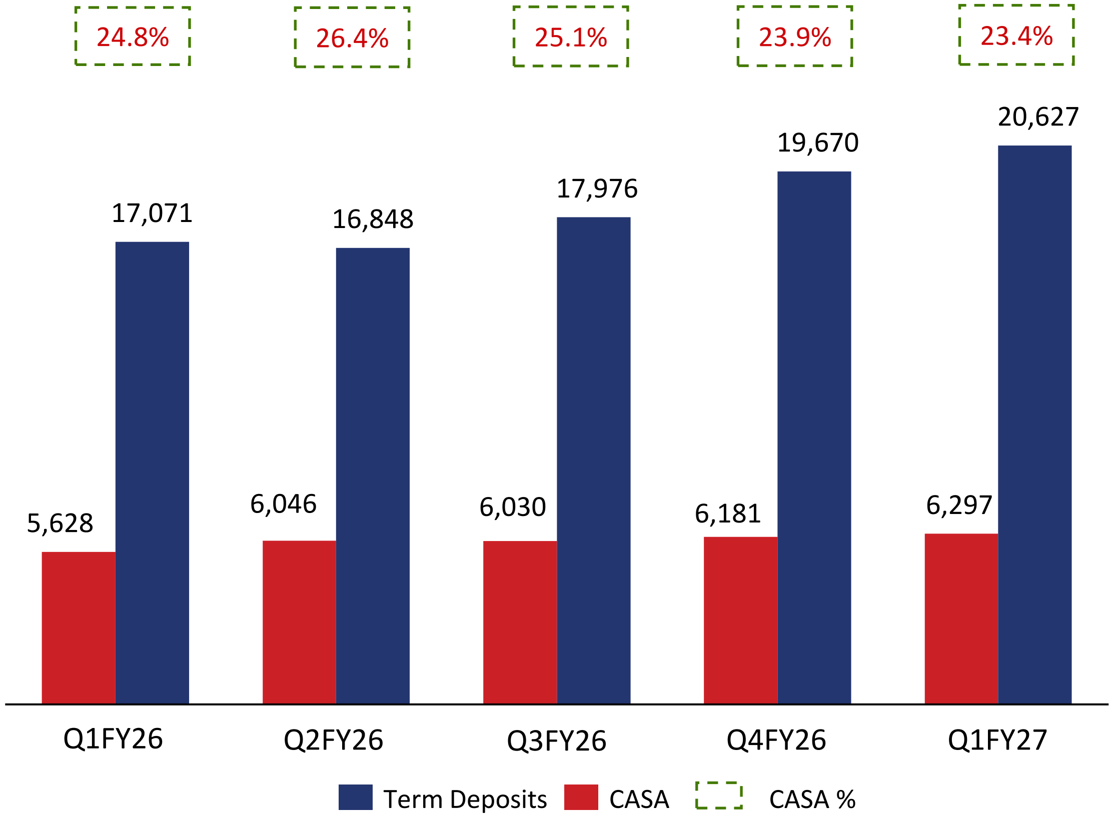
Deposits

Deposit Profile (1/2)

Total Deposits (₹ Crs)



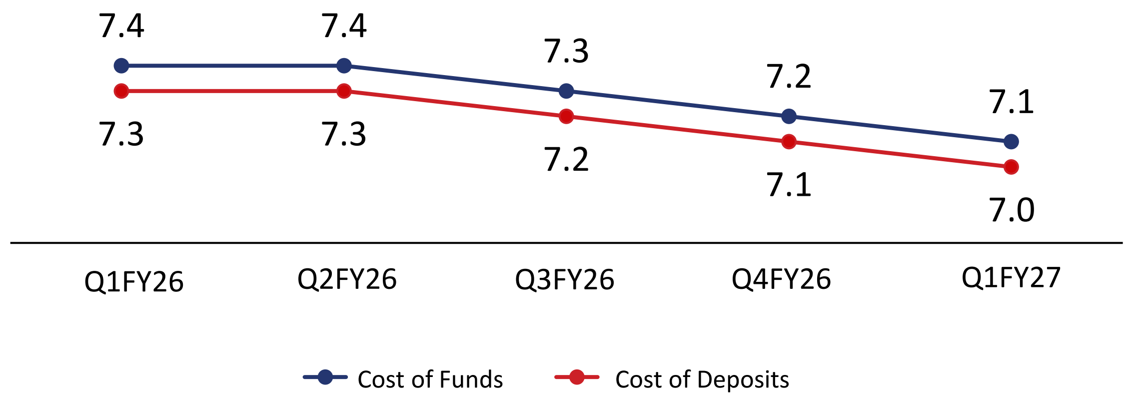
CASA and Term Deposit (₹ Crs)



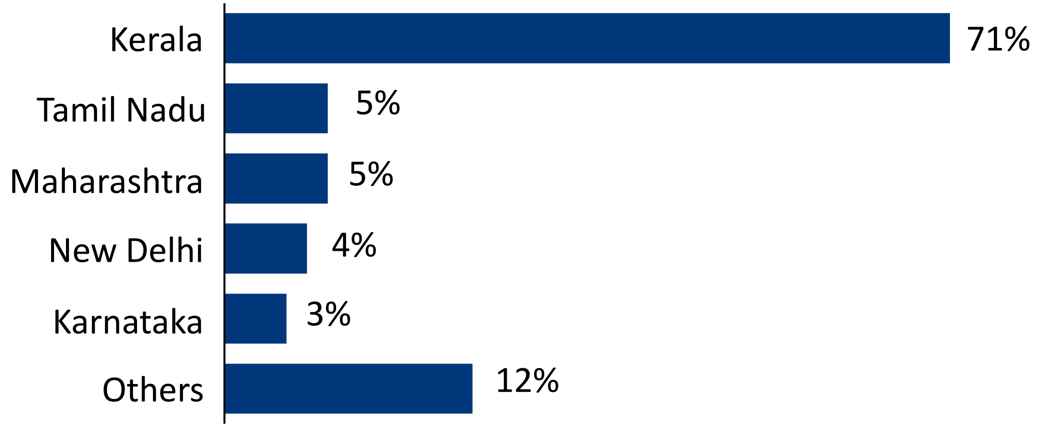
- Total Deposits grew by 19% YoY and 4% over the previous quarter
- CASA at ₹ 6,297 crore grew by 12% YoY and CASA ratio stood at 23.4%
- Term Deposit growth of 21% YoY was driven by increase in both retail and bulk deposits
- Retail share of deposits stands at 91%. Focus remains on growing granular retail deposits

Deposit Profile (2/2)

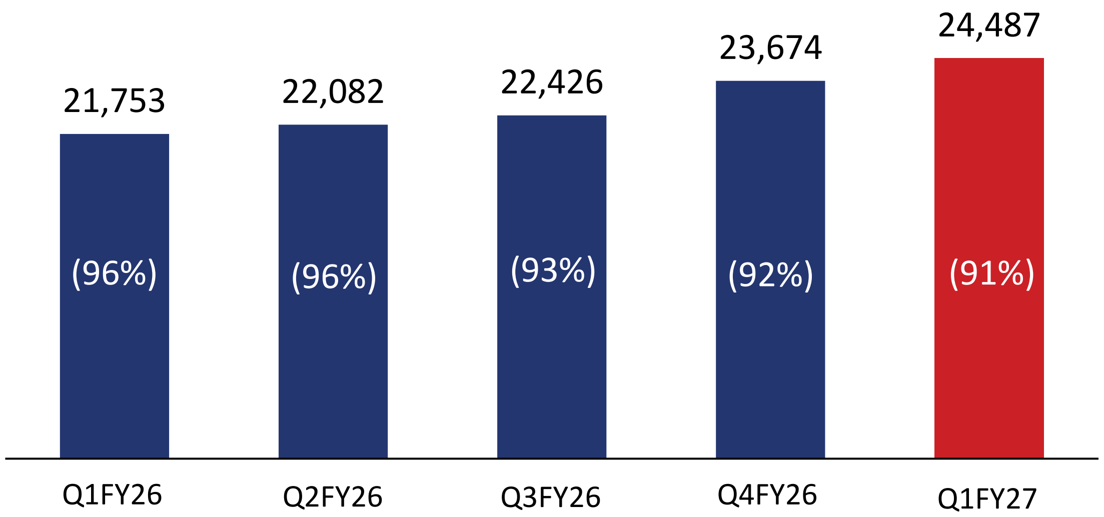
Cost of Funds and Cost of Deposits (%)



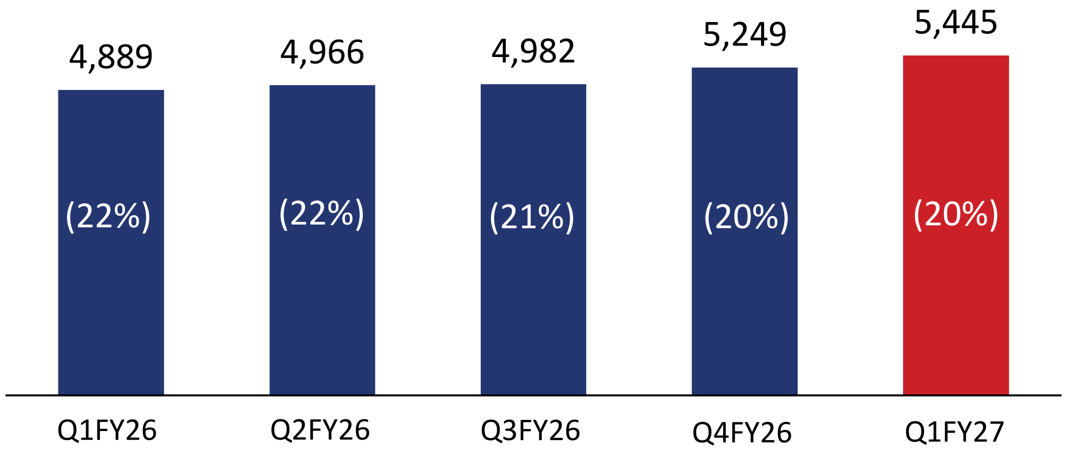
State Wise Deposit Mix (June-26)



Retail Deposits (₹ Crs) and contribution to Total Deposits (%)

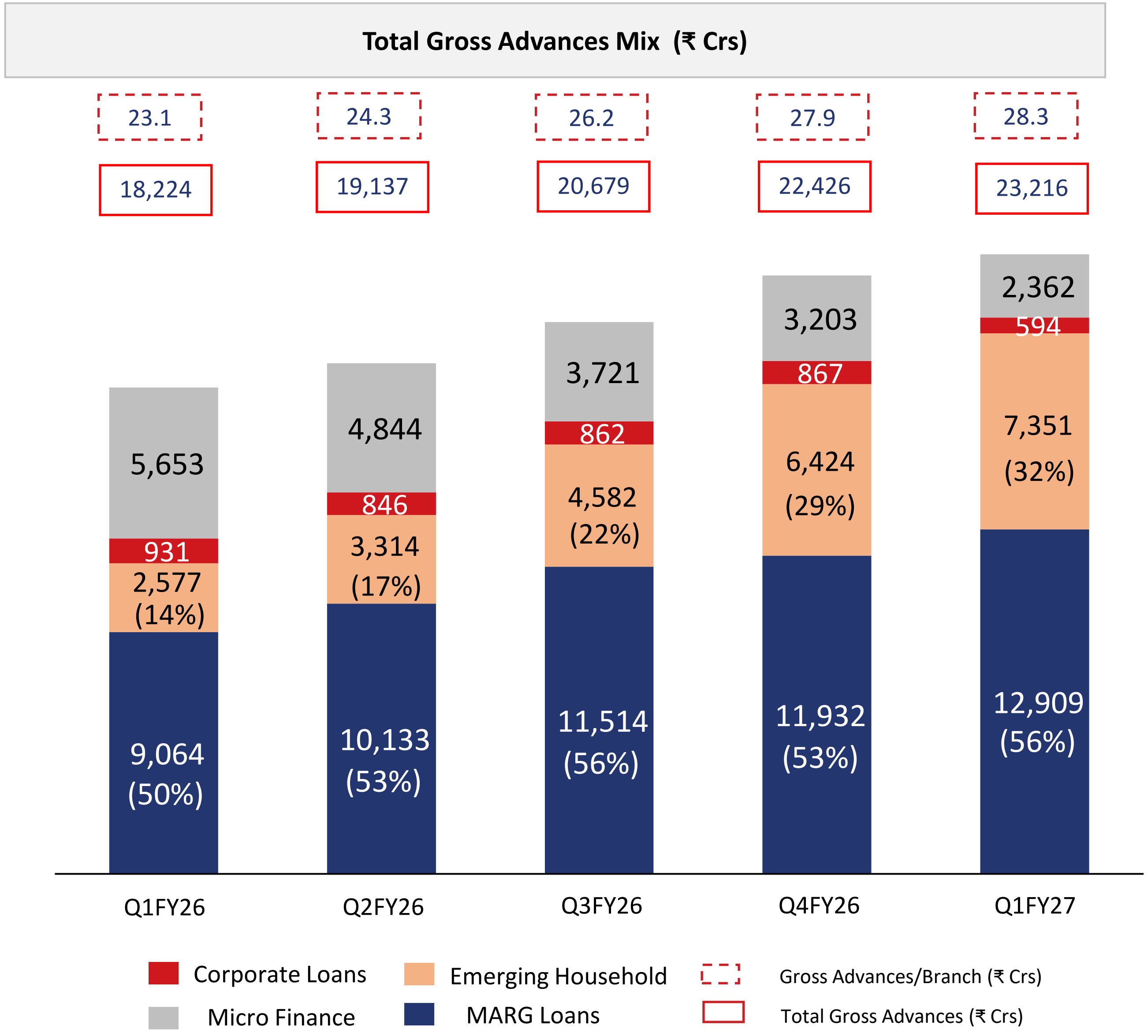


NRE/NRO Deposits (₹ Crs) and contribution to Total Deposits (%)



Advances

Total Gross Advances Mix



- Total Gross Advances grew by 27% on YoY basis and 4% on QoQ basis
- Secured Advances are 62% of the portfolio as of June-26 as compared to 59% as of June-25
- MARG portfolio comprising of MSME, Agriculture, Retail and Gold Loans has grown by 42% YoY and 8% QoQ.
- Emerging Household portfolio comprises of small ticket loans provided to individuals, SHG's, small entrepreneurs etc. It has grown by 185% YoY and 14% QoQ
- Micro Finance comprising of group loans have declined by 58% YoY and 26% QoQ, reflecting the Bank's strategic shift towards graduation of eligible microfinance customers to the Emerging Household (EH) segment.
- Corporate Loans comprise of lending products aimed at corporates/NBFCs. It has degrown 36% YoY and 31% QoQ

Gross Advances segments are based on internal classifications and are realigned as per the bank strategy

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

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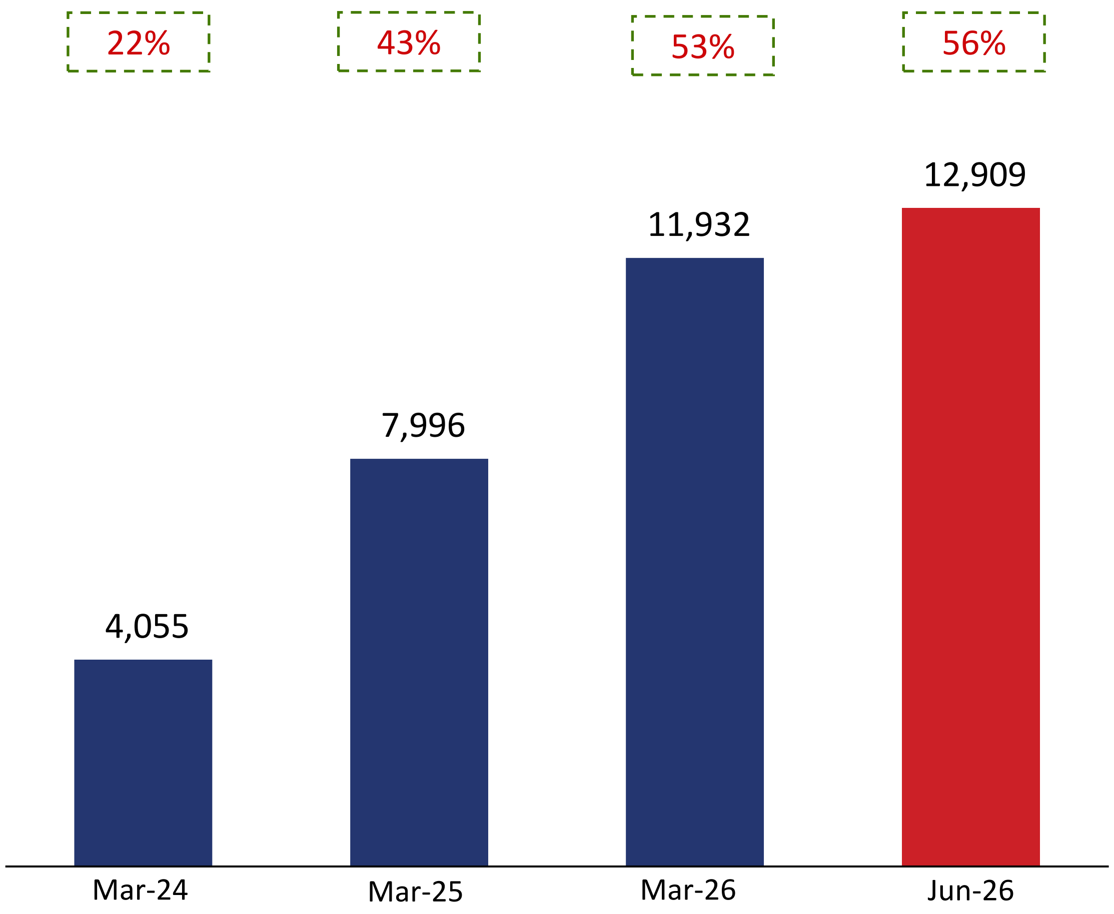
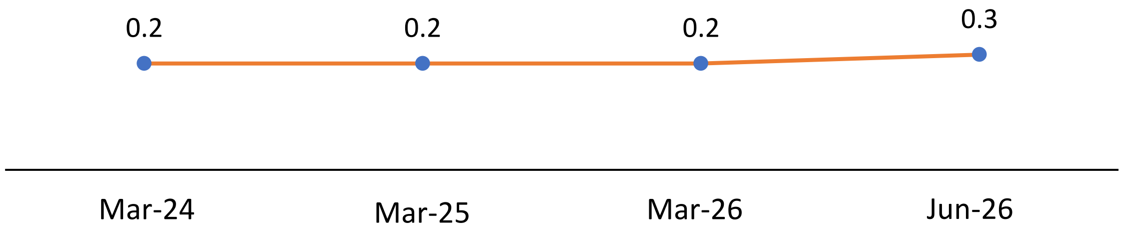
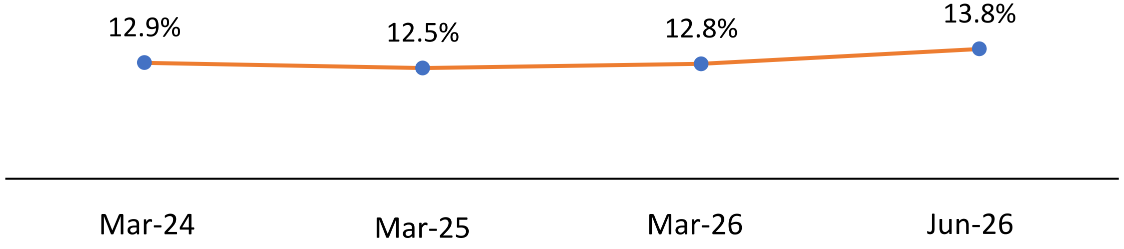
Gross Advances of MARG portfolio (₹ Crs) and its contribution (%)



Total GNPA (%) of MARG portfolio



Yield on Advances (%) of MARG portfolio



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

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

M.A.R.G – Gold and Retail contributing steady growth

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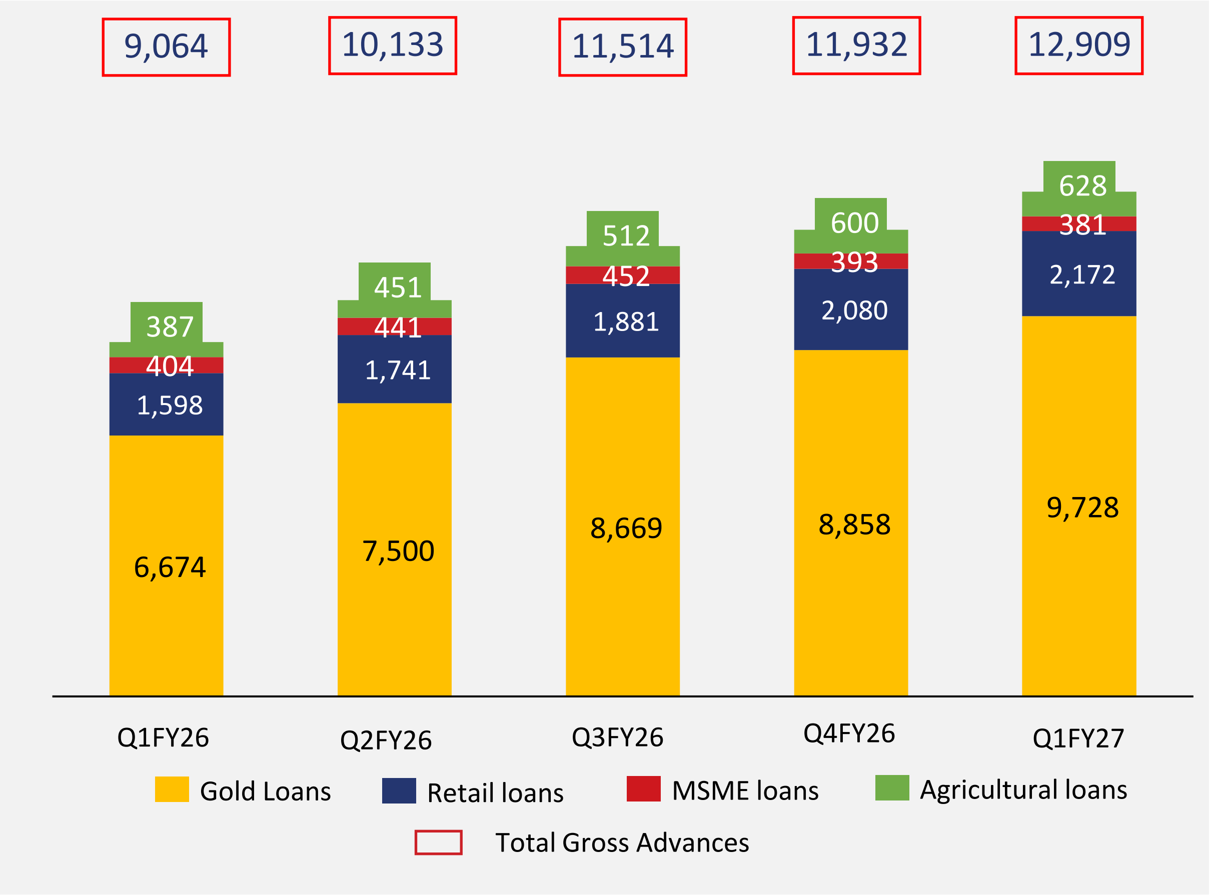
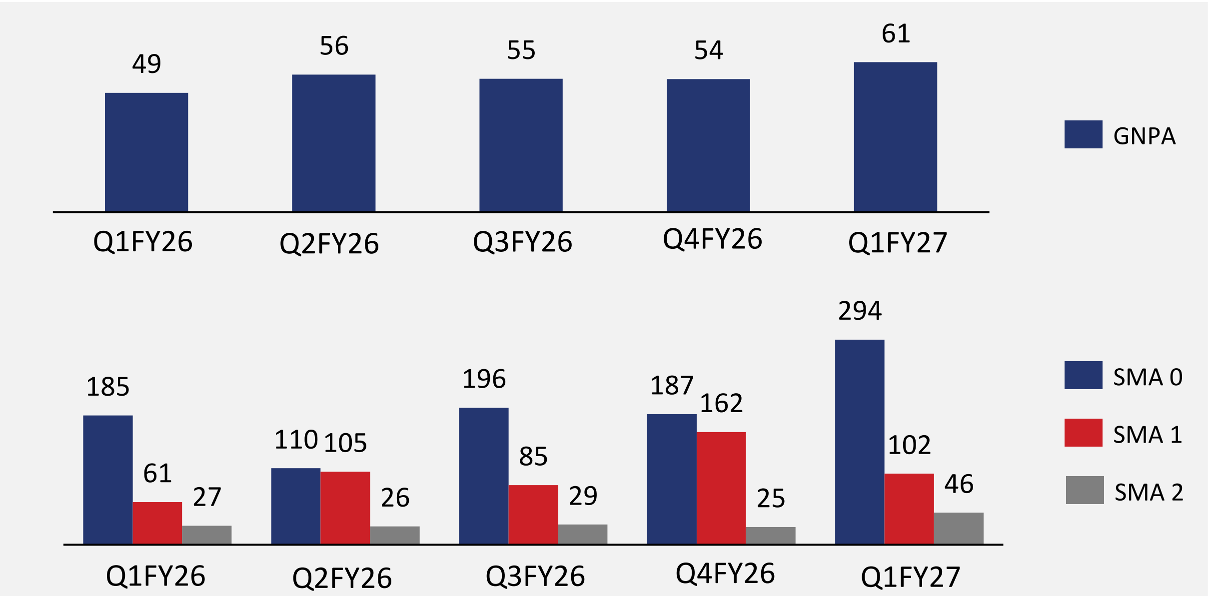
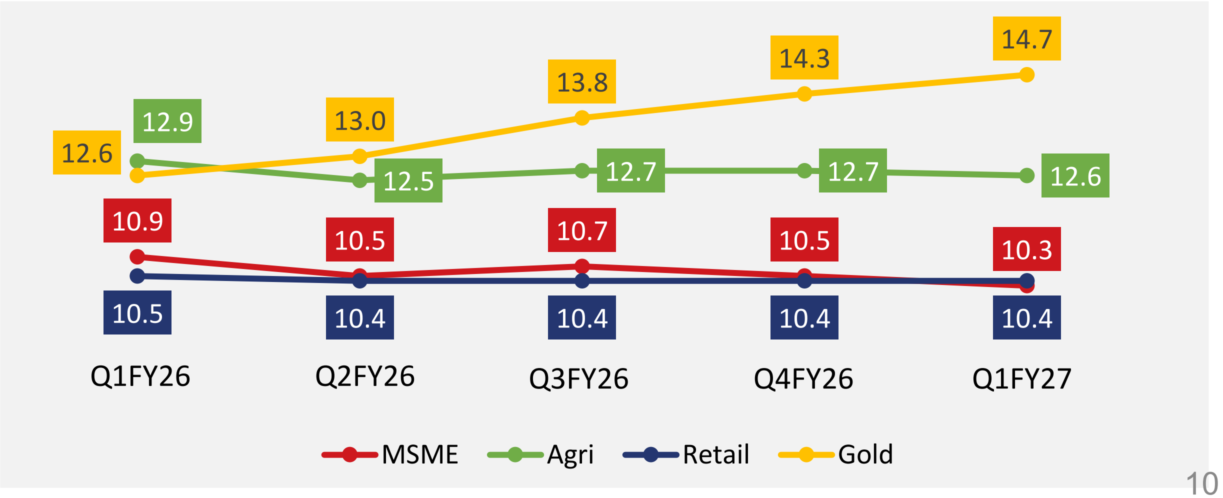
Gross Advances (₹ Crs)



Asset Quality (₹ Crs)



Yield on Advances (%)



Average Ticket size

Gold Loans
~ ₹ 3,60,000

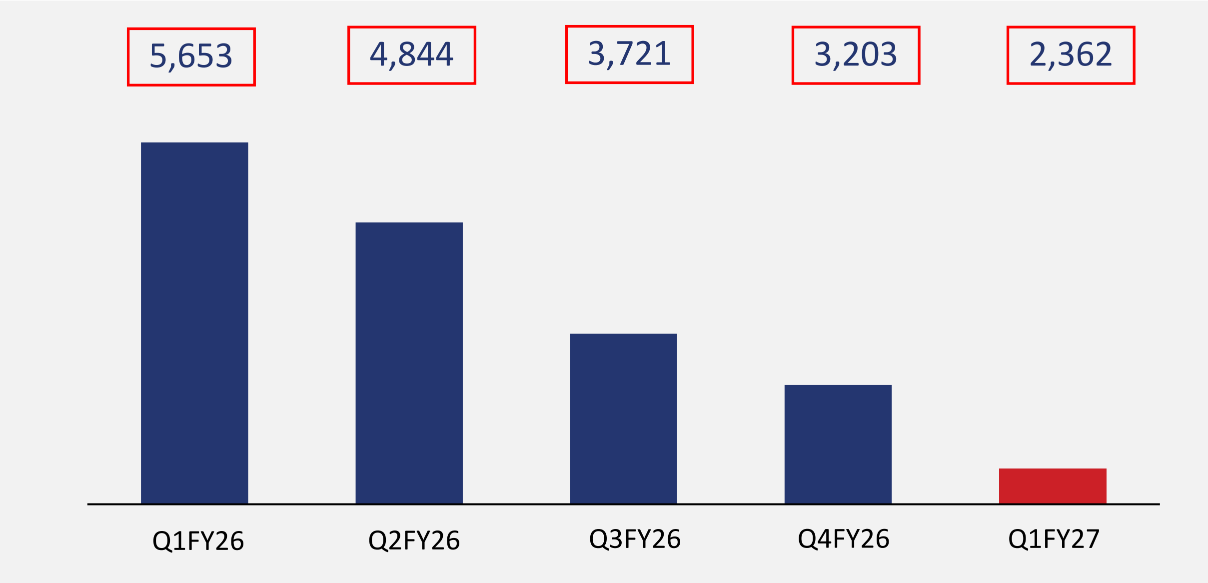
Retail Loans
~ ₹ 8,00,000

MSME Loans
~ ₹ 21,00,000

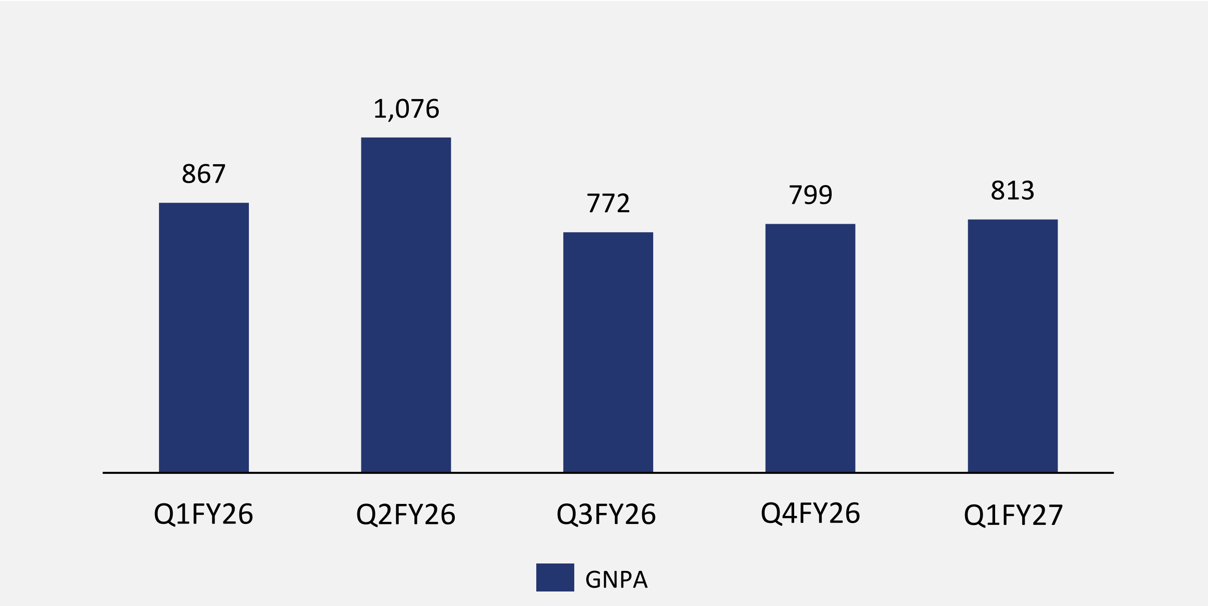
Agri Loans
~ ₹ 9,80,000

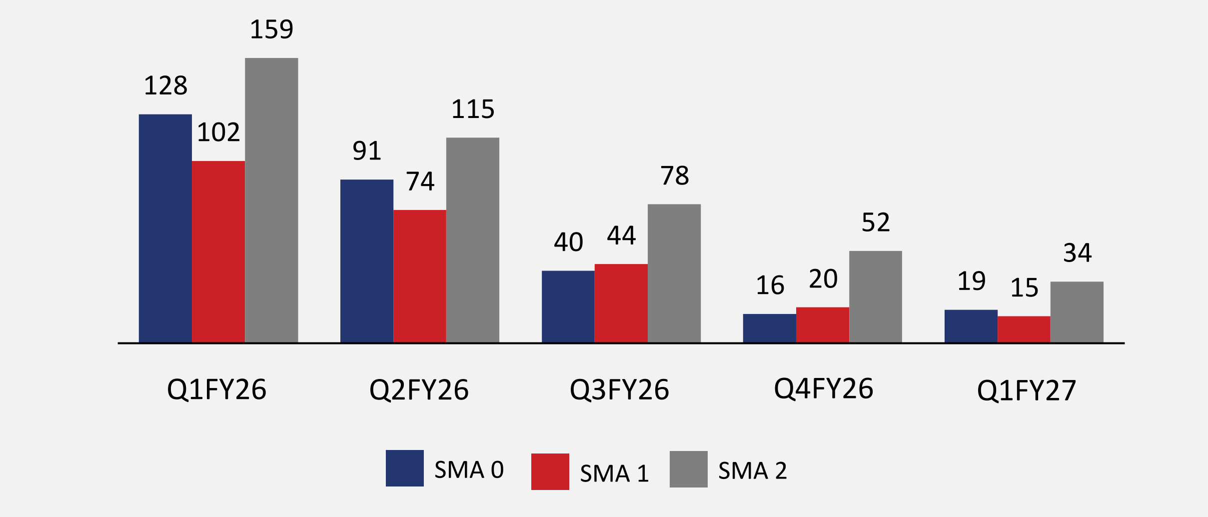
Micro Finance – Legacy group loans

Gross Advances (₹ Crs)

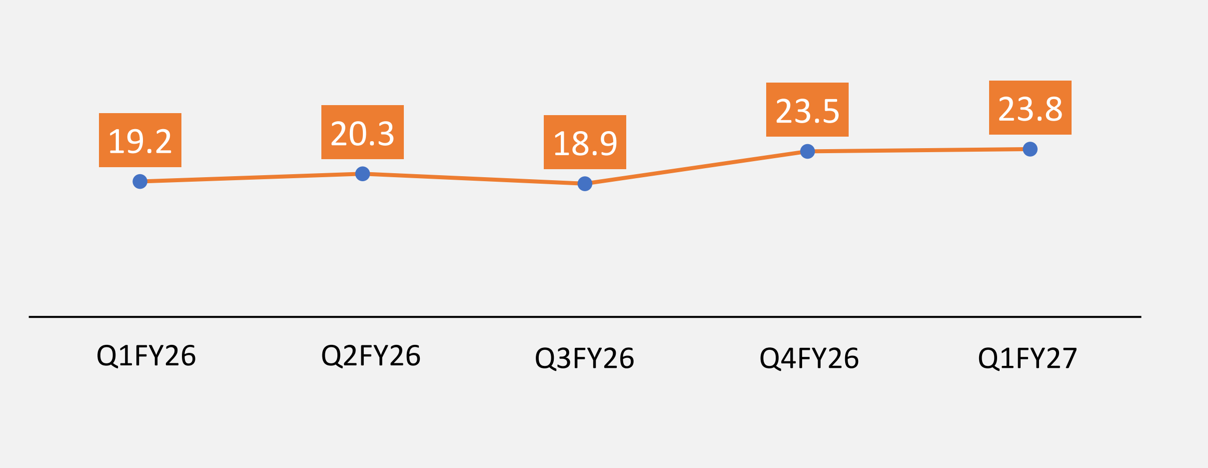


Asset Quality (₹ Crs)





Yield on Advances (%)

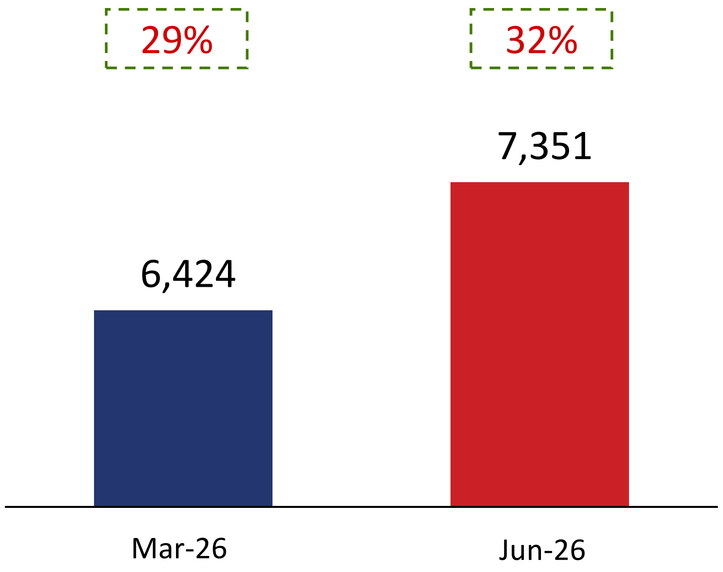


Emerging Household (EH) segment

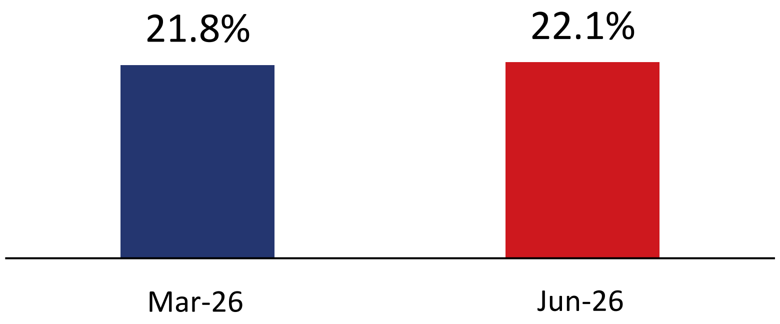
The **Emerging Household (EH)** segment comprises customers who have progressed beyond traditional microfinance and are ready to access a wider range of banking products and financial solutions. It caters to customers transitioning towards greater financial stability and retail banking relationships.

Customer Profile: Individuals, Self-Help Groups (SHGs), small entrepreneurs, and other emerging business customers.
Annual Household Income: ₹3 lakh to ₹15 lakh.
Maximum Loan Limit: Up to ₹10 lakh.
Portfolio Structure: Unsecured lending is restricted to individual loans only. All other lending within the segment is secured.

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



Yield on Advances (%) of EH portfolio



Loans to Emerging Household (EH) segment

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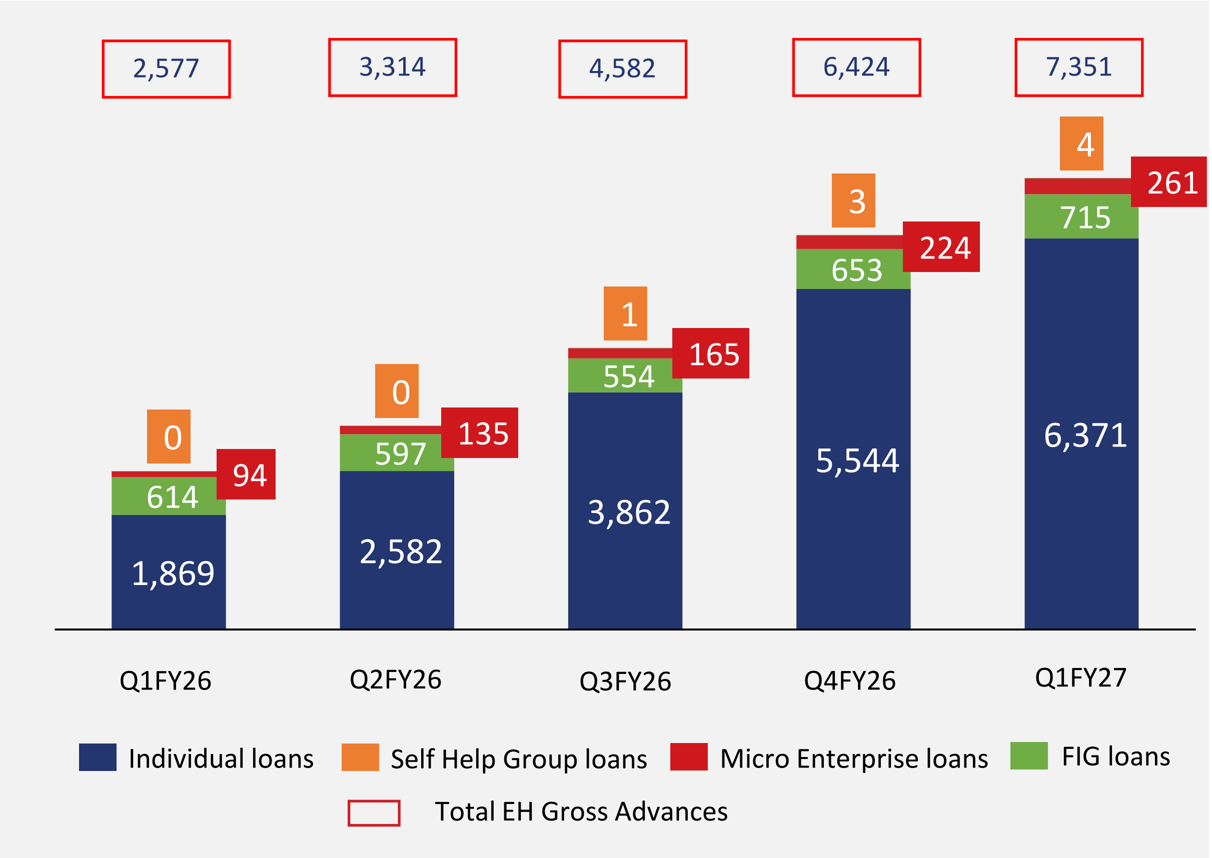
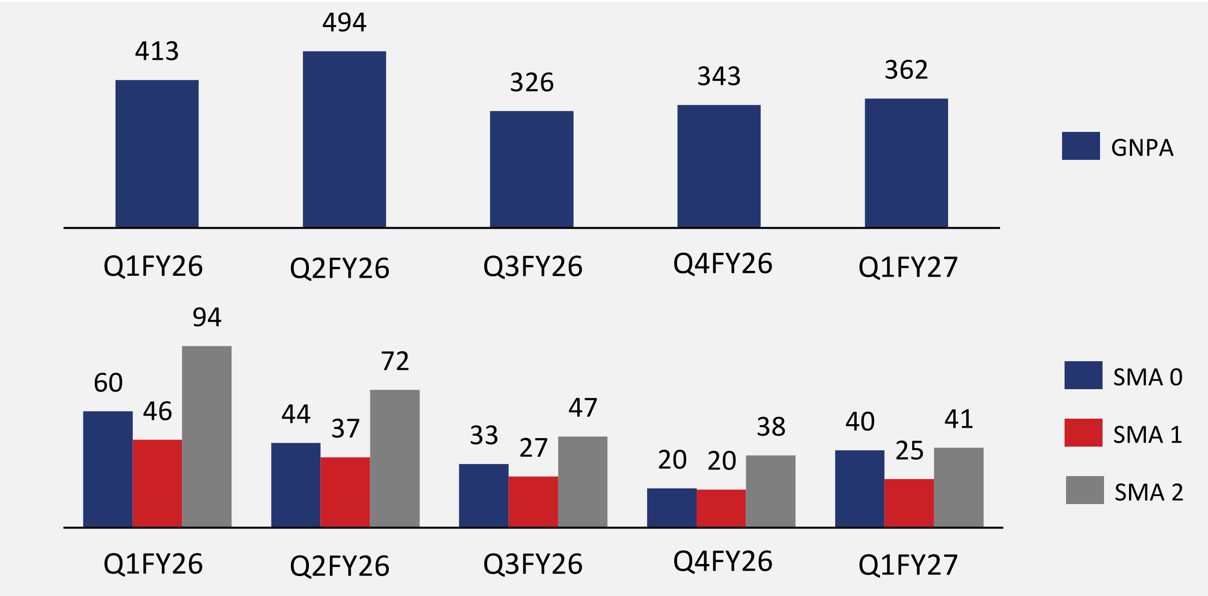
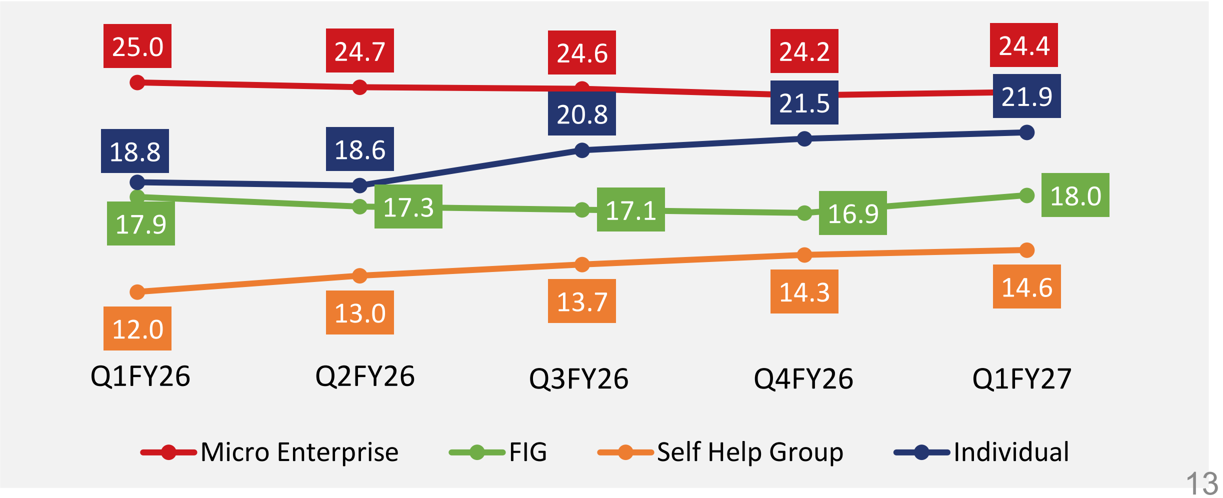
Gross Advances (₹ Crs)



Asset Quality (₹ Crs)



Yield on Advances (%)



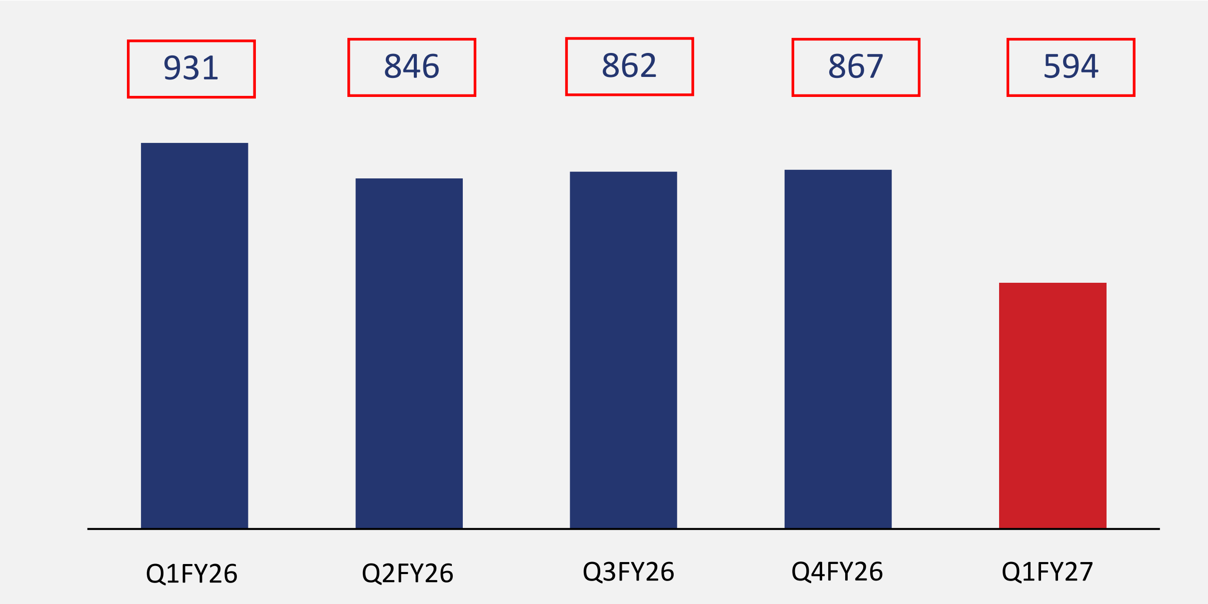
Average Ticket size

Individual Loans	Self Help Group Loans	Micro Enterprise Loans	FIG Loans
~ ₹ 75,000	~ ₹ 8,40,000	~ ₹ 1,00,000	~ ₹ 60,000

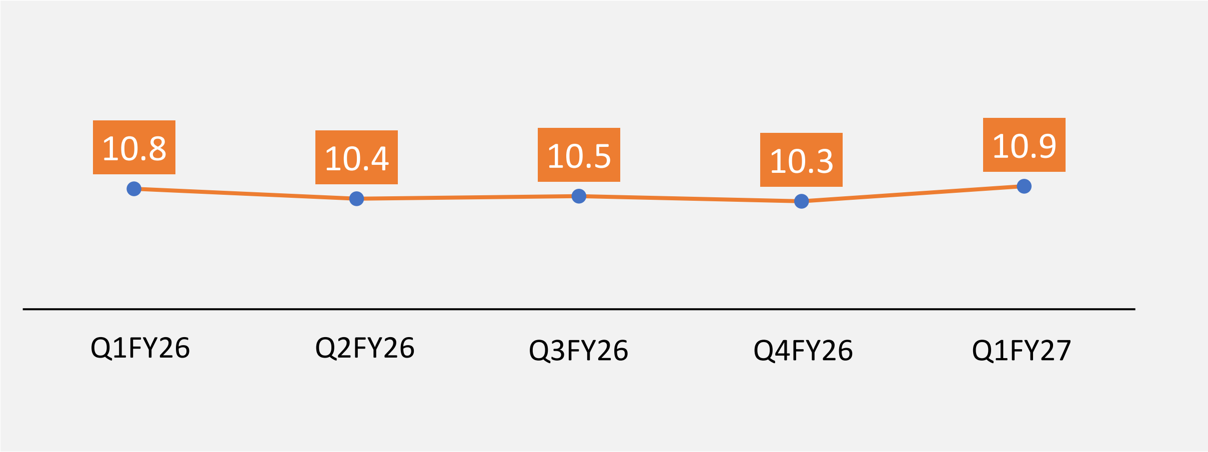
FIG – Farmer Interest Group

Corporate Lending

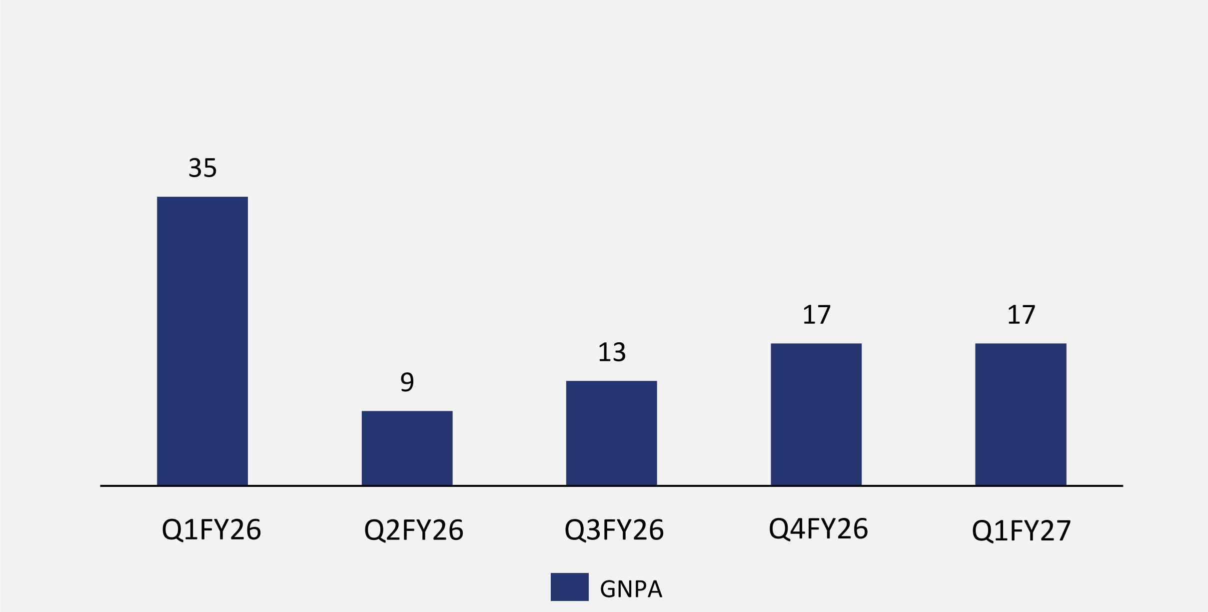
Gross Advances (₹ Crs)

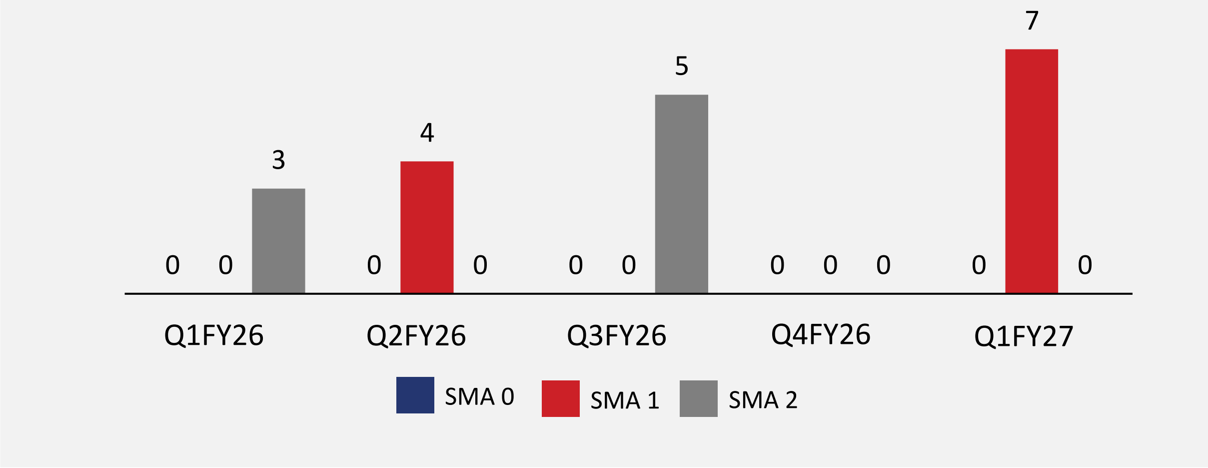


Yield on Advances (%)



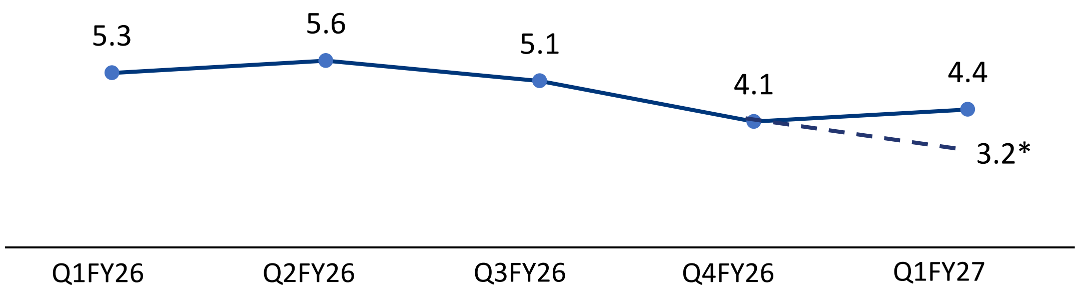
Asset Quality (₹ Crs)





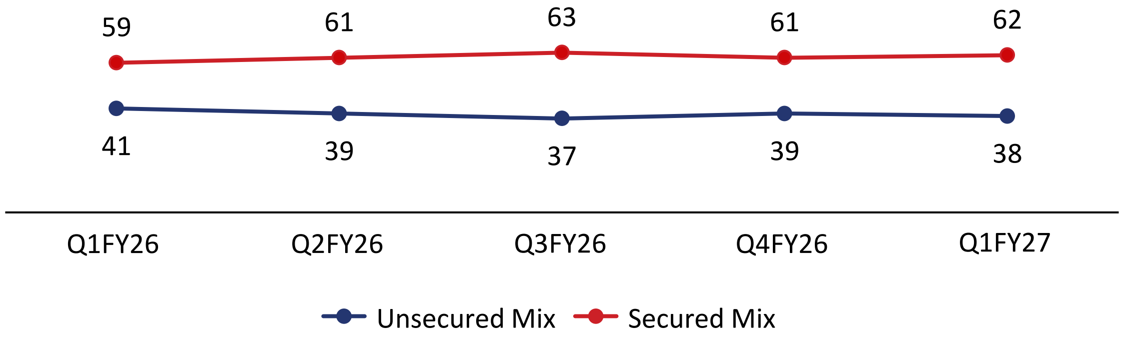
Stable credit cost and increasing secured mix

Credit Cost (%) **#

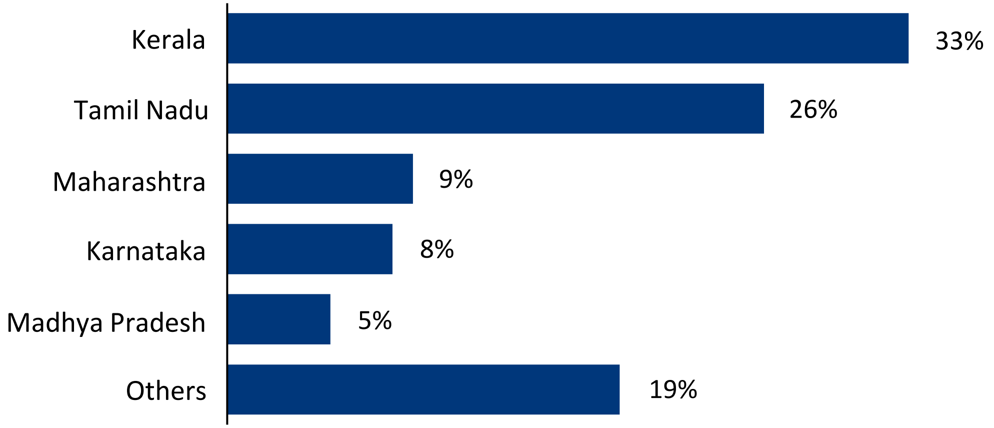


* Credit cost for Q1FY27 calculated by excluding additional provision of ₹ 64.7 crore during the quarter

Secured & Unsecured Mix (%)

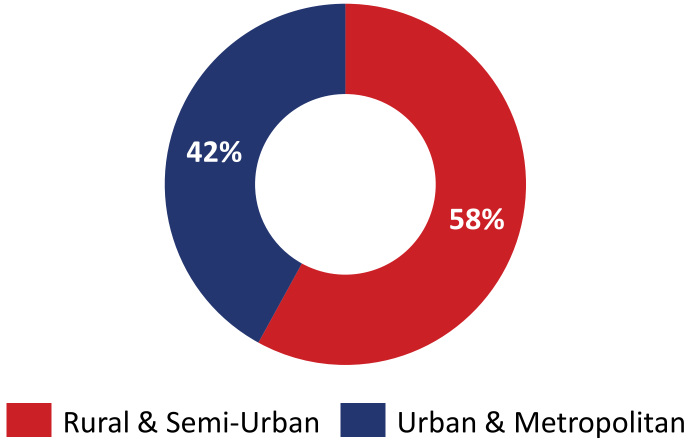


Gross Advances by States (June-26)



Majority of advances in rural & semi-urban regions

As of June-26 (% of Gross Advances)

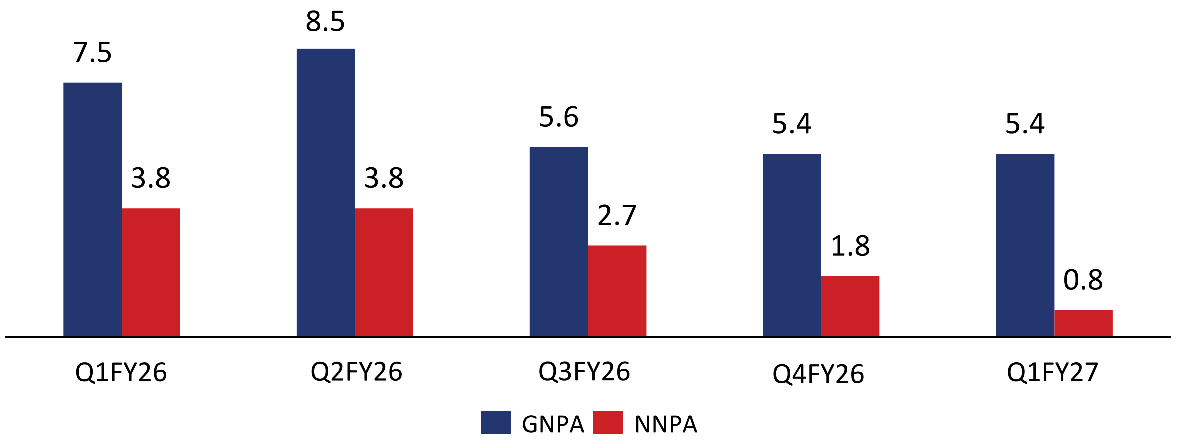


Credit cost is calculated as a percentage of provisions during the quarter divided by avg. advances for the quarter, *Annualized

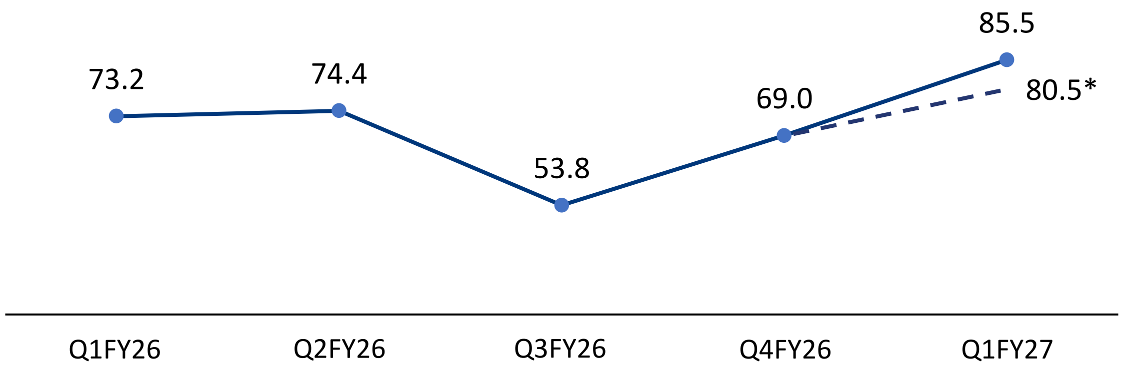
Asset Quality

Asset Quality

GNPA & NNPA (%)



PCR (%)



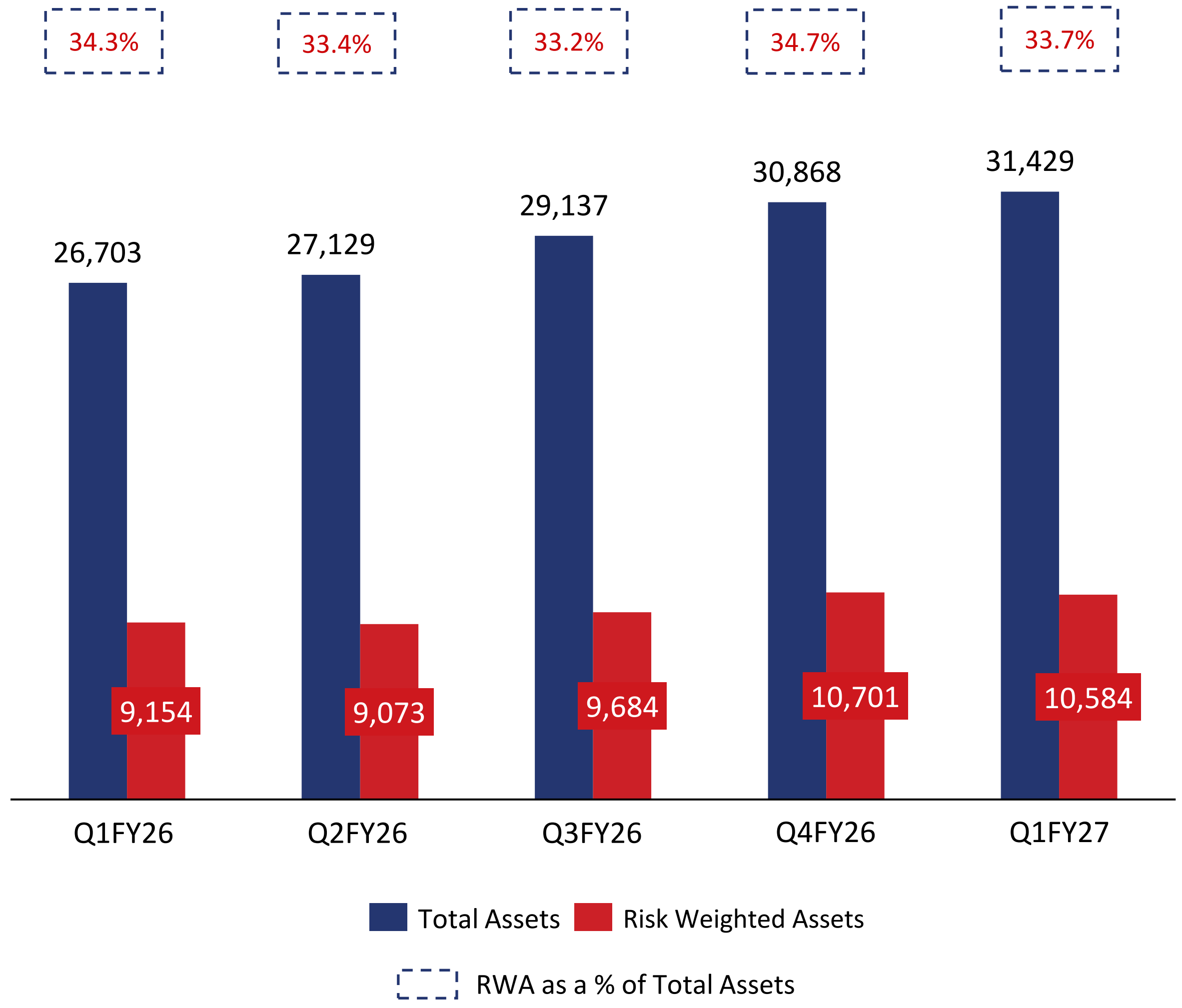
- PCR for Q3FY26 had reduced on account of transfer of NPA portfolio having higher provisions to ARC
- * PCR for Q1FY27 calculated by excluding additional provision of ₹ 64.7 crore during the quarter

NPA Movement (₹ Crs)

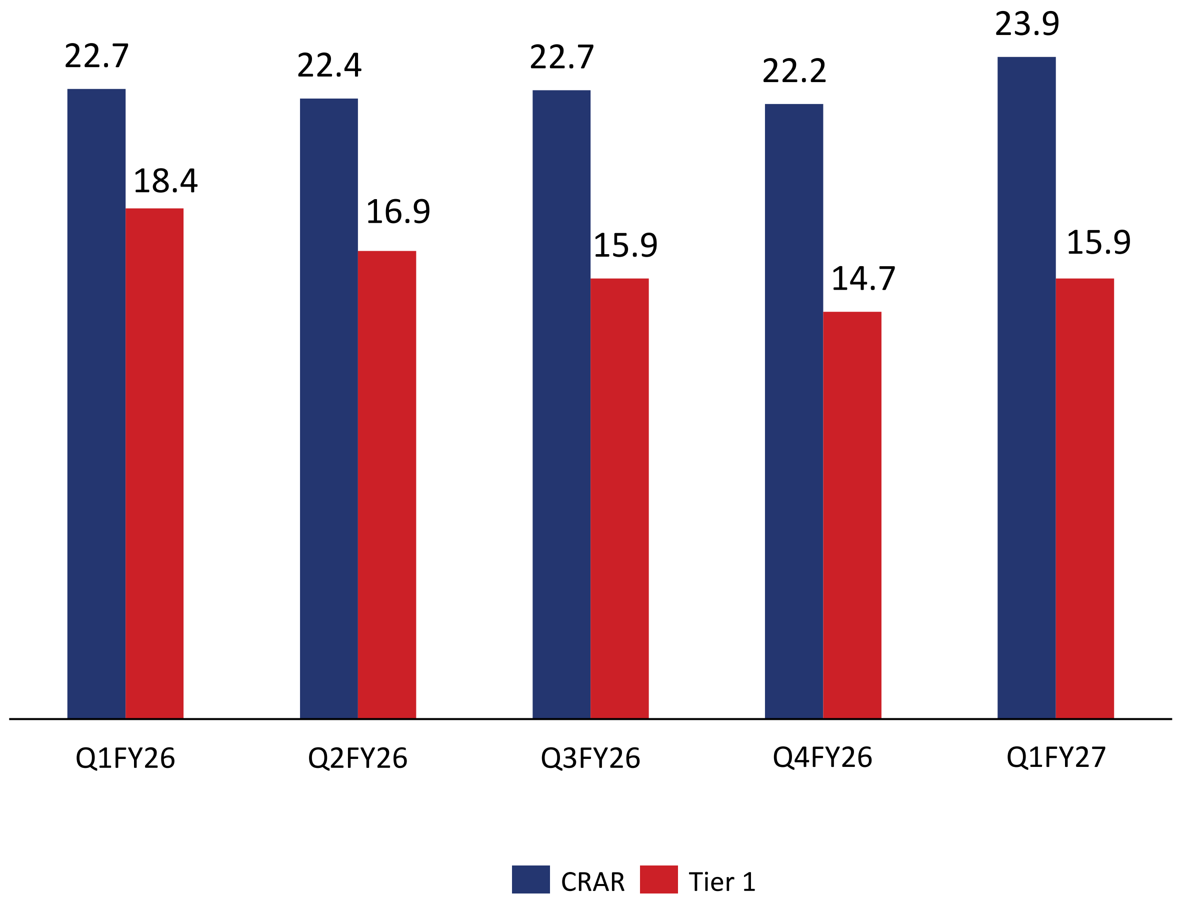
Description	Q1FY26	Q2FY26	Q3FY26	Q4FY26	Q1FY27
Opening balance of Gross NPAs at the beginning of the period/year	1,290.6	1,363.6	1,634.6	1,165.6	1,213.9
Additions during the period/year	468.1	341.9	218.8	105.5	74.7
Less: Reductions during the period/year on account of recovery	13.2	14.4	25.1	12.0	10.0
Less: Reductions during the period/year on account of upgradations	19.4	28.2	34.8	45.3	25.3
Less: Reductions during the period/year on account of write offs (including technical write-offs)	-	-	-	-	-
Less: Reductions during the period/year on account of sale of NPAs to an asset reconstruction company (ARC)	362.4	28.3	627.9	-	-
Gross NPAs at the end of period/year	**1,363.6**	**1,634.6**	**1,165.6**	**1,213.9**	**1,253.3**
Net NPAs at the end of period/year	**660.9**	**696.4**	**547.9**	**382.4**	**184.1**
Recovery from Technical write offs and Sale to ARC	27.6	30.3	70.1	60.5	31.2

Capital Adequacy

Total Assets & Risk Weighted Assets (₹ Crs)



Capital Adequacy (%)



Key Financial Metrics

Key Profitability Metrics

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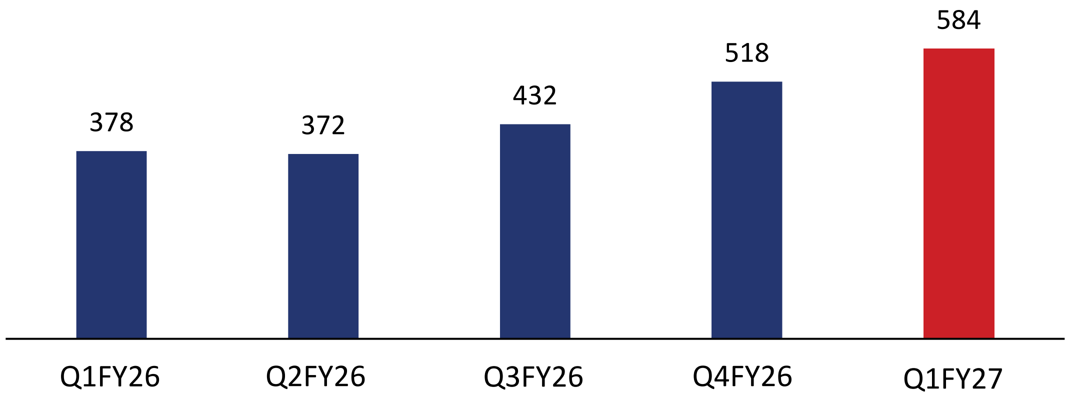
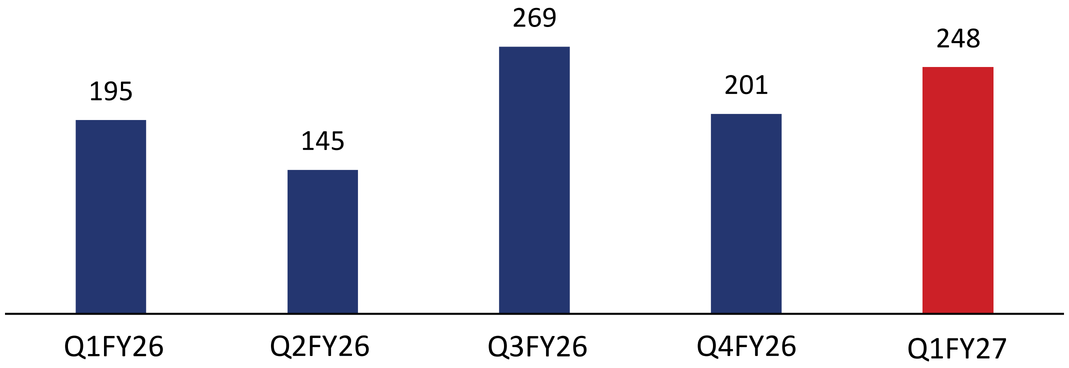
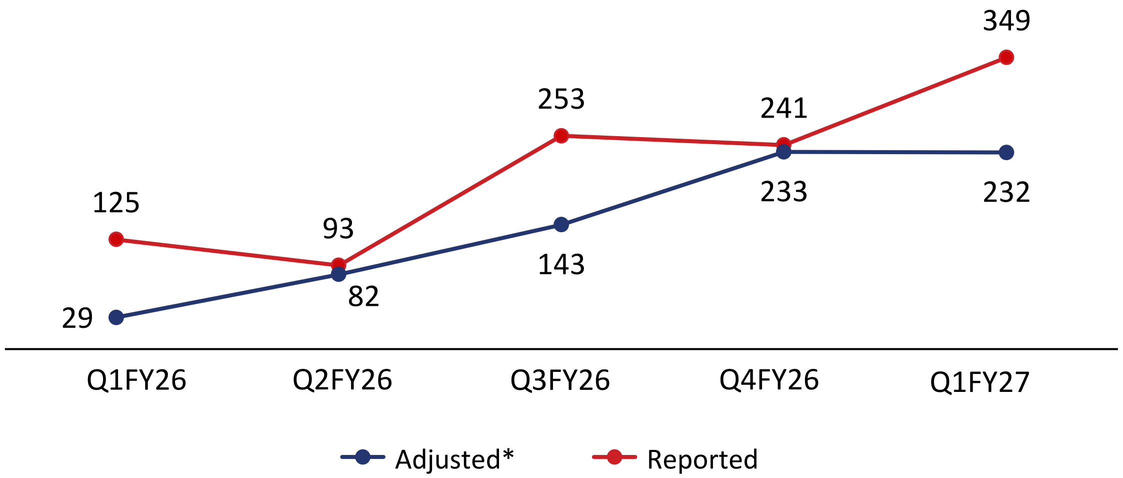
Net Interest Income (₹ Crs)



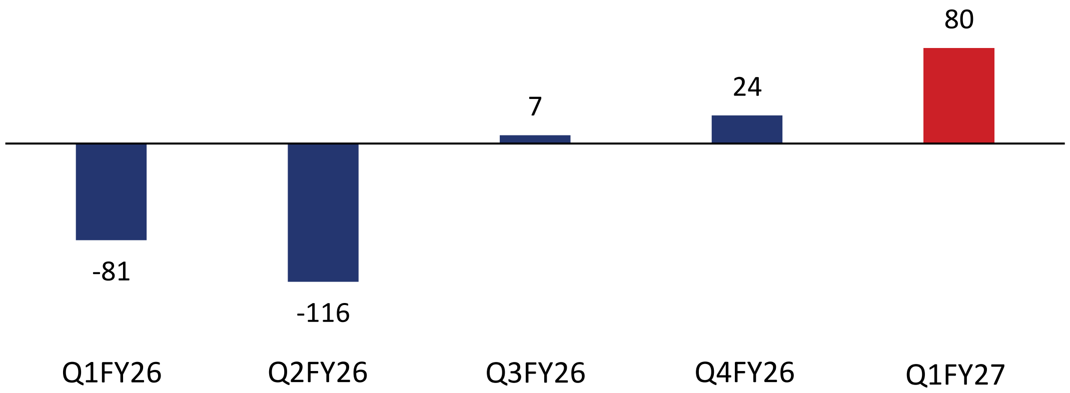
Non-Interest Income (₹ Crs)



Pre-Provision Operating Profit (₹ Crs)



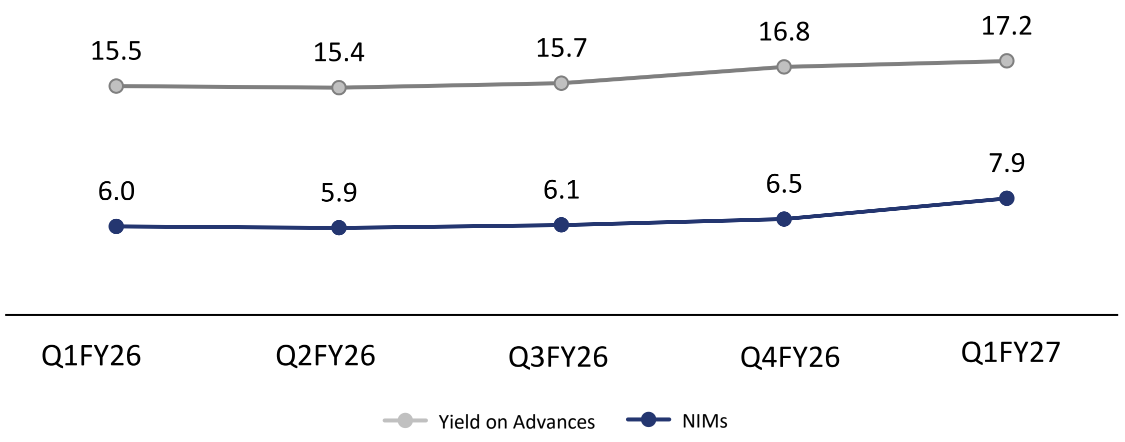
Profit /Loss After Tax (₹ Crs)



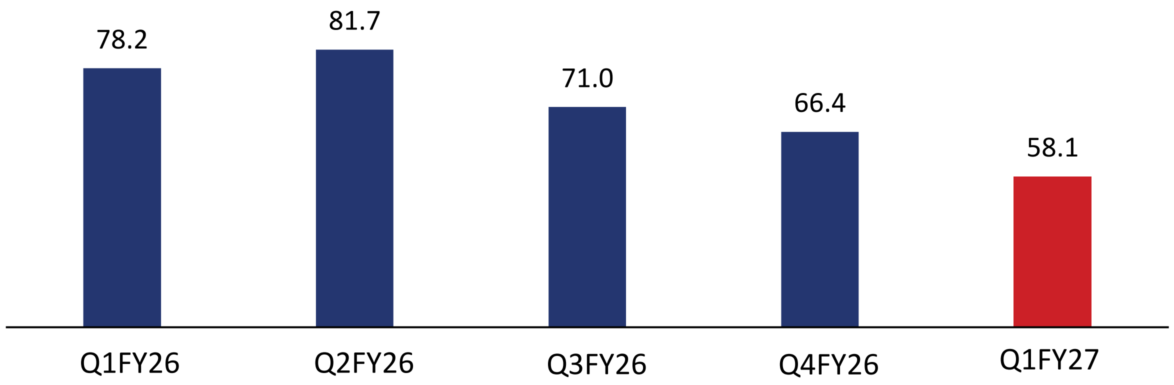
* Adjusted for Treasury and PSLC Income in Other Income; in Q3FY26 additional adjustment of 115 cr related to transfer of NPA

Key Profitability Ratios

Margins[#] (%)

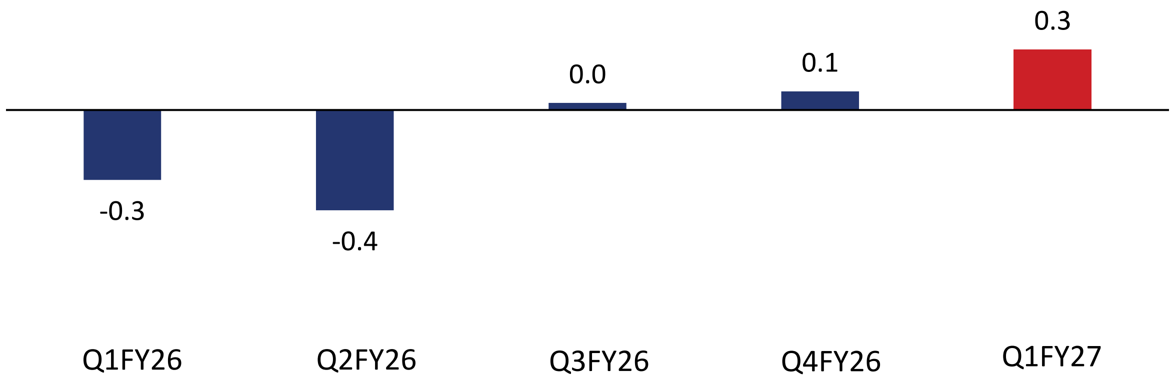


Cost to Income (%)

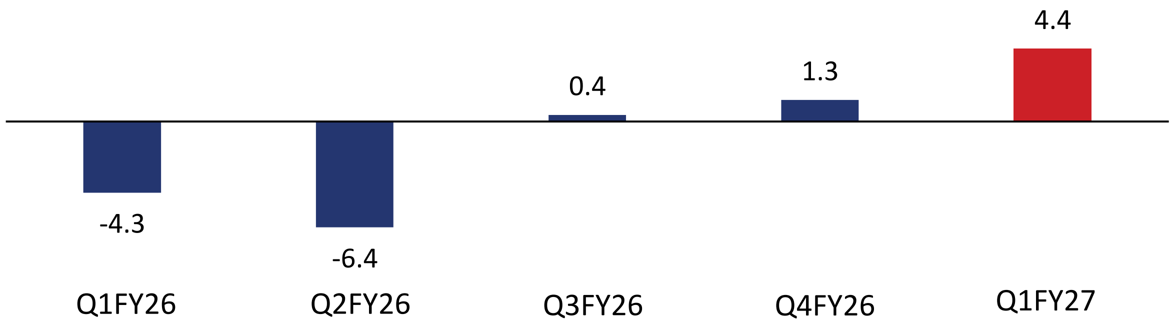


* Q3FY26 – Adjusted for one time income of 69 cr. on account of transfer of NPA

ROA*(%)



ROE*(%)



#Annualized based on quarterly numbers; *ROA and ROE are quarterly numbers, not annualized

Profit & Loss Statement

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Particulars (₹ Crs)	Q1FY27	Q4FY26	Q-o-Q	Q1FY26	Y-o-Y
Interest Income	1,097.77	995.08	10.3%	828.23	32.5%
Interest Expense	513.69	477.33	7.6%	450.36	14.1%
Net Interest Income	**584.08**	**517.75**	**12.8%**	**377.87**	**54.6%**
Other Income	248.24	201.37	23.3%	195.14	27.2%
Net Total Income	**832.32**	**719.12**	**15.7%**	**573.01**	**45.3%**
Employee Benefits Expense	179.79	173.46	3.6%	190.57	(5.7)%
Depreciation and Amortization Expense	16.62	16.19	2.7%	16.30	2.0%
Other Expenses	286.93	288.18	(0.4)%	241.22	18.9%
Operating Expense	**483.34**	**477.83**	**1.2%**	**448.09**	**7.9%**
Pre-Provision Operating Profit	**348.98**	**241.29**	**44.6%**	**124.92**	**179.4%**
Provisions	241.96	214.20	13.0%	234.12	3.3%
Exceptional Items	-	-		-	
Profit before tax	**107.02**	**27.09**	**295.1%**	**(109.20)**	
Tax Provisions	26.94	3.58	652.5%	(27.98)	
Profit After Tax	**80.08**	**23.51**	**240.7%**	**(81.22)**	
Earnings Per Share (Diluted)	1.55	0.45		(1.57)	

Breakup of Other Income

Particulars (₹ Crs)	Q1FY27	Q4FY26	Q-o-Q	Q1FY26	Y-o-Y
Loan Processing Fees	62.79	90.27	(30.4)%	25.87	142.7%
Profit on sale of investments (Net)	7.64	6.73	13.5%	68.41	(88.8)%
Profit on revaluation of investments (Net) #	39.88	(13.87)		(38.42)	
Recovery on written off loan *	0.12	0.37	(67.5)%	11.26	(98.9)%
PSLC Income	69.77	15.66	345.5%	66.11	5.5%
Account maintenance charge	7.30	8.06	(9.4)%	3.08	137.0%
Third Party Product Income	13.89	43.66	(68.2)%	26.73	(48.0)%
Other charges	46.86	50.50	(7.2)%	32.10	46.0%
Total	**248.24**	**201.37**	**23.3%**	**195.14**	**27.2%**

Balance Sheet

Particulars (₹ Crs)	Jun-26	Mar-26	Mar-25	Mar-24
CAPITAL AND LIABILITIES				
Capital	515.95	515.66	515.43	514.78
Employee Stock Option Outstanding	4.11	6.49	4.04	5.68
Reserves and Surplus	1,347.87	1,264.38	1,429.58	1,971.33
Deposits	26,924.47	25,850.16	23,276.44	19,867.80
Borrowings	2,112.67	2,752.74	1,405.73	3,222.53
Other Liabilities and Provisions	524.16	478.55	547.07	504.76
Total Capital and Liabilities	**31,429.22**	**30,867.98**	**27,178.29**	**26,086.88**
ASSETS				
Cash and Balances with Reserve Bank of India	1,226.36	1,113.71	1,351.43	1,364.65
Balances with Banks and Money at Call and Short Notice	243.29	60.82	627.68	58.28
Investments	6,055.37	6,399.11	5,995.26	5,541.02
Advances	22,146.30	21,594.22	18,027.87	18,293.11
Fixed Assets	539.02	515.98	300.42	207.55
Other Assets	1,218.88	1,184.14	875.63	622.27
Total Assets	**31,429.22**	**30,867.98**	**27,178.29**	**26,086.88**

Company Overview

A social business driven by providing "Joy of Banking" to customers

ESAF SMALL FINANCE BANK
Joy of Banking

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:**

Social Impact | **Environment** Impact | **Economic** Impact

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 30 June, 2026

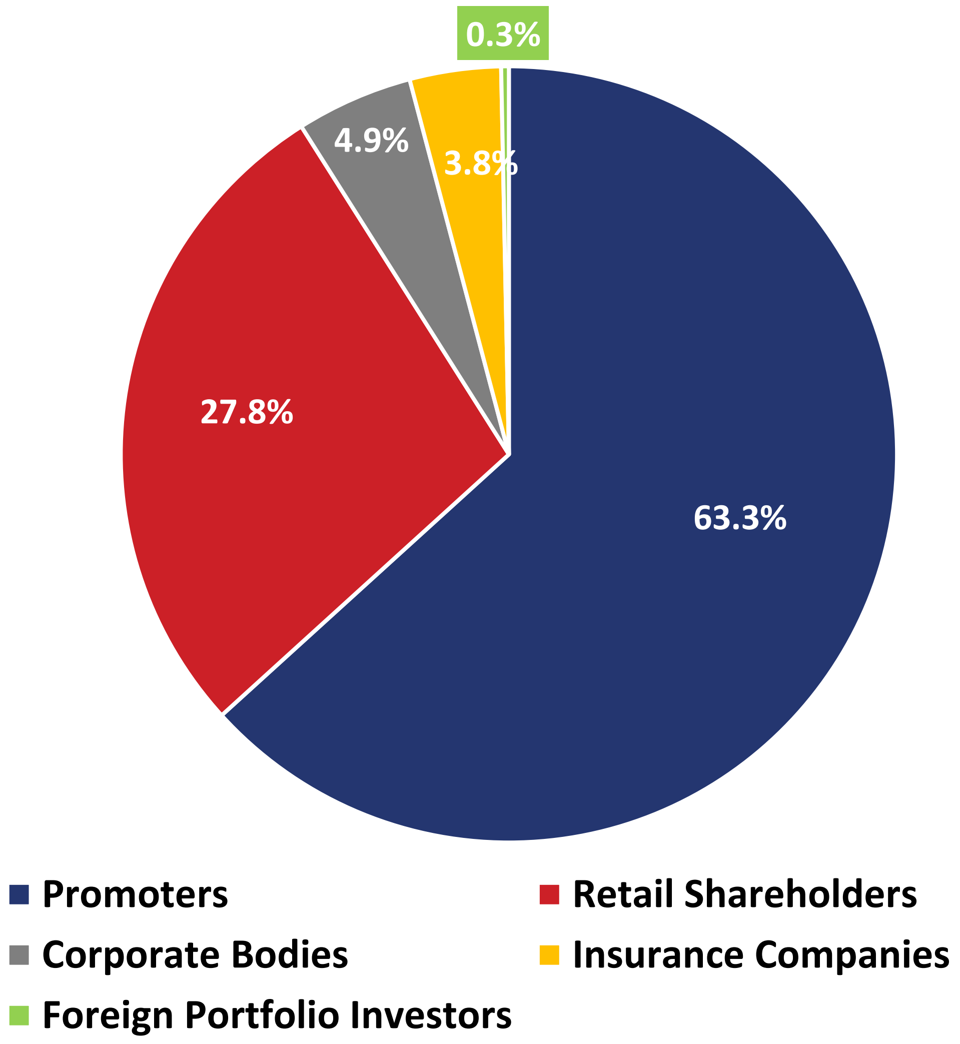
ESAF SMALL FINANCE BANK
Joy of Banking

Promoter Shareholding structure

Dr Kadambelil Paul Thomas	ESAF Financial Holdings Private Limited	ESMACO & Others [1]
6.04%	52.82%	4.39%

63.25%

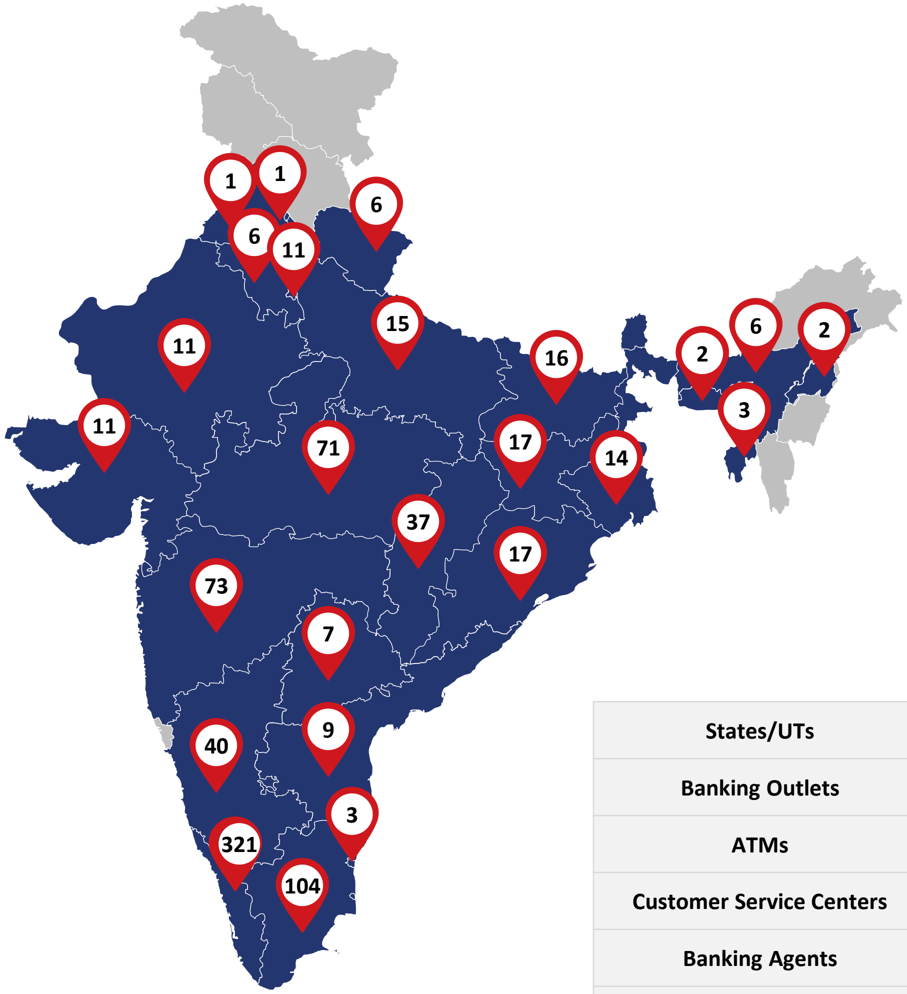
Total Shareholding structure



[1] Others include individuals forming part of the promoter group

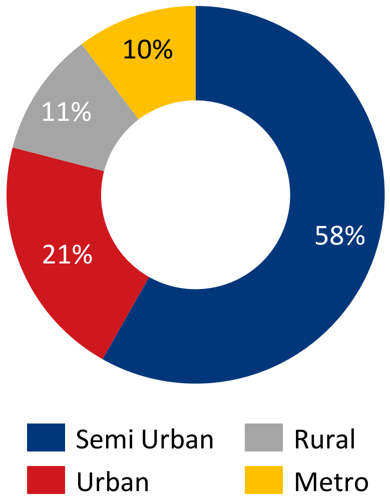
Pan India Presence

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



States/UTs	26
Banking Outlets	821
ATMs	721
Customer Service Centers	1,064
Banking Agents	2,505
Institutional Business Correspondents	31

Split of banking outlets across locations

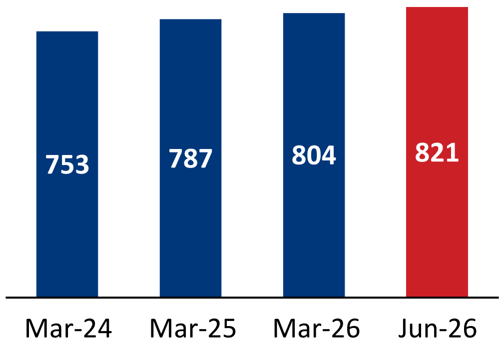


+ 1 crore
Total Customers

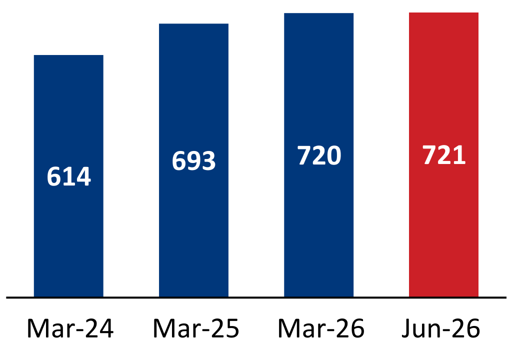
53%
Customers in rural and semi-urban areas

69%
Banking outlets in rural and semi-urban areas

Banking Outlets (Nos.)



ATM Count (Nos.)



Journey So Far

ESAF SMALL FINANCE BANK
Joy of Banking

2016
Received the licence to commence banking operations from the RBI

2017
Commenced banking operations, becoming the first bank from Kerala since Independence

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

2020
- Crossed ₹ 10,000 Crore 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

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

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

2026
- Crossed milestone of +1 crore customers
- Total Business of ₹ 50,000+ crores

Multi-Nodal Delivery Channels

ESAF SMALL FINANCE BANK
Joy of Banking

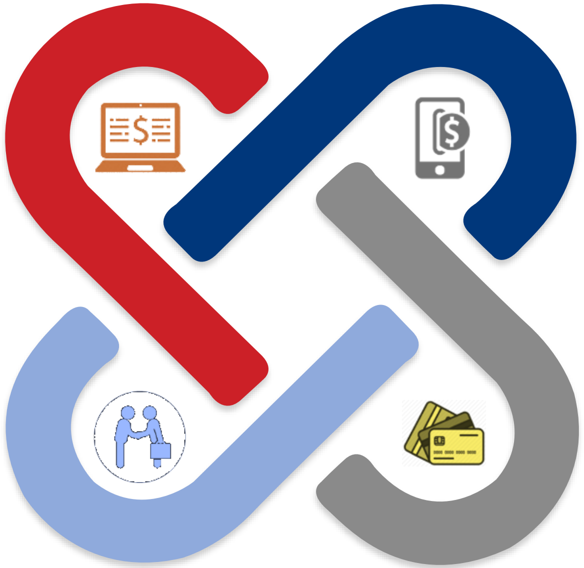
- **Multiple channels for servicing the customers in an efficient manner**
- **BC network allows dual advantage**
  - Better understanding of customer requirements
  - Constant engagement with micro loan customers to have door-step banking without any hassle
- **Digital channels viz. internet banking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

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

Clearly Articulated Strategy

ESAF
ESAF SMALL FINANCE BANK
Joy of Banking

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 Finance Business:**
  - Appoint new BCs and have its banking agents start to source customers.
- **Emerging Household:**
  - Loans to customers who have progressed beyond traditional microfinance and ready for a broader range of banking solutions
- **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 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

ESAF SMALL FINANCE BANK
Joy of Banking

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.

Highlights of the study reports for improving ESG materiality

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

180 TREES SAVED

11250 KL OF WATER SAVED

375 GJ ENERGY SAVED

59.625MTC02E REDUCED

₹9,00,000 SAVED

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

TOTAL NUMBER OF LOANS PROCESSED: 756,330

PAPER SAVED PER LOAN: 4 SHEETS

TOTAL PAPER SAVED: 756,330×4= 3,025,320 SHEETS OF PAPER

3 MILLION+ SHEETS OF PAPER

15 TONS OF PAPER

363 TREES

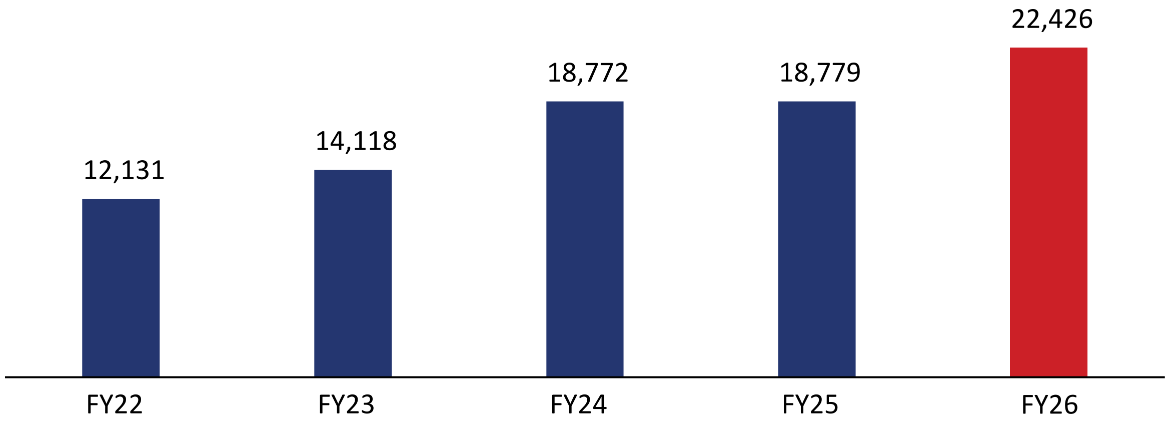
RS. 18.15 LAKH IN PAPER COSTS

2,26,89 KL OF PRECIOUS WATER

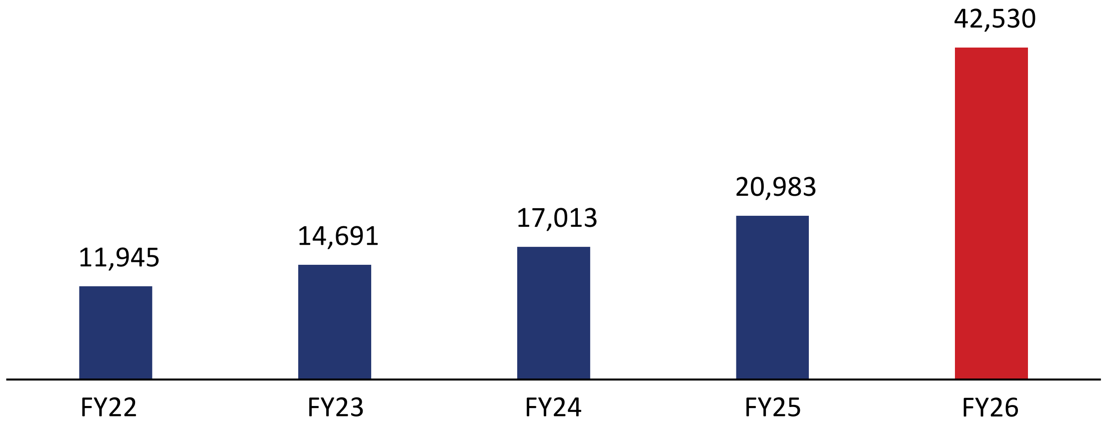
Annexures

Key Financial Metrics - Annual Trend

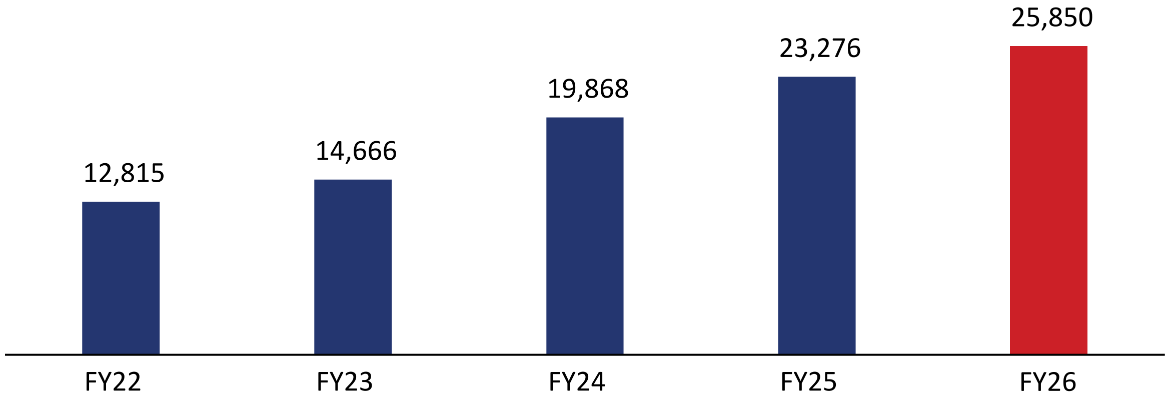
Gross Advances (₹ Crs)



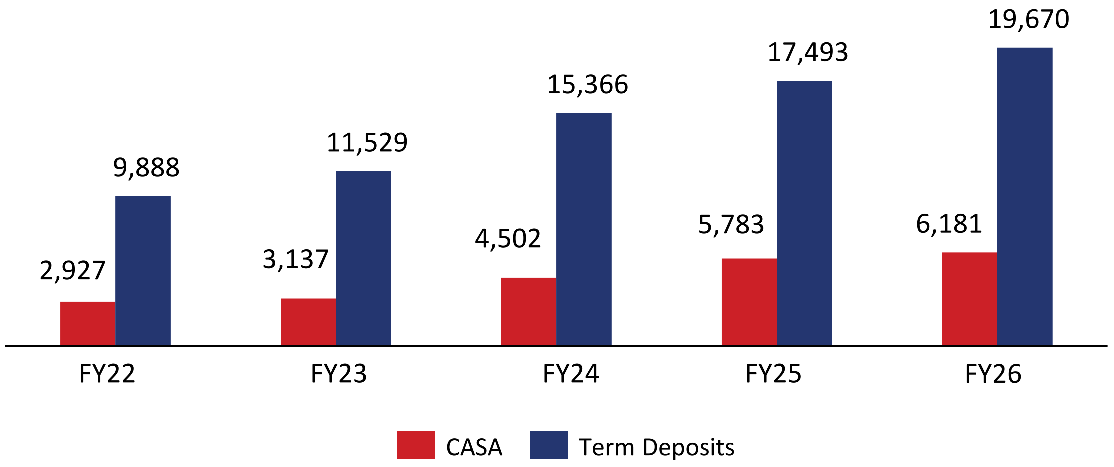
Disbursements (₹ Crs)



Total Deposits (₹ Crs)

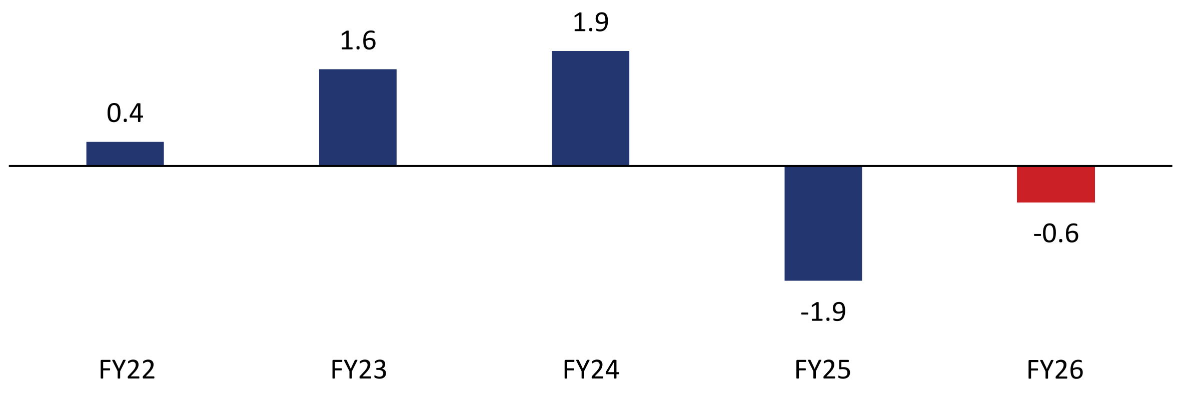


CASA & Term Deposits (₹ Crs)

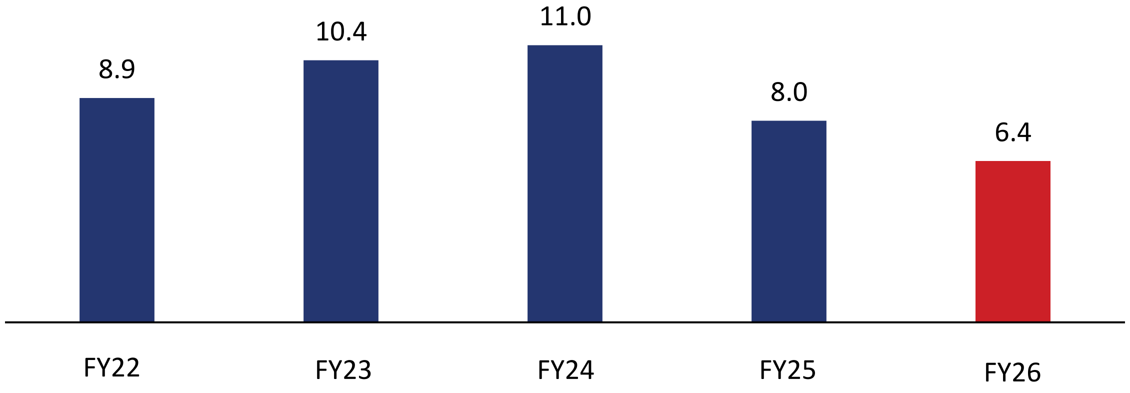


Key Financial Metrics - Annual Trend

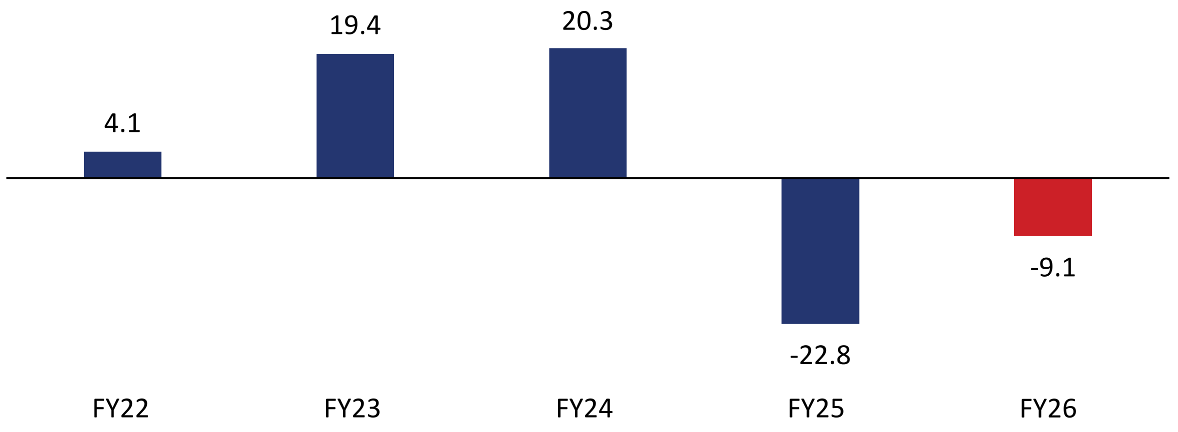
ROA* (%)



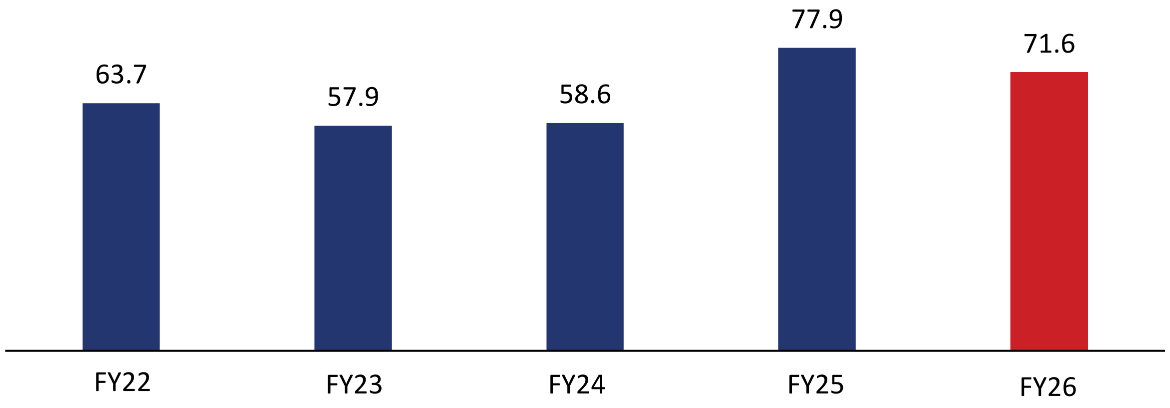
NIM* (%)



ROE* (%)



Cost to Income (%)



*Annualized & Cumulative

Key Financial Metrics - Annual Trend

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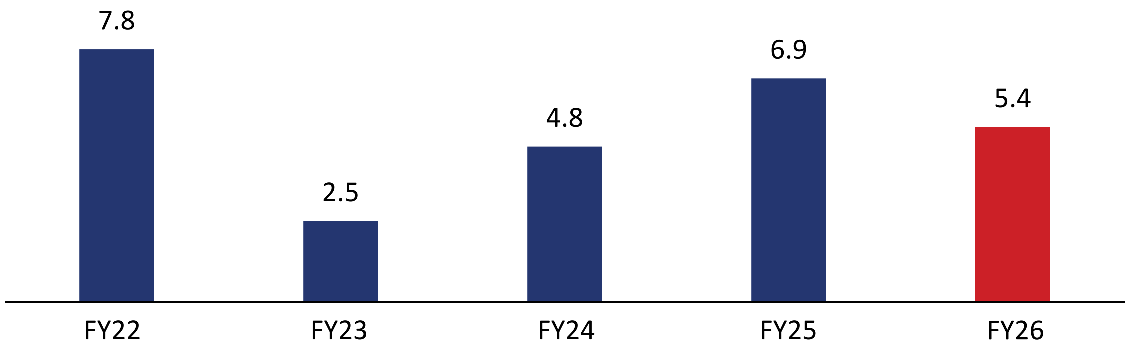
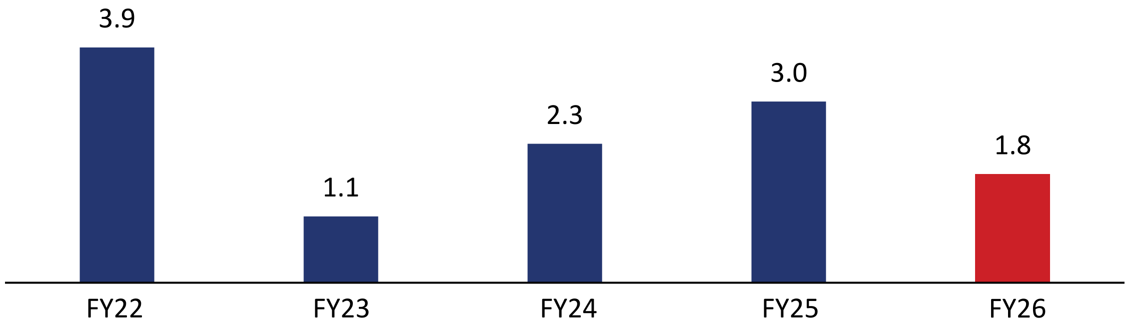
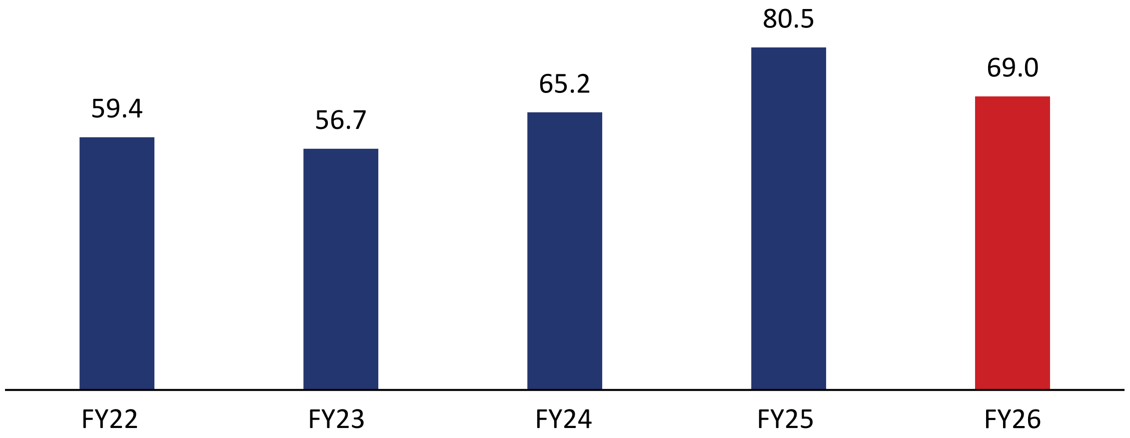
GNPA (%)



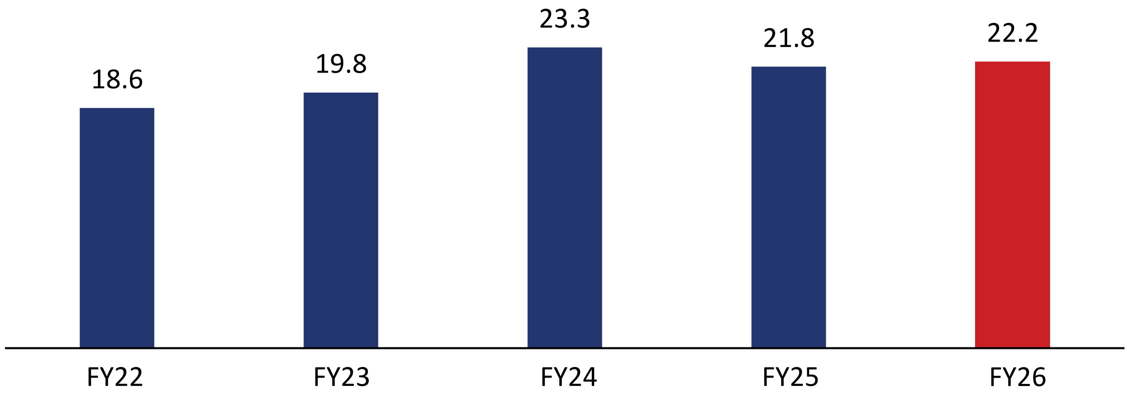
NNPA (%)



PCR (%)

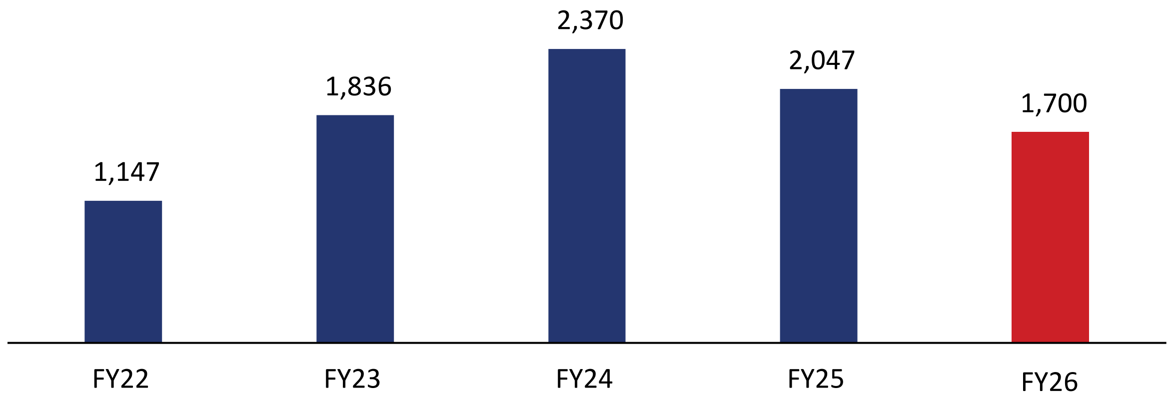


CRAR (%)

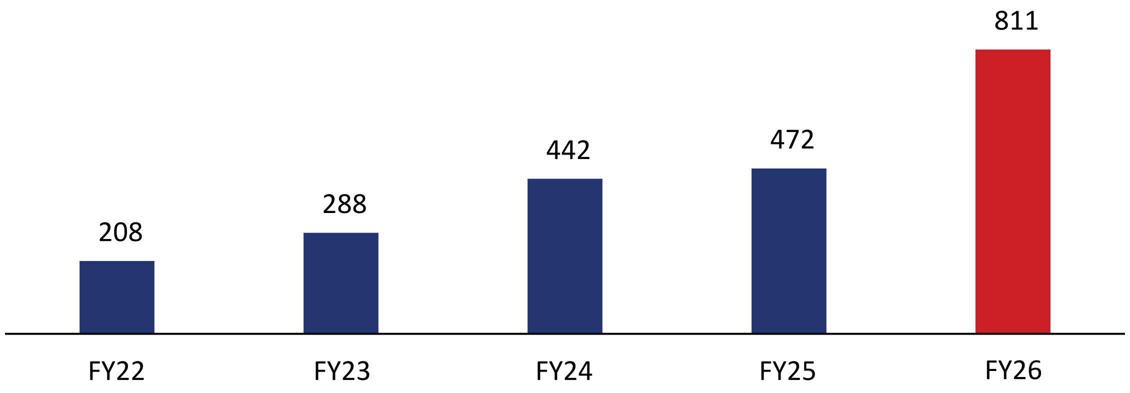


Key Financial Metrics - Annual Trend

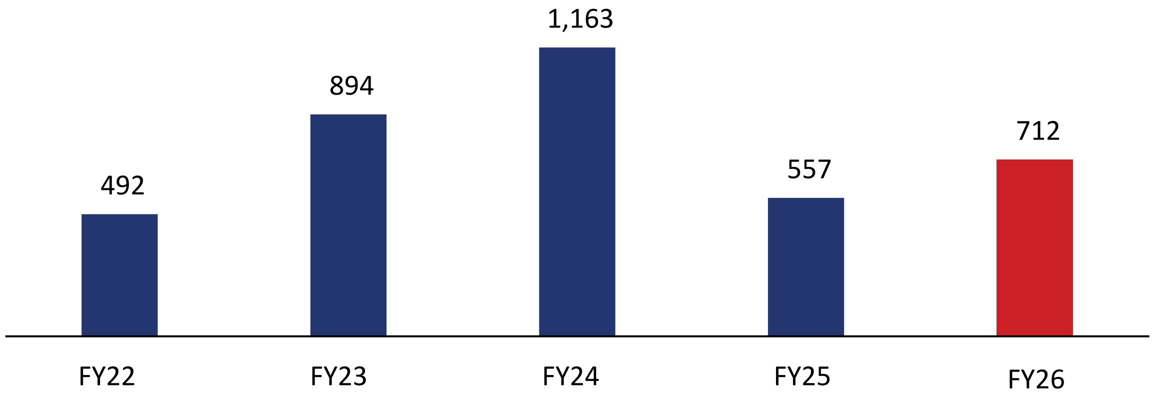
Net Interest Income (₹ Crs)



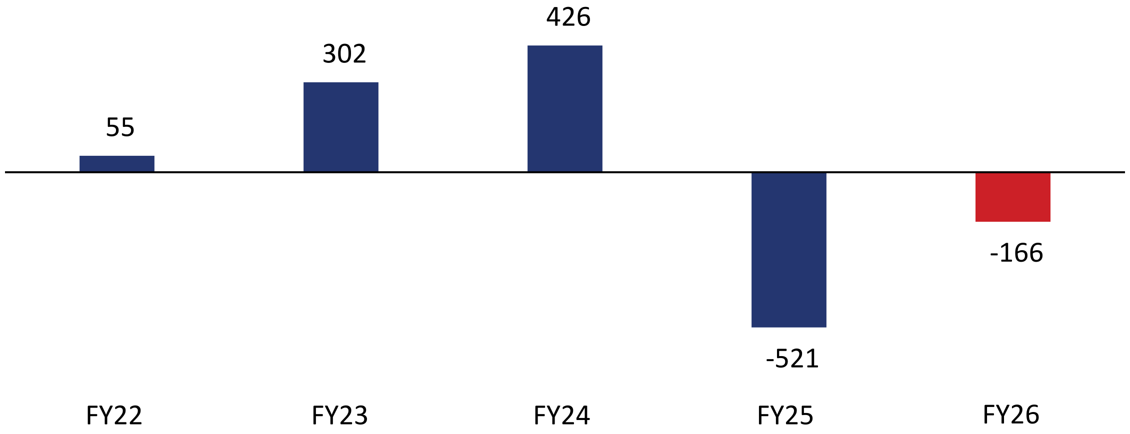
Non-Interest Income (₹ Crs)



Pre-Provision Operating Profit (₹ Crs)



Profit /Loss After Tax (₹ Crs)



Profit & Loss Statement – Annual Trend

ESAF SMALL FINANCE BANK
Joy of Banking

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
Net Interest Income	**1,700**	**2,047**	**2,370**	**1,836**	**1,147**
Other Income	811	472	442	288	208
Net Total Income	**2,511**	**2,519**	**2,812**	**2,124**	**1,355**
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
Operating Expense	**1,799**	**1,904**	**1,649**	**1,231**	**863**
Pre-Provision Operating Profit	**712**	**615**	**1,163**	**894**	**492**
Provisions (other than tax and contingencies)	940	1,250	592	488	418
Profit before tax	**(228)**	**(693)**	**570**	**406**	**74**
Tax Provisions	(62)	(172)	145	104	19
Profit After Tax	**(166)**	**(521)**	**426**	**302**	**55**
Earnings Per Share Diluted	(3.22)	(10.12)	8.94	6.73	1.22

High Quality Board At The Helm Of The Organization

ESAF SMALL FINANCE BANK
Joy of Banking

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.

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

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

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, Micro finance, 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

High Quality Board At The Helm Of The Organization

ESAF SMALL FINANCE BANK
Joy of Banking

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).

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.

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.

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

Highly experienced team of qualified & experienced professionals

ESAF SMALL FINANCE BANK
Joy of Banking

Name & Designation	Qualification	Prior Associations
Bosco Joseph Executive Vice President- Micro Banking	○ LLB with specialization with Labor Laws ○ PG Diploma in Personnel Management, Industrial relations and Health care Administration	○ General manager in the HR & Administration department of ESAF Microfinance and Investments Pvt. Ltd. ○ Chief Operating Officer in ESAF Health care services
Gireesh C.P. Executive Vice President- Finance & Chief Financial Officer	○ Bachelor's degree in science from Mahatma Gandhi university ○ Fellow member of ICAI and certified associate of IIB	○ CFO at South Indian Bank
Sudev Kumar V Executive Vice President – Branch Banking	○ Master's degree in science (horticulture) from Kerala Agriculture University	○ Canara Bank
Sibu K. A. National Head – Inclusive Banking	○ Bachelor's degree in commerce ○ MBA and Diploma in Micro Banking	○ Head BC Operations, ESMACO
Abey Abraham National Head - Retail Assets	○ Fellow member of ICAI	○ National Head, Retail Assets & Liabilities, ICICI Bank ○ National Head, Home loans & Mortgages, South Indian Bank
Radhakrishnan D. National Head - Agri and MSME	○ Master's degree in Agriculture from Kerala Agriculture University	○ Zonal Sales Manager, Rural Lending, Axis Bank
Venkateswarlu Mallineni National Head - Branch Banking	○ MBA - Marketing & Finance ○ PGDFM - Finance and Financial Management Services	○ General Manager & HoD, Retail Banking, Karnataka Bank
Ali Mohammad Saquib Chief Technology Officer (CTO)	○ Bachelor's degree in Engineering (E&TC) from Assam Engineering College	○ Chief Technology Officer (CTO), Northeast Small Finance Bank
Wilson Cyriac Head – Risk Management and Chief Risk Officer	○ Master's degree in economics from Kerala University ○ Certified associate of IIB	○ Executive Vice President – Head risk and Chief Risk Officer at Federal Bank Limited
Ranjith Raj P Company Secretary	○ Bachelor's degree in commerce from Calicut University ○ Company secretary and associate of ICSI	○ Company secretary of ESAF Financial Holdings Private Limited
George Chacko Varghese Chief Compliance Officer	○ PGDBM (Finance& Marketing) from Lal Bahadur Shastri Institute of Management, New Delhi. Certified for Risk Management Professional for Financial Services (Level 1) from Indian Institute of Banking &. Finance	○ Assistant Vice President (State Risk Head - Gujarat) in Fullerton India Credit Company Ltd ○ Regional Credit Manager ICICI Bank - Gujarat and MP

Awards & Recognitions – Annual Trend

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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 6th BFSI Conclave and awards on 12th October 2023
- ‘**Best Banking Initiative in Social Sector’** award at 4th 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.

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