Ref No: 10/SE/CS/AUG/2025-26

Date: August 10, 2025

To,

Listing Department **BSE Limited** **Phiroze Jeejeebhoy Towers,** **Dalal Street, Mumbai – 400001**	**Listing & Compliance Department** **National Stock Exchange of India Limited** **Exchange Plaza, 5th Floor** **Plot No. C/1, “G” Block** **Bandra- Kurla Complex** **Bandra(E), Mumbai- 400051**
BSE Scrip Code: 544020	**NSE Symbol: ESAFSFB**

Dear Sir/ Madam,

SUB: INVESTOR PRESENTATION FOR THE QUARTER ENDED JUNE 30, 2025 - REVISED

Pursuant to Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the Revised Investor Presentation on the Unaudited Standalone Financial Results of the Bank for the quarter ended June 30, 2025.

Subsequent to the submission of the Investor Presentation on August 9, 2025, it was observed that there were clerical/typographical errors in the presentation.

Accordingly, the revised Investor Presentation for the quarter ended June 30, 2025, with necessary corrections are submitted herewith.

The copy of the disclosure is also being made available on the website of the Bank at https://www.esafbank.com/investor-relation/?id=presentation-and-concall-transcript.

Requesting you to take the same into your records.

Thanking you

Yours Faithfully,

For ESAF Small Finance Bank Limited

RANJITH RAJ PARAMESWARAN
Digitally signed by RANJITH RAJ PARAMESWARAN
Date: 2025.08.10 21:49:31 +05'30'

Ranjith Raj. P
Company Secretary and Compliance Officer

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

The POWER to Dream Bigger

ESAF

ESAF SMALL FINANCE BANK

Joy of Banking

Investor Presentation | August 2025

Safe Harbor

This presentation and the accompanying slides (the "Presentation"), which have been prepared by ESAF Small Finance Bank Limited (the "Company'), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cashflows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

All Maps used in the Presentation are not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

Company Overview

Company Overview

ESAF
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."

Total Business (Total Loan Book* + Deposits)
₹ 42,507 crs

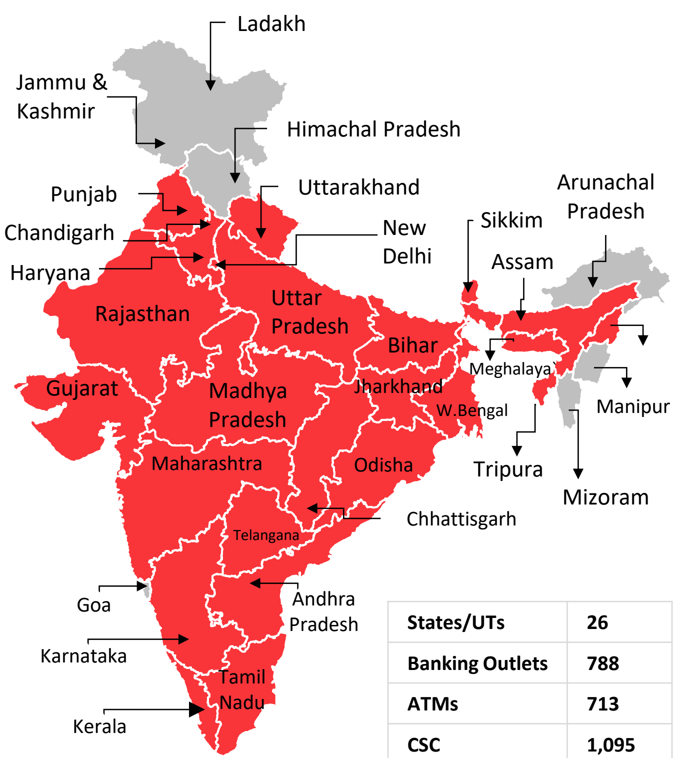
Total Loan Book
₹ 19,809 crs

Deposit
₹ 22,698 crs

- ESAF Small Finance Bank, promoted by Mr. 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 a large national footprint with presence in 24 states & 2 UTs

Name of the State/ Union Territory	BOs	ATMs	CSC
Andhra Pradesh	7	7	25
Assam	6	4	17
Bihar	15	15	69
Chhattisgarh	36	28	31
Gujarat	11	11	70
Haryana	6	2	7
Jharkhand	16	16	10
Karnataka	40	37	134
Kerala	318	316	27
Madhya Pradesh	69	46	90
Maharashtra	72	55	132
Meghalaya	2	0	0
Nagaland	2	2	0
New Delhi	11	11	1
Odisha	15	15	72
Punjab	1	1	0
Rajasthan	11	5	38
Sikkim	0	0	3
Tamil Nadu	104	98	132
Telangana	4	4	10
Tripura	3	3	5
UT of Chandigarh	1	1	0
UT of Puducherry	3	2	1
Uttar Pradesh	15	15	82
Uttarakhand	6	5	8
West Bengal	14	14	126
Grand Total	**788**	**713**	**1095**



States/UTs	**26**
Banking Outlets	**788**
ATMs	**713**
CSC	**1,095**
Banking Agents	**4,948**
Institutional Business Correspondents	**33**
Business Facilitators	**733**

60% of the Banking Outlets network in south India contributes 82% of deposits and 69% of gross advances

*Total Loan Book represents Gross Advances plus Advances originated & transferred under securitization, Assignment & Inter Bank participation certificate for which bank continues to hold collection responsibility

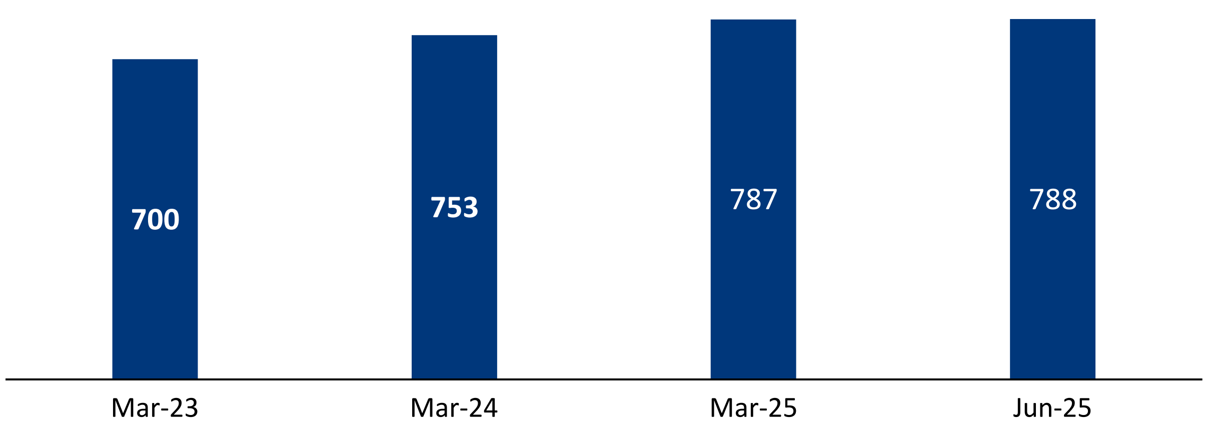
Business Snapshot

Operational	**24** States and **2** UTs **8,277** Total Customer Touch Points	**788** Banking Outlets **713** ATMs	**Other Touch Points** **1,095** Customer Service Centers **4,948** Banking Agents **733** Business Facilitators	**95.80 lakh** Total Customers **12,124** Employees **33** Institutional Business Correspondents
Advance Profile	**Total Loan Book:** ₹ 19,809 cr Micro Loans: 46% Retail & other Loans: 54%	**Total Loan Book Growth (YoY)** Q1FY26: 0.7% FY25: (0.08%)	**Asset Quality** GNPA: 7.5% NNPA: 3.8%	**Yield on Advances** Q1FY26 : 16.2% FY25 : 18.3%
Deposit Profile	**Deposits:** ₹ 22,698 cr CASA: 24.8% TD: 75.2%	**Deposits Growth (YoY)** Q1FY26 : 8.7% FY25 : 17.2%	**CASA (% of total deposits)** Q1FY26 : 24.8% (CA: 1.3%, SA: 23.5%) FY25 : 24.8% (CA: 1.4%, SA: 23.4%)	**Cost of Deposits** Q1FY26 : 7.3% FY25 : 7.5%
Financials	**Profit/(Loss) After Tax:** Q1FY26 : ₹ (81.2) cr FY25 : ₹ (521.4) cr	**Shareholders' Funds:** ₹ 1,863.8 cr **CRAR:** 22.7% (Tier I: 18.4%)	**NIM:** Q1FY26 : 6.0% FY25 : 8.1%	Q1FY26 / FY25 **ROA:** (1.2%) / (1.9%) **ROE:** (17.1%) / (22.8%)

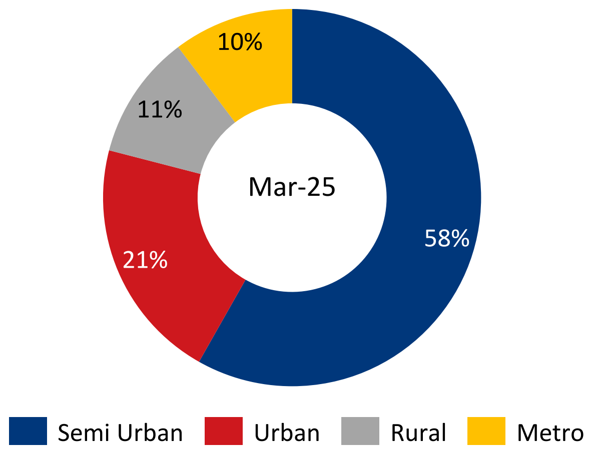
Data as of June 30, 2025, unless specified. Micro Loans comprise of microfinance loans and other micro loans. Retail & Other Loans consists of Mortgage, Gold Loan, MSME loans, loan to financial institutions, vehicle loans, agricultural loans, personal loan, etc.

Geographical Footprint

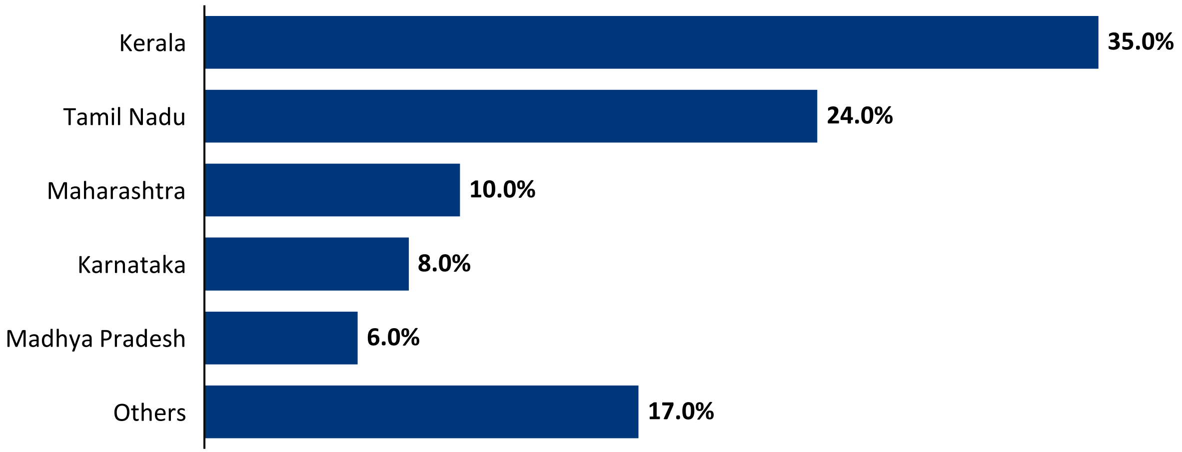
Banking Outlets (Nos.)



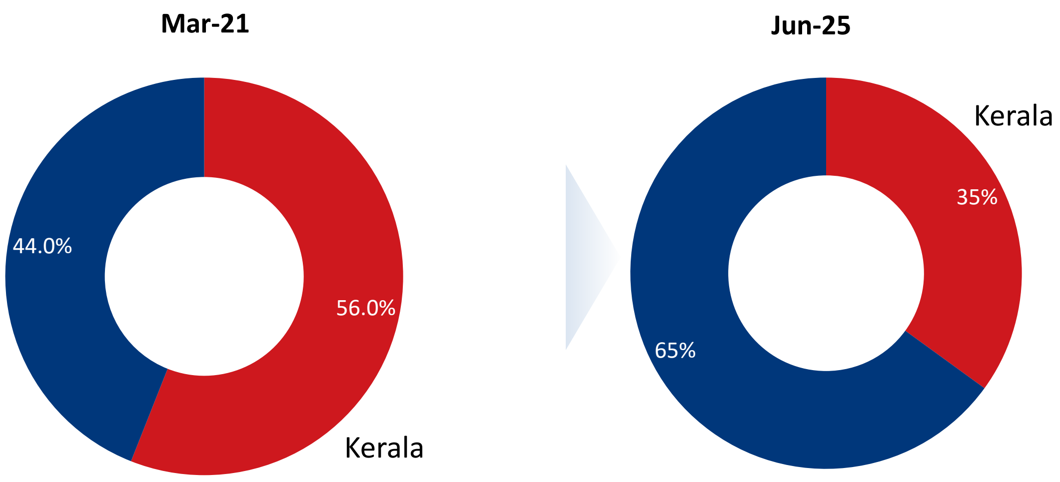
Split of banking outlets across locations



Gross Advances by States (Jun-25)



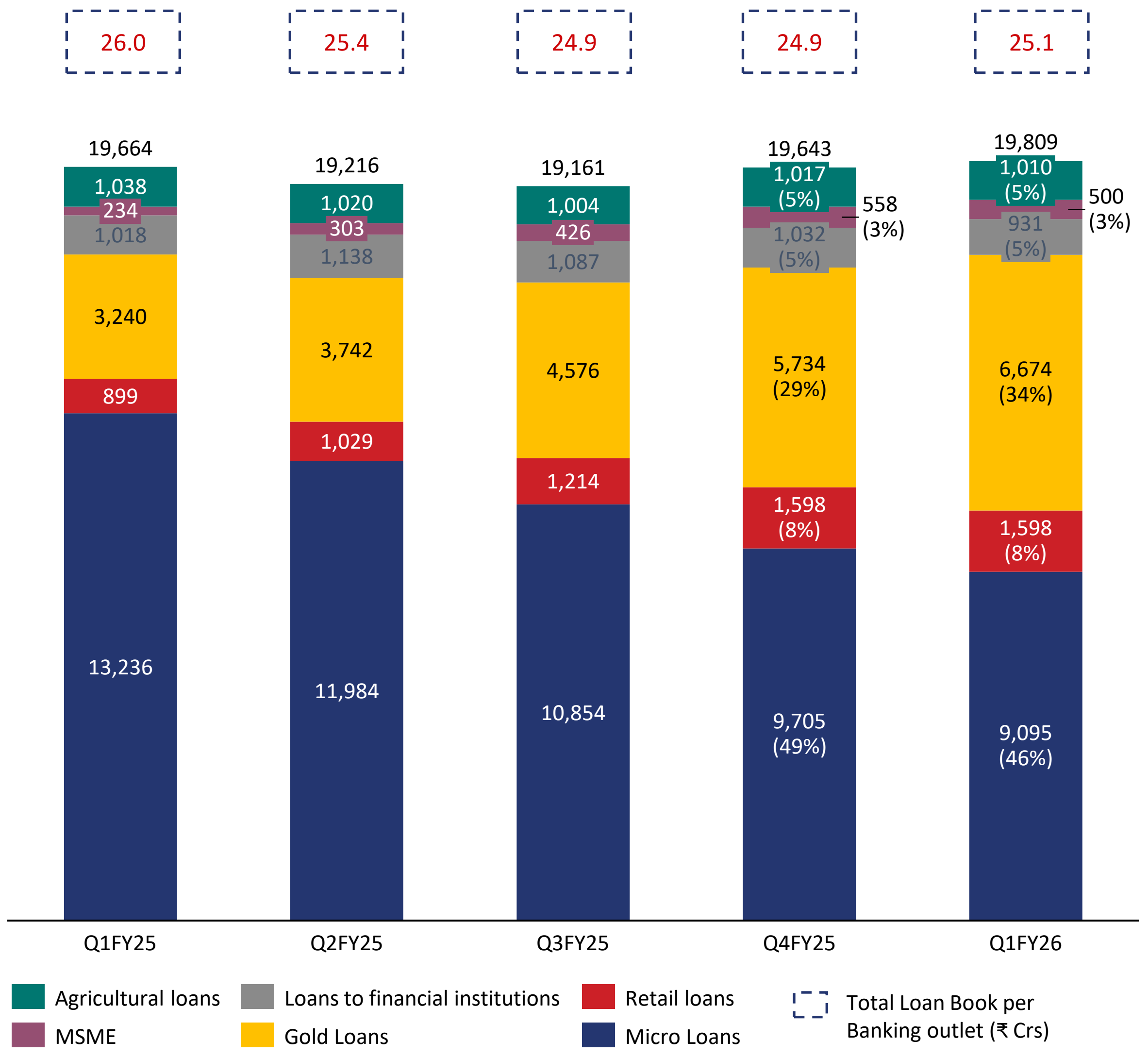
Reduced Home State Concentration (% of Gross Advances)



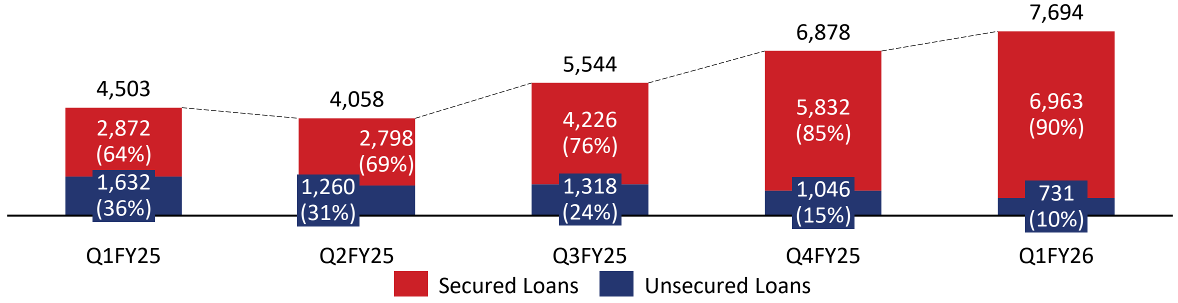
Financial Performance

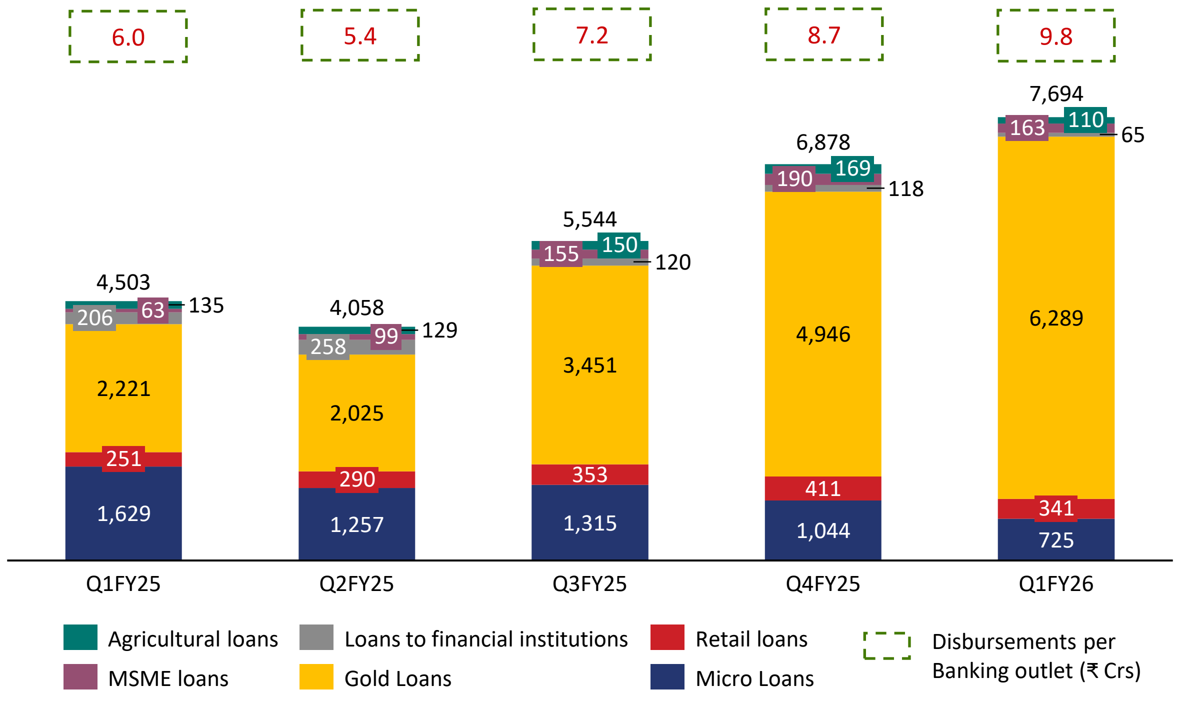
Total Loan Book & Disbursement Mix

Total Loan Book Mix (₹ Crs)



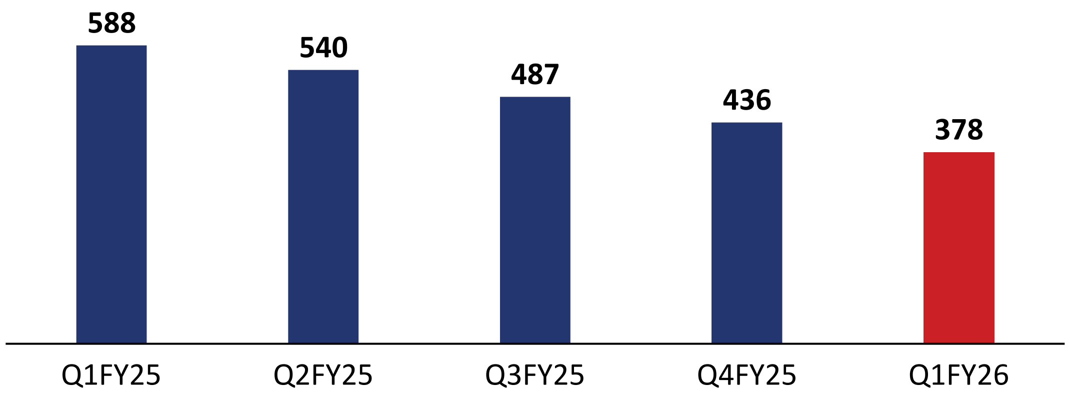
Disbursements Mix (₹ Crs)



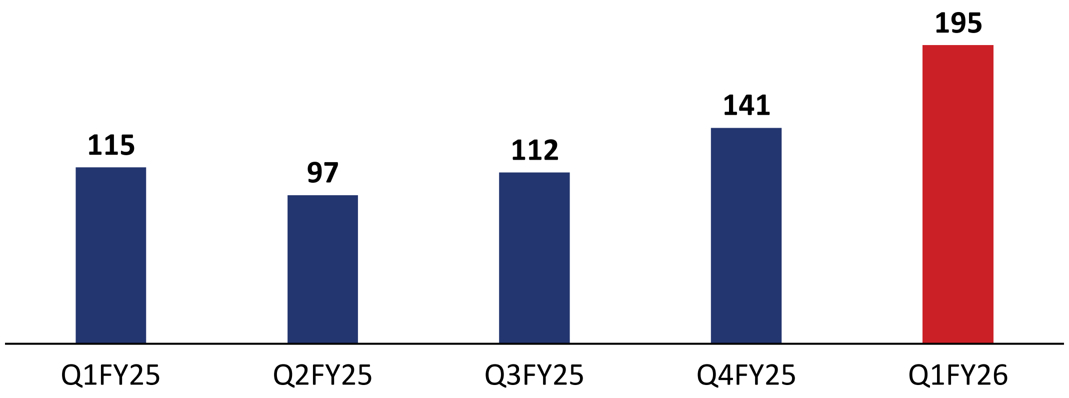


Key Profitability Metrics

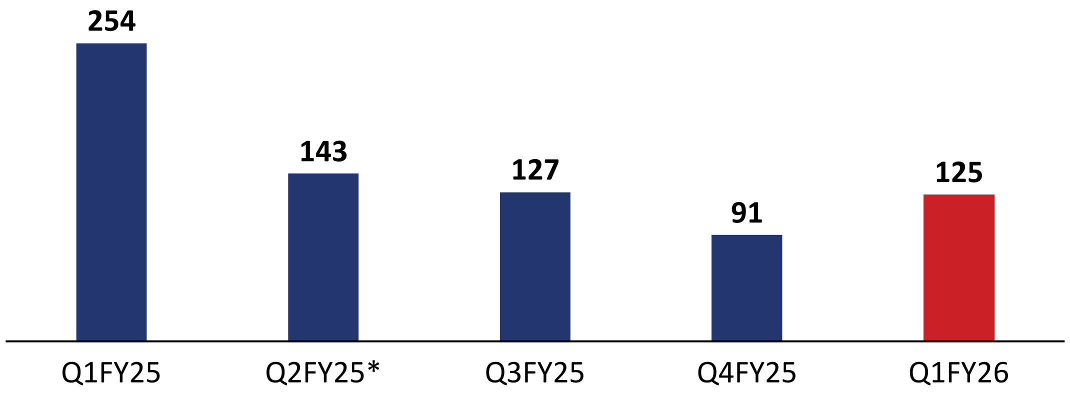
Net Interest Income (₹ Crs)



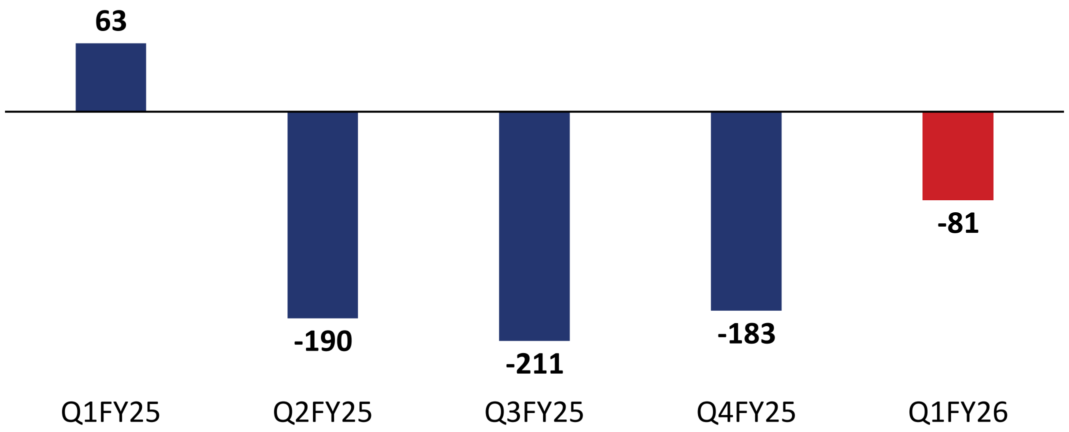
Non-Interest Income (₹ Crs)



Pre-Provision Operating Profit (₹ Crs)



Profit /Loss After Tax (₹ Crs)

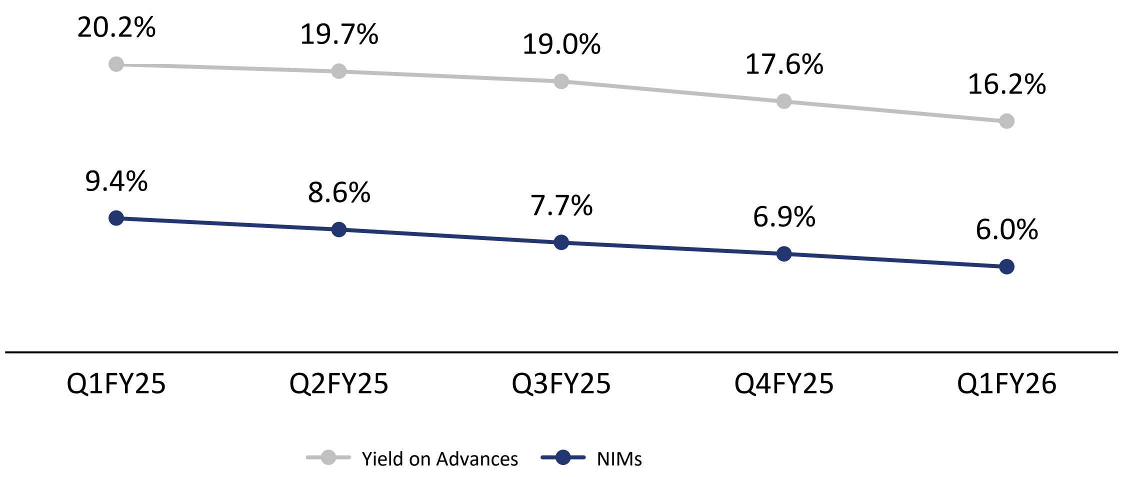


*Before considering exceptional item of ₹ 58 crores

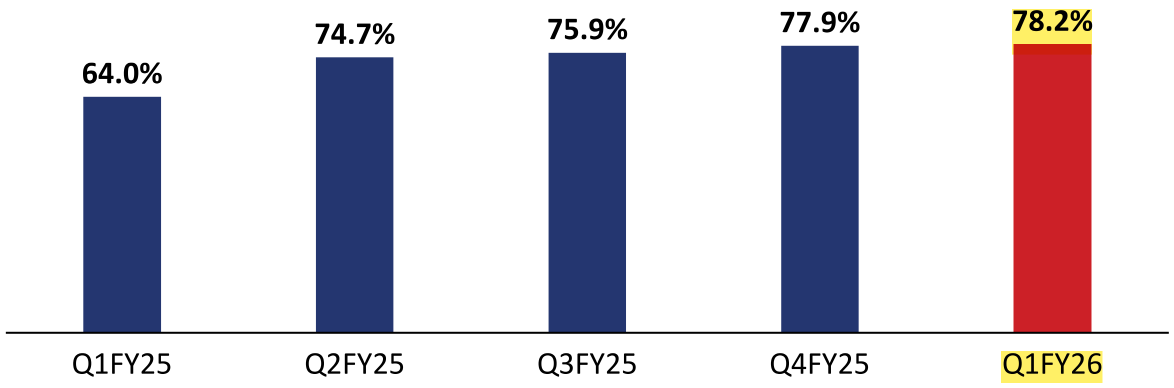
Key Profitability Ratios

ESAF SMALL FINANCE BANK
Joy of Banking

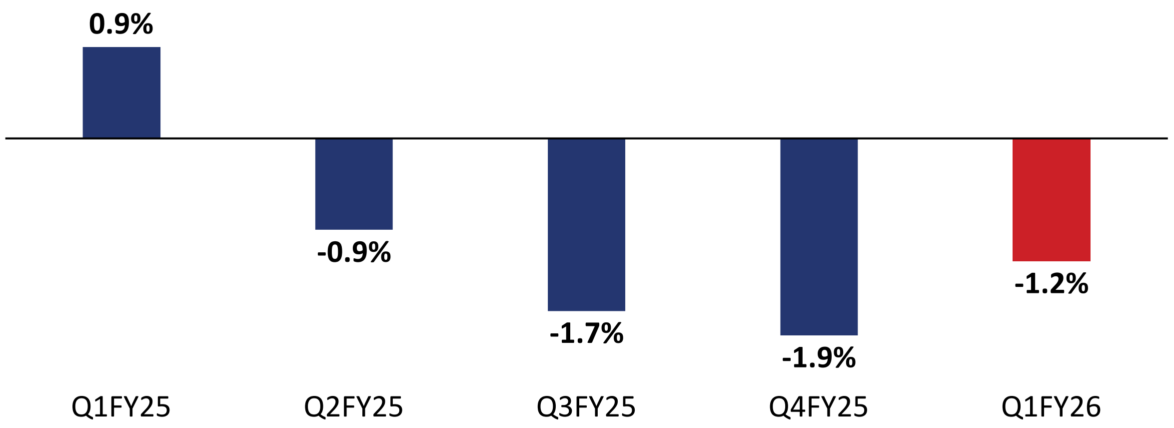
Margins[#] (%)



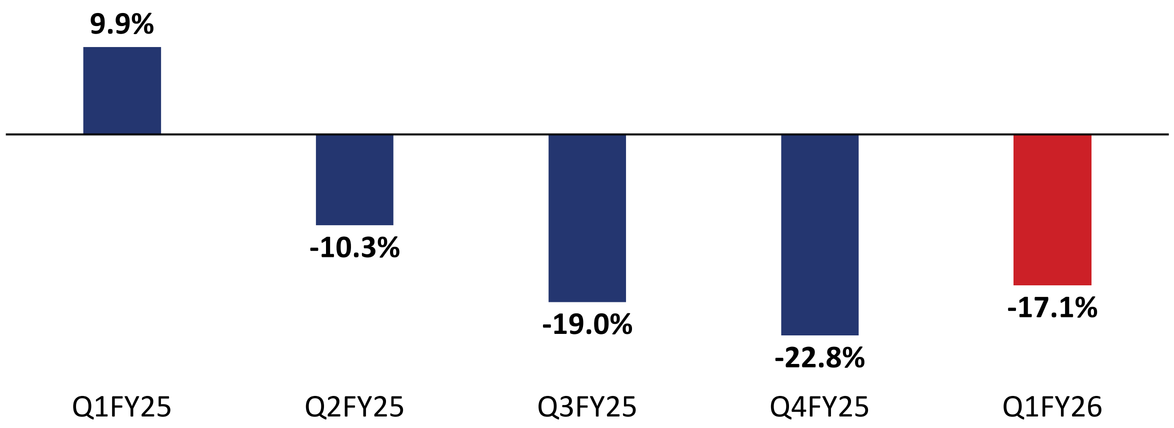
Cost to Income (%)



ROA* (%)



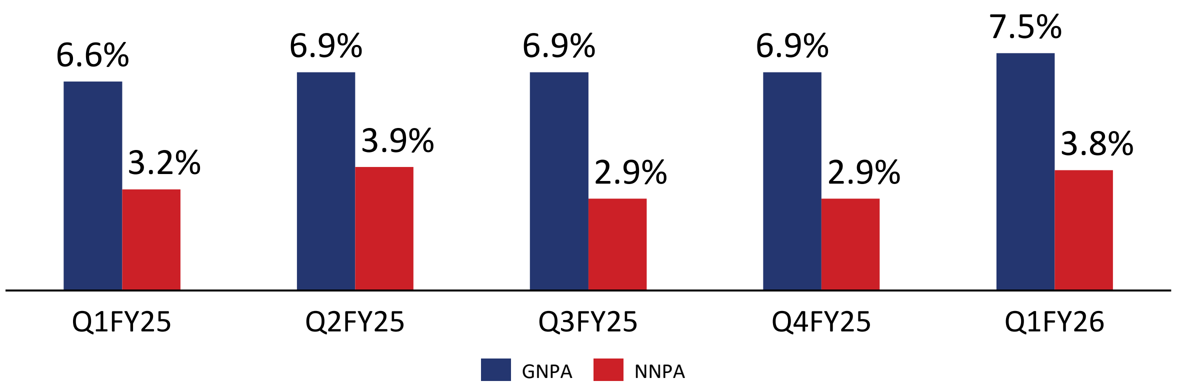
ROE* (%)



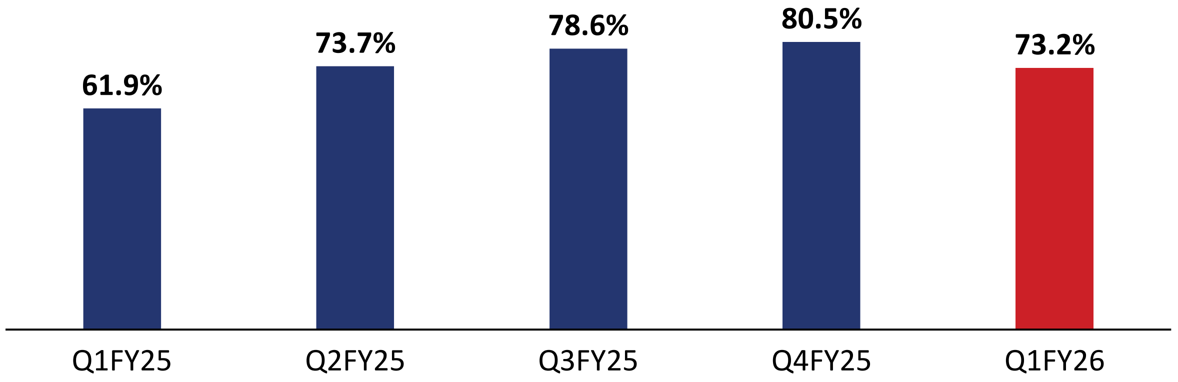
[#]Annualized based on quarterly numbers, *Annualized & Cumulative

Asset Quality (1/2)

GNPA & NNPA (%)



PCR (%)

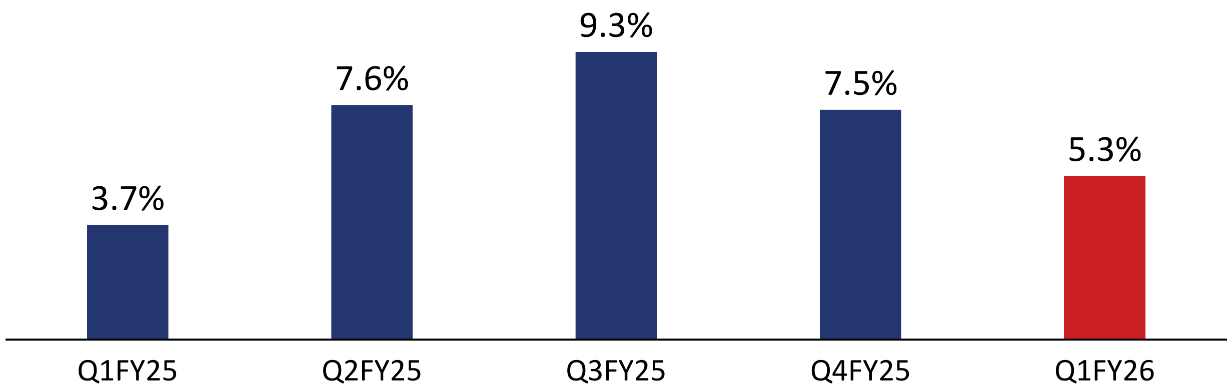


NPA Movement (₹ Crs)

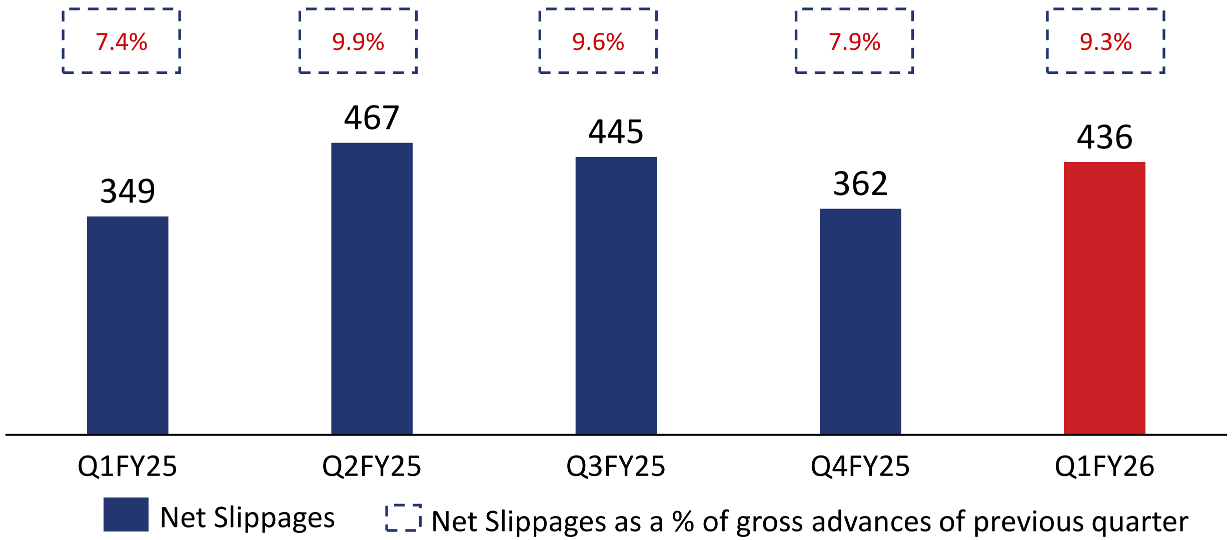
Description	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26
Opening balance of Gross NPAs at the beginning of the period/year	893.0	1,242.1	1,279.3	1274.0	1290.6
Additions during the period/year	390.4	517.2	504.6	427.2	468.1
Less: Reductions during the period/year on account of recovery	18.2	24.1	24.0	26.0	13.2
Less: Reductions during the period/year on account of upgradations	23.1	26.1	36.0	39.5	19.4
Less: Reductions during the period/year on account of write offs (including technical write-offs)	0.0	429.8	450.0	345.1	0
Less: Reductions during the period/year on account of sale of NPAs to an asset reconstruction company	0.0	0.0	0.0	0.0	362.4
Gross NPAs at the end of period/year	**1,242.1**	**1,279.3**	**1,273.9**	**1290.6**	**1363.6**
Net NPAs at the end of period/year	**583.8**	**524.9**	**520.5**	**539.7**	**660.9**

Asset Quality (2/2)

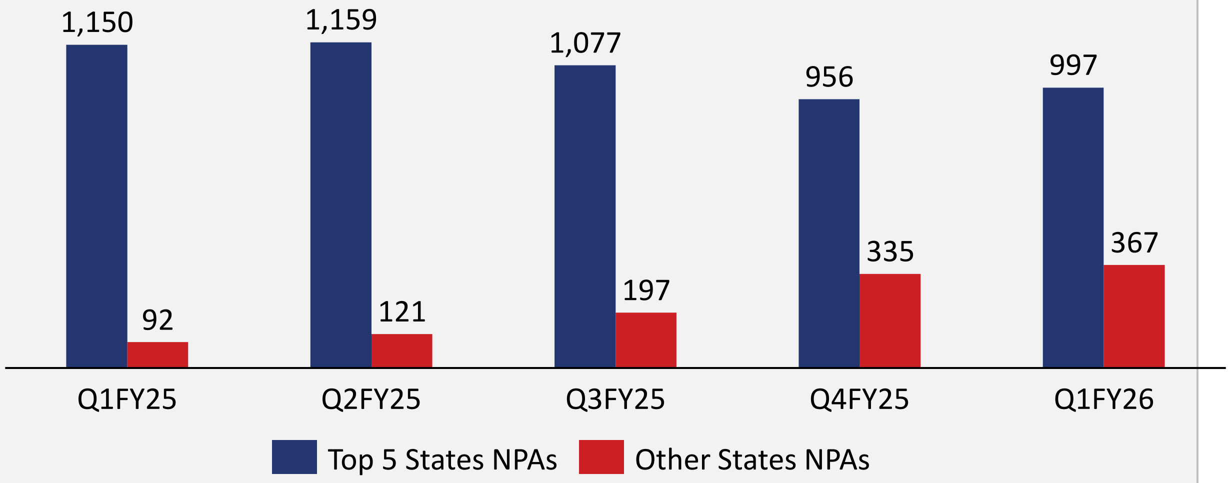
Credit Cost *#



Net Slippages* (₹ Crs)



Top 5 States NPAs (₹ Crs)

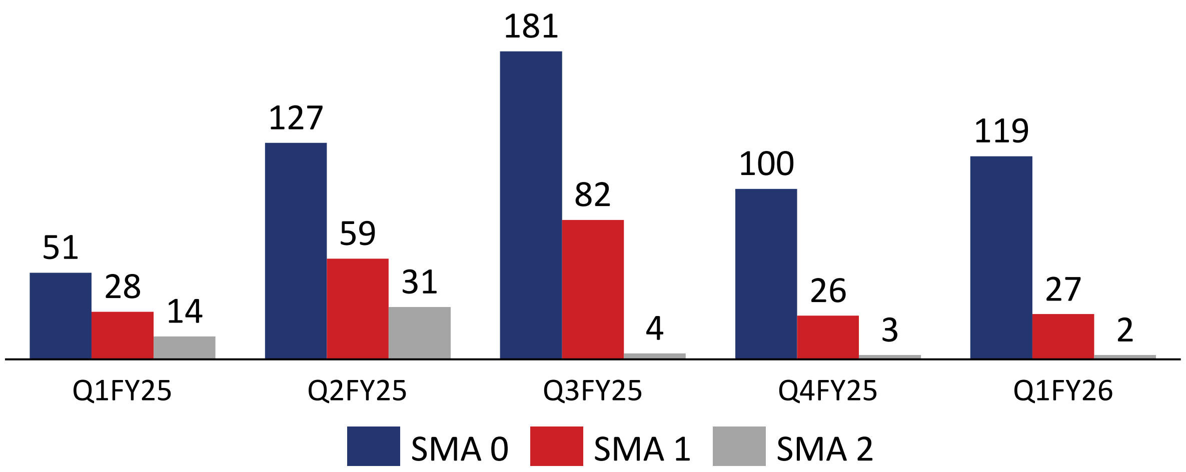


5 States
Tamil Nadu
Karnataka
Kerala
Maharashtra
Madhya Pradesh

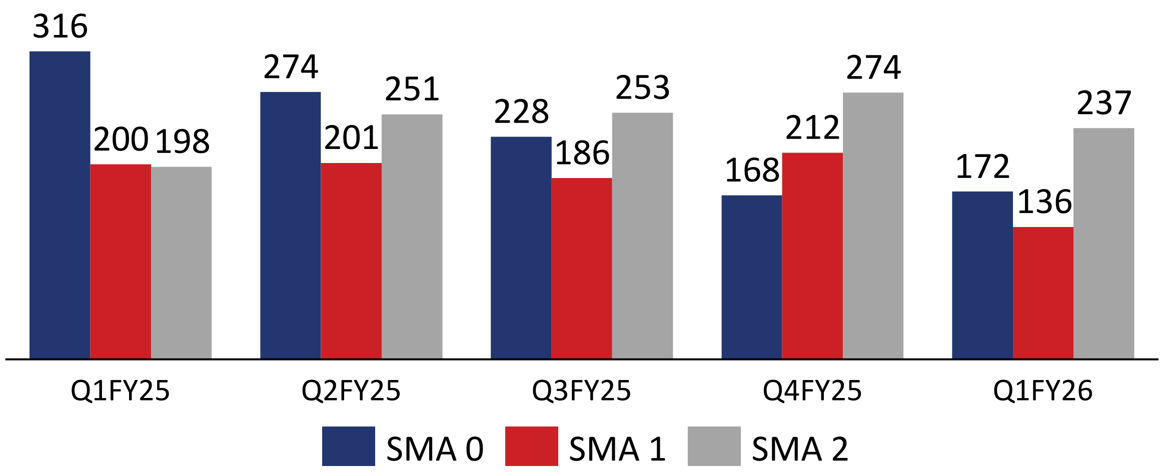
#Credit cost is calculated as a percentage of provisions during the quarter divided by avg. advances for the quarter, *Annualized

Special Mention Accounts (SMA)

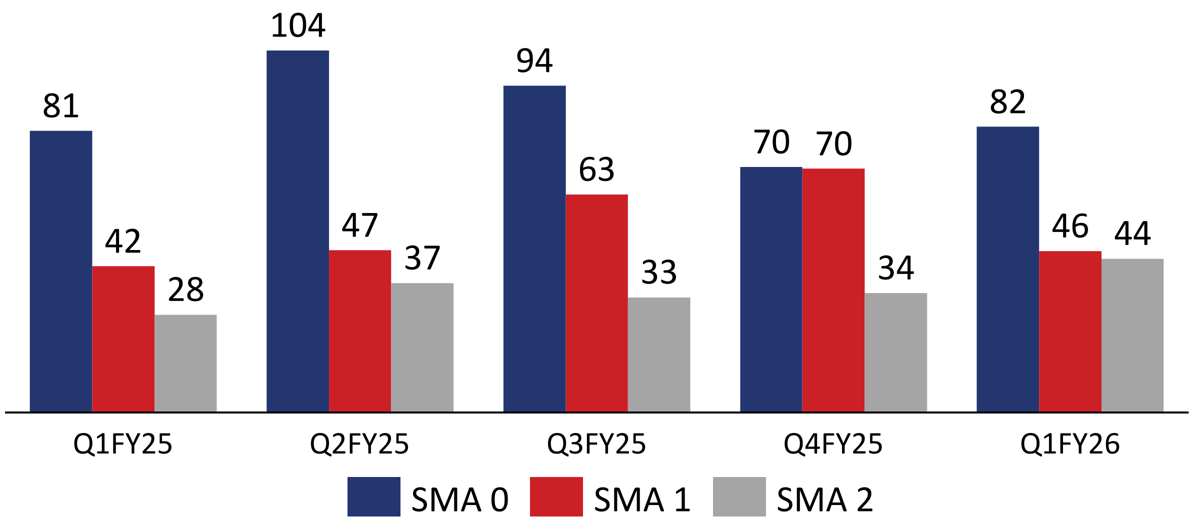
Gold Loans (₹ Crs)



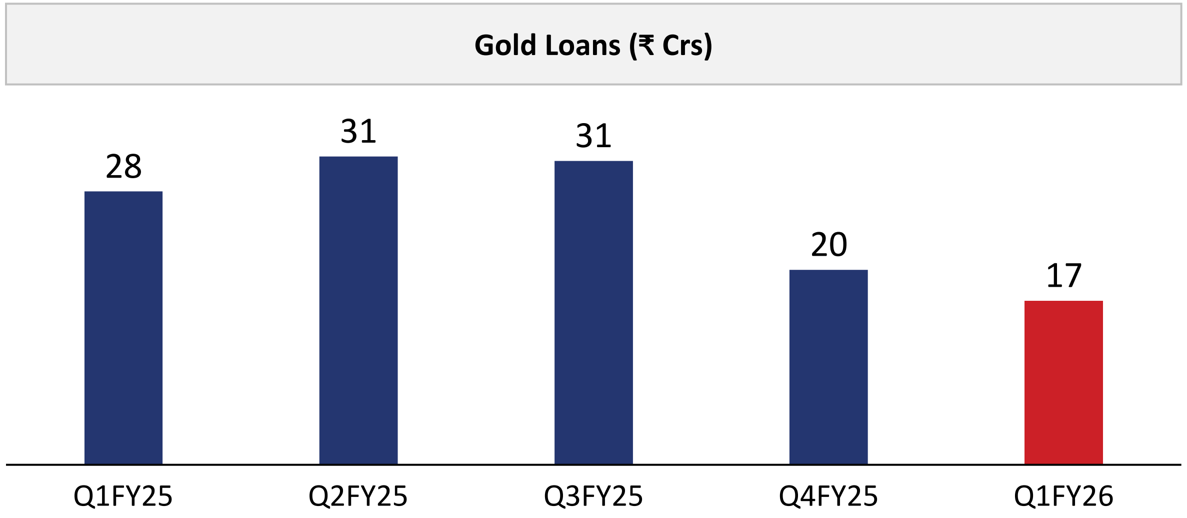
Micro Loans (₹ Crs)

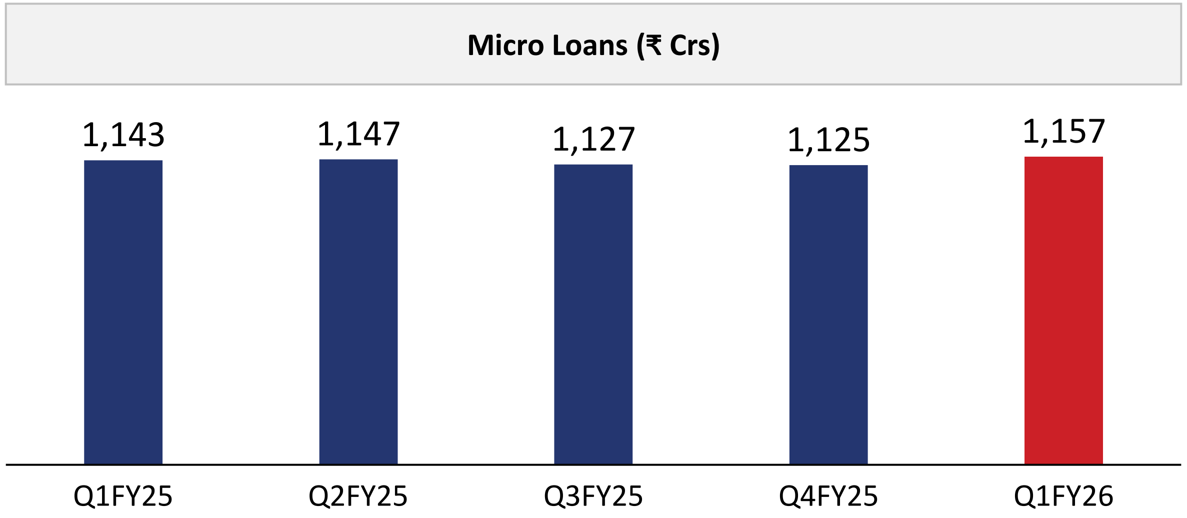


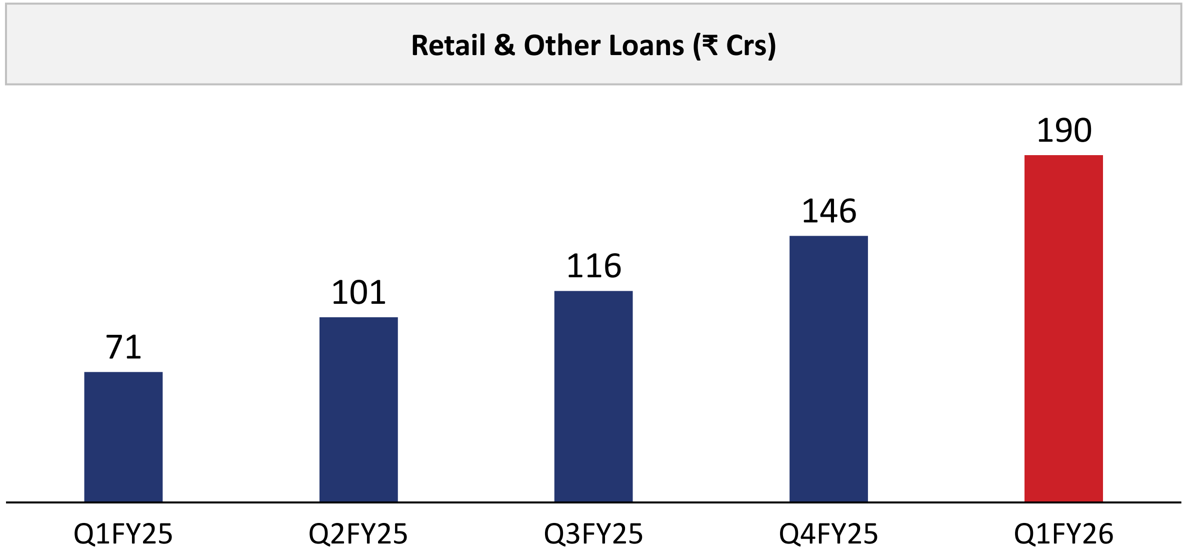
Retail & Other Loans (₹ Crs)



Product wise NPA

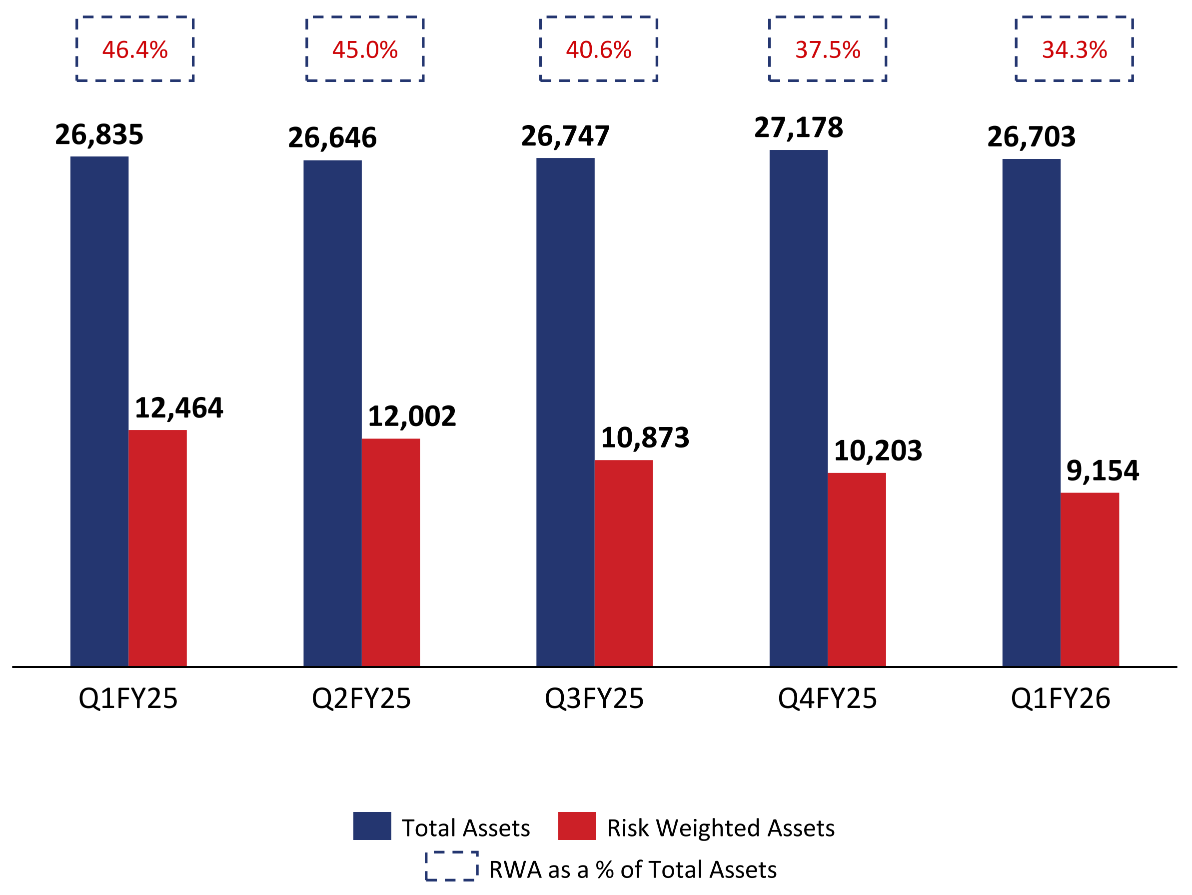




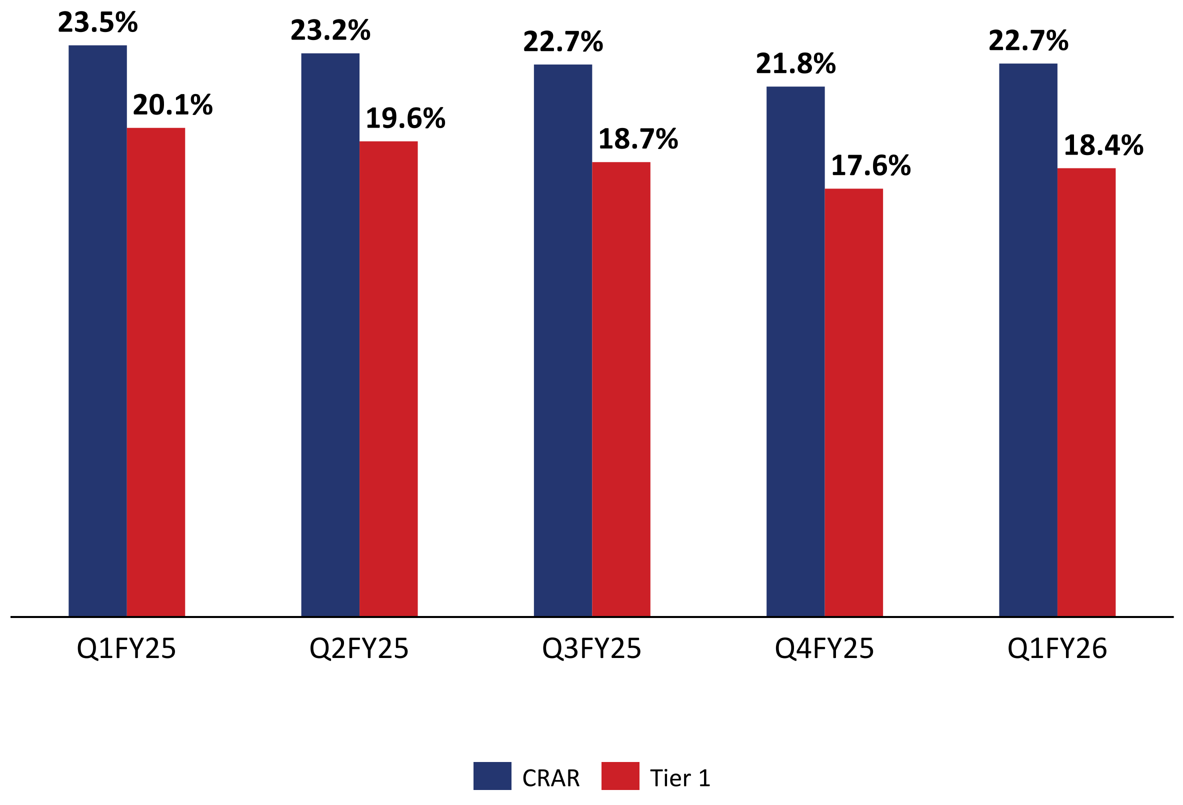


Capital Adequacy

Total Assets & Risk Weighted Assets (₹ Crs)

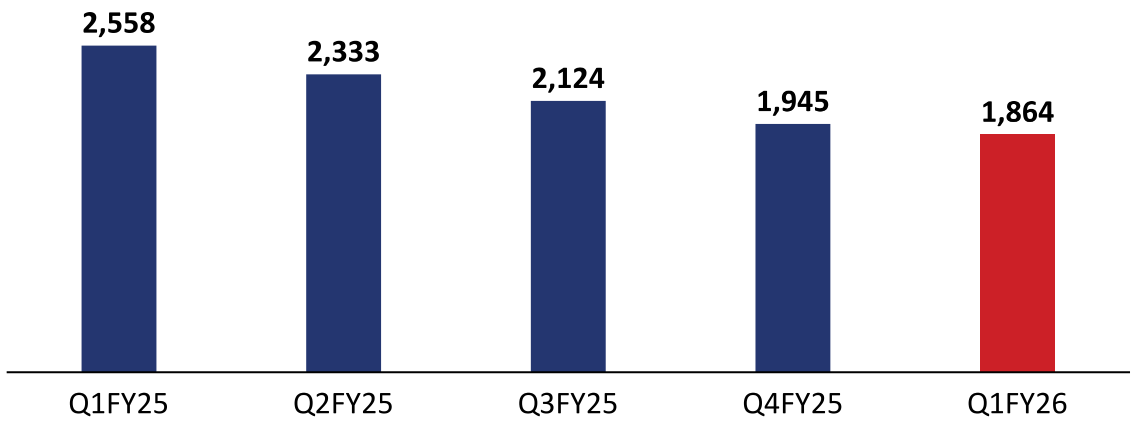


Capital Adequacy (%)

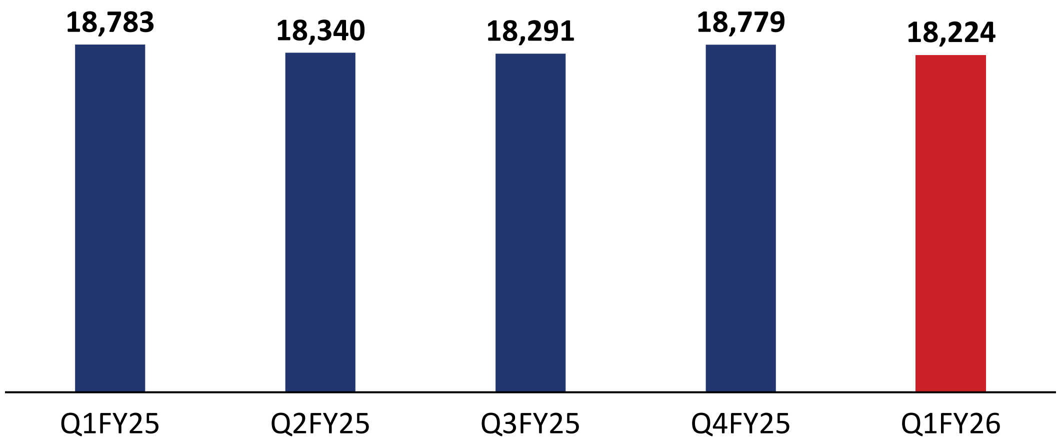


Key Balance Sheet Metrics

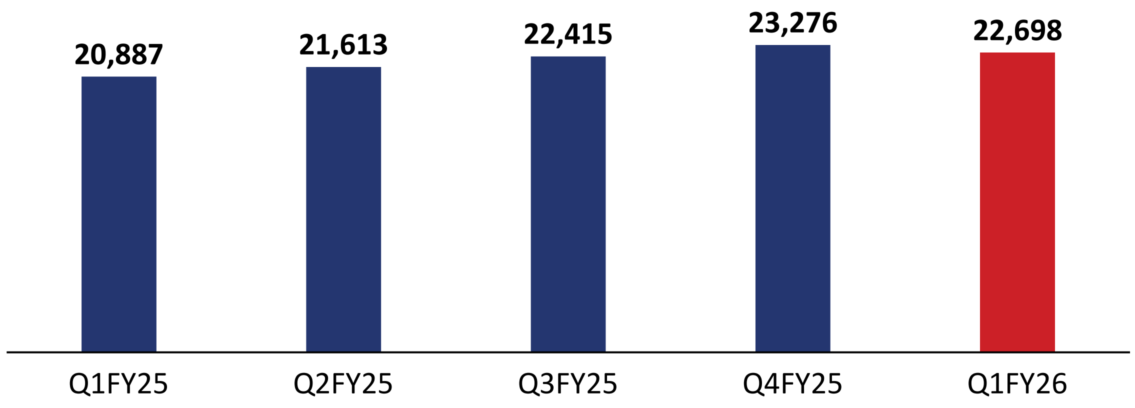
Shareholders Funds (₹ Crs)



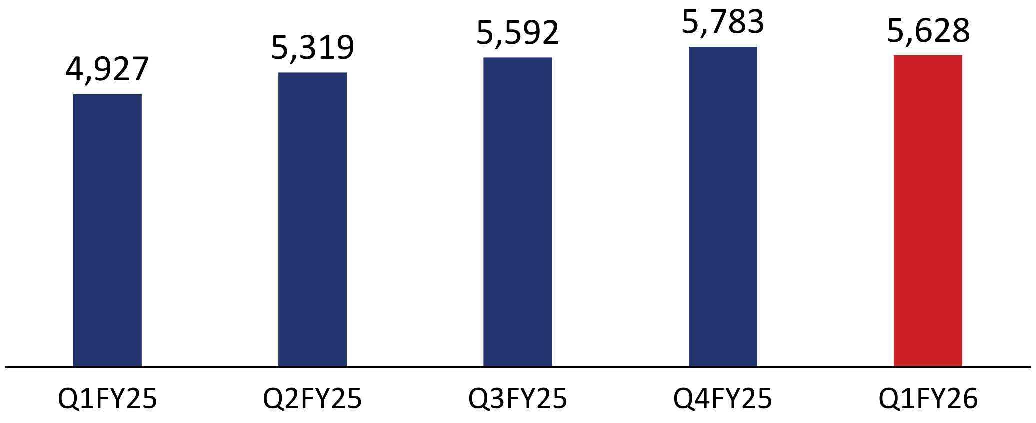
Gross Advances (₹ Crs)



Total Deposits (₹ Crs)

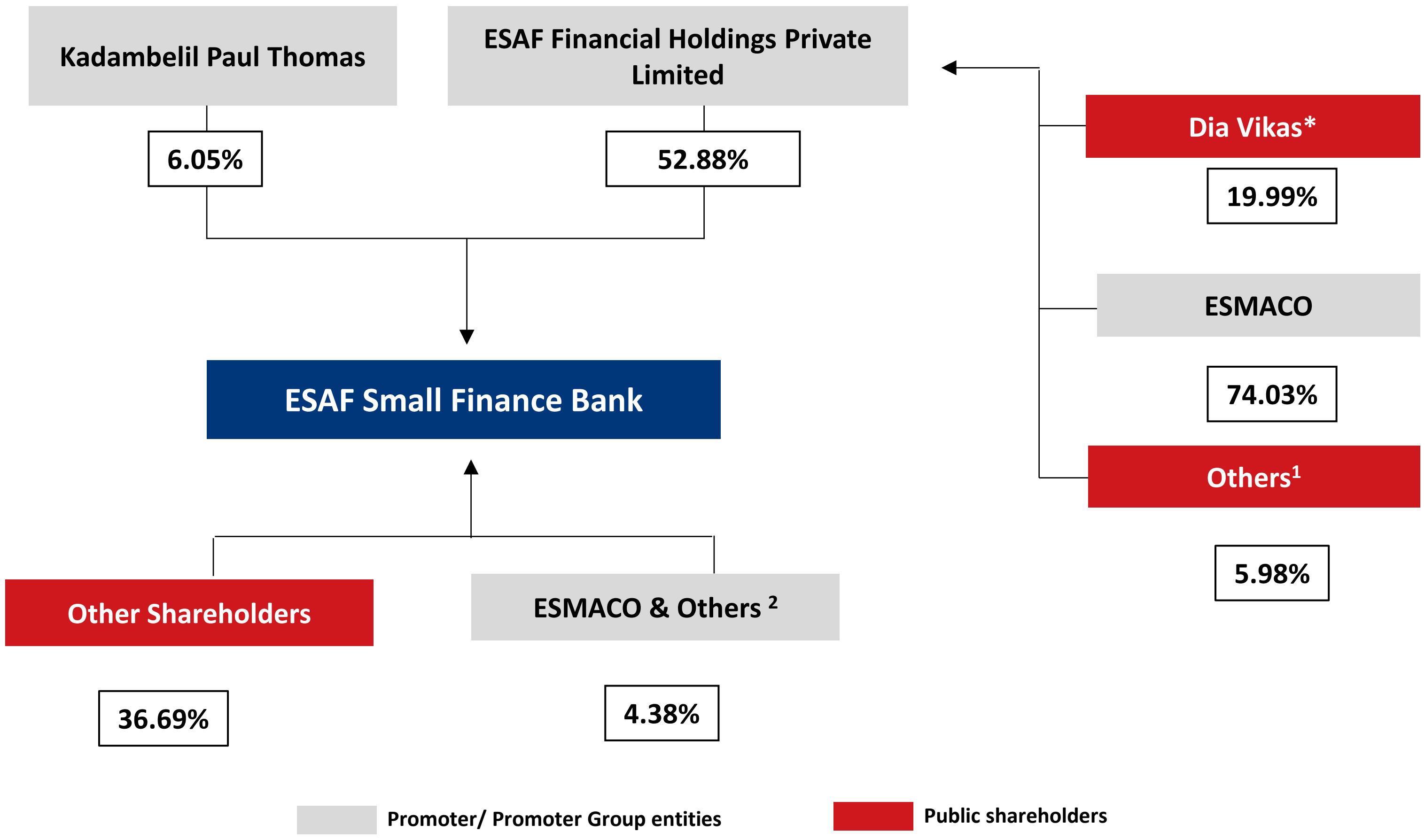


CASA Deposits (₹ Crs)



Shareholding Structure

Structure as on June 30, 2025



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

Key Strengths

Key Strengths

Multi-Nodal Delivery Channels

Strong Rural And Semi-Urban Banking Franchise

Continued focus on Loan Diversification

Robust Funding Profile and Healthy Capital Adequacy

Technology Driven Model With An Advanced Digital Technology Platform Centric Approach

Customer Centric Approach

Competitive Product Lineup

Prudent Risk Management

Experienced Management Team and Professional Board

Large, Loyal, and Consistently Growing Customer Base

Deep Understanding of Business Correspondent Model

Multi-Nodal Delivery Channels

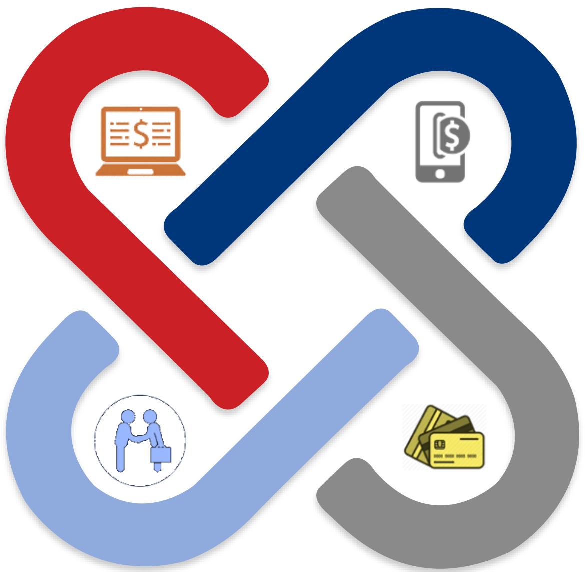
- **Multiple channels for servicing the customers in an efficient manner**
- **BC network allows dual advantage**
  - Better understanding of customer requirements
  - Constant engagement with micro loan customers to have door-step banking without any hassle
- **Digital channels viz. internet banking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



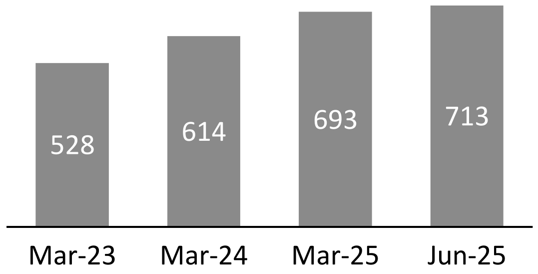
Digital Banking

- 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

- 713 ATMs
- RuPay branded ATM-cum-debit cards

ATM count

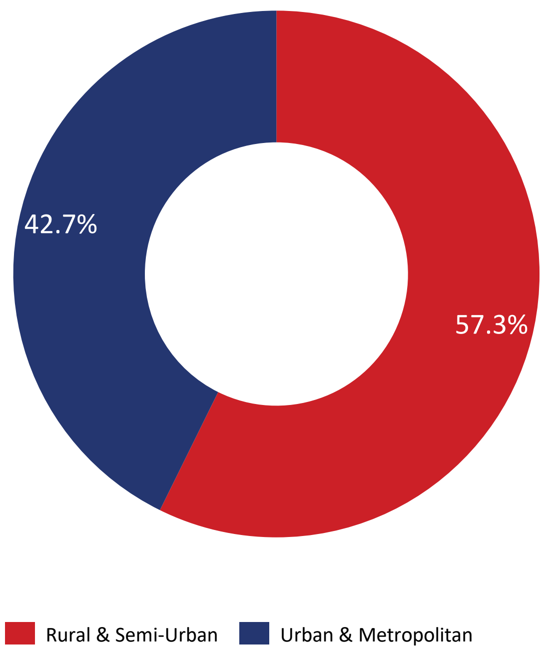


Strong Rural And Semi-Urban Banking Franchise

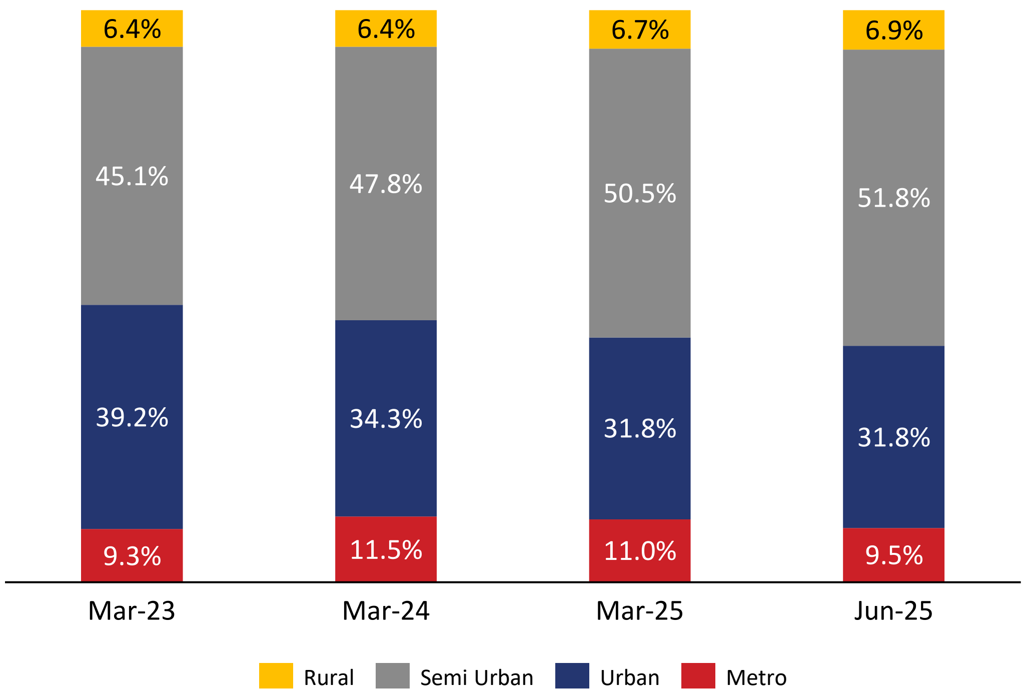
Strong rural and semi-urban franchise of ESAF to take advantage of the growth opportunity in the under-penetrated rural and semi-urban market

Majority of advances in rural & semi-urban regions

As of Jun-25 (% of Gross Advances)



Focusing on rural & semi-urban areas in the liabilities profile



Footprint in Rural & Semi-urban

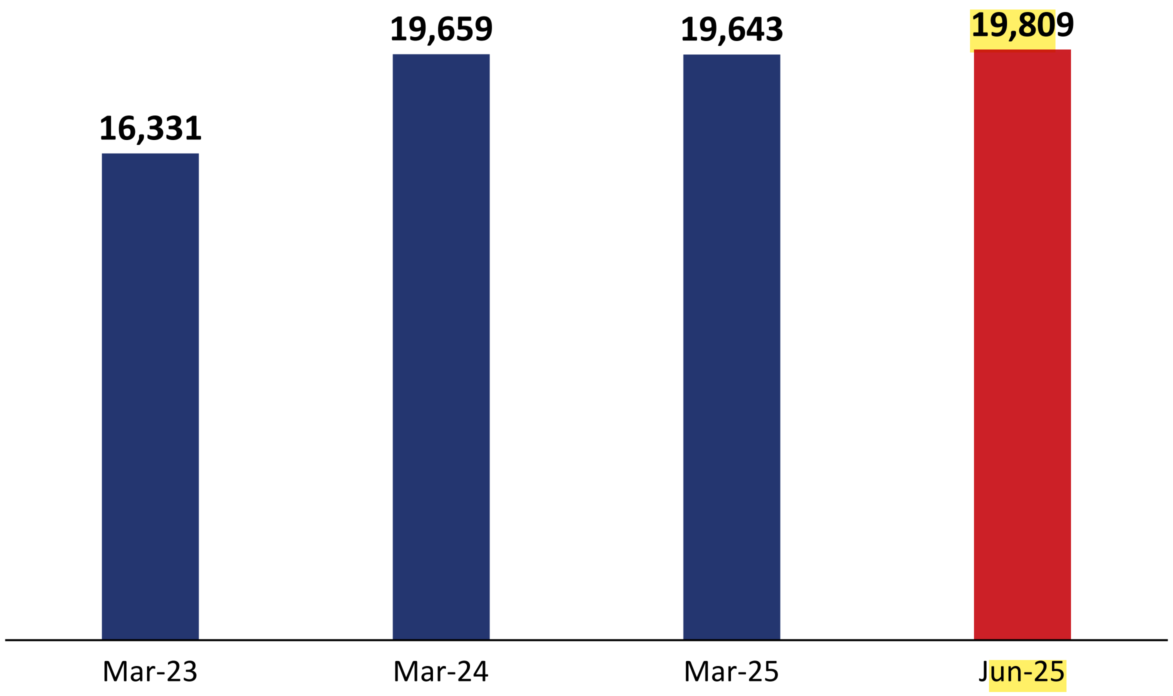
53%
Customers in rural and semi-urban areas

69%
Banking outlets in rural and semi-urban areas

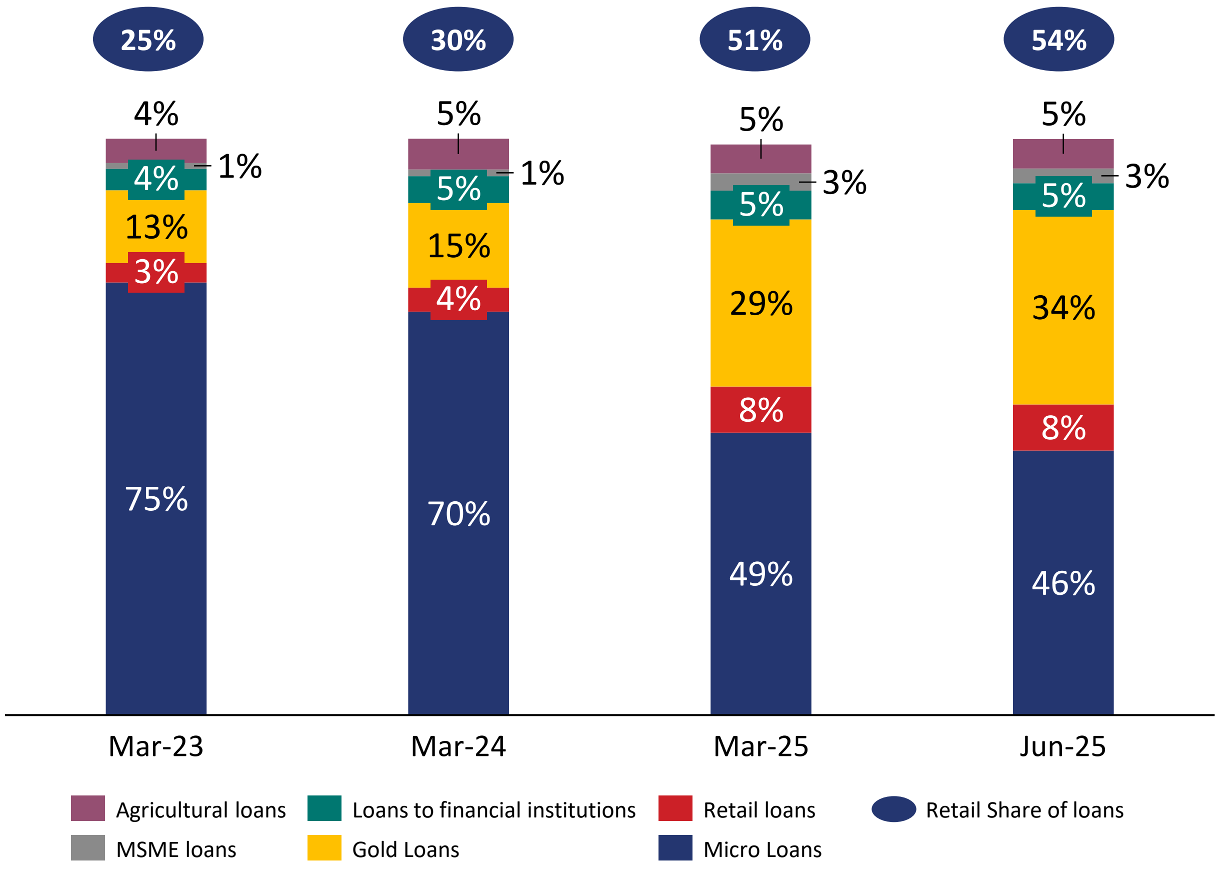
Continued focus on Loan Diversification

As of June 30, 2025, ESAF SFB had over 36 lakh loan customers, the majority of whom were women

Growth in Total Loan Book (₹ Crs)

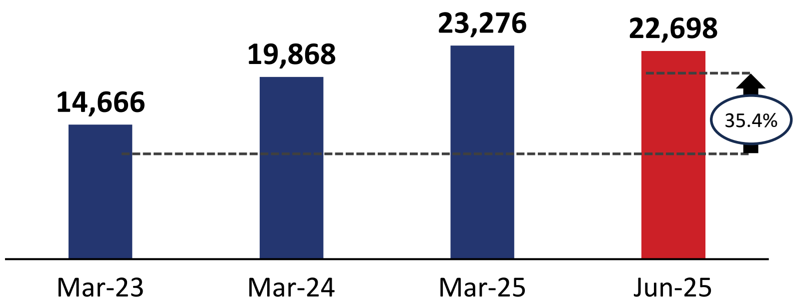


Continued focus on Loan Diversification

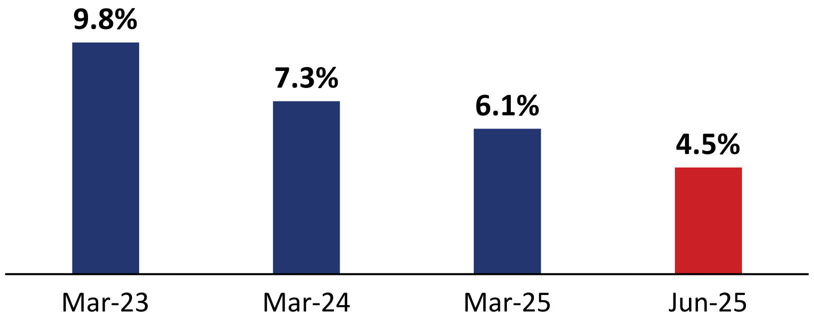


Robust Funding Profile and Healthy Capital Adequacy

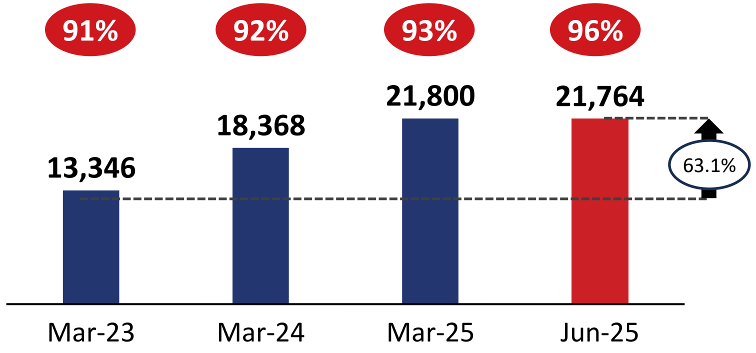
Deposits growth (₹ Crs)



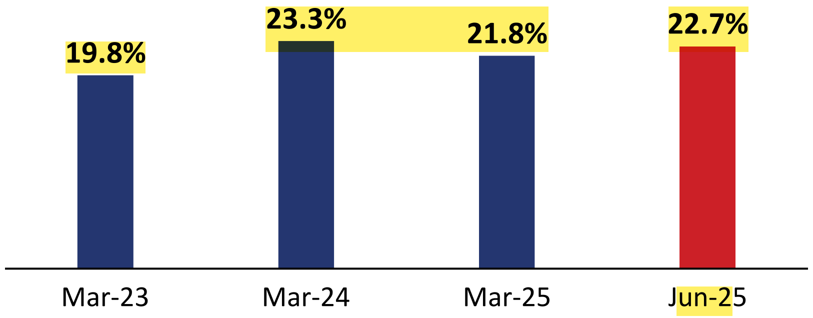
% deposits from top 20 largest depositors



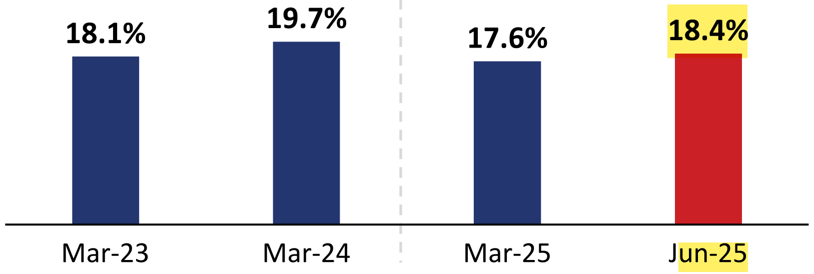
Retail share of deposits (₹ Crs)



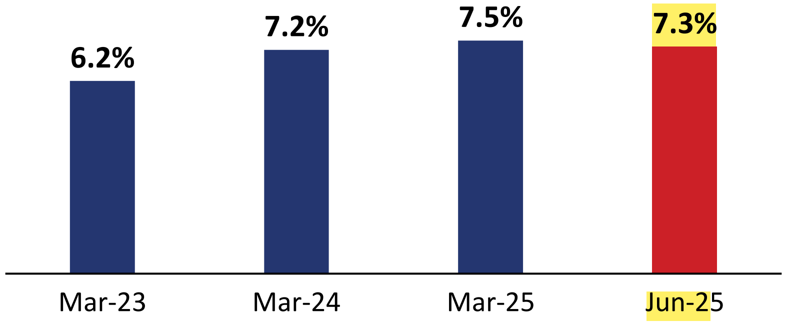
Capital Adequacy



Tier-1 Capital Adequacy



Cost of Funds



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

Customer Centric Approach

Products to meet customers' life-cycle needs

- Home loans
- Agri-loans
- Loan against property
- Personal Loans
- Vehicle Loans
- Gold Loans
- MSME
- Micro Assets

Customer service measures

24*7 CALL CENTRE

- Multi-lingual assistance from agents
- Daily report of calls monitored

DOOR-STEP BANKING

- Facilitate regular door-step collection from microfinance customers
- Facilitates door-step service to deposit customers with focus on senior citizens
- On-ground presence through BC partners; better understanding of customer requirements

CUSTOMER SERVICE QUALITY DEPARTMENT

- Dedicated team; conducts fortnightly reviews calls on efficient resolution of customer complaints
- Undertakes surveys from customers to obtain their feedback on the quality of customer service

COMMUNITY BUILDING PROGRAMME

- BCs undertake various non-financial services, which include, among other things, conducting financial literacy programmes, livelihood programmes, entrepreneurship training programmes and community engagement programmes

Competitive Product Lineup

ESAF SMALL FINANCE BANK
Joy of Banking

Agri-Lending | MSME | Micro Assets | Retail Assets | FIBD | Retail Liability | Third Party Products | Other Services

Loan & Advances

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
- ESAF Kissan Vahan Tractor (New/Used)

MSME

- TReDS (Trade Receivables Electronic Discounting System)
- QR Loan
- Udyog Saral Loan
- MSME GST Power
- MSME Business LAP
- MSME Udyog Loans

Micro Assets

- Microfinance Loans
- Other Micro Loans
- Micro Enterprise Loan (MEL)
- Vyapar Vikas Yojana (VVY)

Retail Assets

- Housing Loans
- Loan Against Property
- Education Loans
- Lease Rental Discounting
- School Loans
- Vehicle Loans
- Personal Loans
- Clean Energy Loans
- Gold Loans
- Term Loan

FIBD

- ESAF NBFC
- ESAF FIBD

Retail Liabilities

- Current Accounts
- Savings Accounts
- Recurring Deposits
- Fixed Deposits

Third Party Products

- Life Insurance
- General Insurance
- Depository Services
- Mutual Funds
- National Pension System
- Atal Pension Yojana
- Broking Services

Other Services

- Bharat Bill Pay System
- Money Transfer Services
- Safe Deposit Lockers
- Foreign Exchange Services
- Aadhar Seva Kendra

High Quality Board At The Helm Of The Organization

Ravimohan Periyakavil Ramakrishnan
Part time Chairman & Non-Executive Independent Director

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

Kadambelil Paul Thomas
Managing Director and Chief Executive Officer

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

George Kalaparambil John
Executive Director

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

Biju Varkkey
Additional Non-Executive Independent Director

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

Ms. Kolasseril 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

High Quality Board At The Helm Of The Organization

Ravi Venkatraman
Non-Executive Independent Director

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

Thomas Jacob Kalappila
Non-Executive Independent Director

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

Vinod Vijayalekshmi Vasudevan
Non-Executive Independent Director

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

Joseph Vadakkekara Antony
Non- Executive Director

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

Ajayan Mangalath Gopalakrishnan Nair
Non-Executive Nominee Director

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

Gabriel John Samuel
Non-Executive Nominee Director

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

Experienced Management Team

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Joy of Banking

Supported by a highly experienced team of qualified & experienced professionals

Name & Designation	Education	Prior Associations
George Thomas Executive Vice President – Human Resources	○ Master’s degree of science in ecology & environment from Sikkim Manipal University	○ Senior agriculture officer (assistant director agriculture) - Department of Agriculture Development & Farmer’s Welfare
Hari Velloor Executive Vice President - Credit	○ Bachelor’s degree in arts (history) from University of Delhi, ○ Master’s degree in arts (political science) from Madurai Kamaraj University	○ Senior vice president – HDFC Bank
Bosco Joseph Executive Vice President- Micro Banking	○ LLB with specialisation with Labour 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
Ranjith Raj P Company Secretary & Compliance Officer	○ 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
M C Paul Head Vigilance and Chief Vigilance Officer	○ Master's degree in Commerce from M G University ○ Certified associate of IIB	○ Head Vigilance at CSB
Sivakumar P Head - Internal Audit	○ Bachelor’s degree in commerce from Madras University ○ Certified associate of IIB	○ General manager (internal audit) of State Bank of India
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

Clearly Articulated Strategy

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 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.

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

ESAF SMALL FINANCE BANK
Joy of Banking

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 with internal and external ESG standards

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

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

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

Sustainability & ESG Performance – ESAF SFB's social business strategy

ESAF BANK ENVIRONMENT WEEK 2025

- Employees 4669
- 514 Branches (63.31%)
- Green Joy Awards **282**
- Students 2262
- Reach: **25282**
- **Customers 12396**
- Saplings Distributed: **5955**

Green Branch Award
Gold: 8 branches
Silver: 15 branches
Bronze: 65 branches

Water 2 Earth Campaign

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

Sustainability Resource Lectures (Green Grow Glow Series)

- Learning Module through E shiksha
- Webinar by Shri. Christudas KV, CEO ESAF Co operative

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**

Highlights of the study reports for improving ESG materiality

ESAF SMALL FINANCE BANK
Joy of Banking

The Environmental Impact of Solar Panel Installation Through CSR Direct Community Intervention

KEY FINDINGS (AS OF JUNE 2025):

ENERGY GENERATION:
1,92,280 kWh
OF CLEAN ELECTRICITY PRODUCED.

CO_2 REDUCTION:
128.63 TONS
(EQUIVALENT TO PLANTING 5,847 TREES).

COST SAVINGS:
₹15,38,240
SAVED IN ENERGY EXPENSES.

WATER CONSERVATION:
3,46,104 LITRES
SAVED (ENOUGH DRINKING WATER FOR 474 PEOPLE/YEAR).

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

Profit & Loss Statement – Q1 FY26

ESAF SMALL FINANCE BANK
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Particulars (₹ Crs)	Q1FY26	Q1FY25	Y-o-Y	Q4FY25	Q-o-Q
Interest Income	828.23	1,022.34	**-19.0%**	892.06	**-7.2%**
Interest Expense	450.36	434.10	**-55.0%**	457.65	**-1.6%**
Net Interest Income	**377.87**	**588.24**	**-35.8%**	**434.41**	**-13.0%**
Other Income	195.14	115.40	**69.1%**	144.72	**34.8%**
Net Total Income	**573.01**	**703.64**	**-18.6%**	**579.13**	**-1.1%**
Employee Benefits Expense	190.43	103.48	**84.0%**	184.87	**3.0%**
Depreciation and Amortization Expense	16.30	13.81	**18.0%**	15.59	**4.6%**
Other Expenses	241.36	332.30	**-27.4%**	288.01	**-16.2%**
Operating Expense	**448.09**	**449.59**	**-0.3%**	**488.47**	**-8.3%**
Pre-Provision Operating Profit	**124.92**	**254.05**	**-50.8%**	**90.65**	**37.8%**
Provisions	234.12	169.12	**38.4%**	331.5	**-29.4%**
Exceptional Items	-	-		-	**-**
Profit before tax	**-109.20**	**84.92**	**NC**	**-240.85**	**-54.7%**
Tax Provisions	-27.98	22.15	**NC**	-57.65	**-51.5%**
Profit After Tax	**-81.22**	**62.77**	**NC**	**-183.20**	**-55.7%**
Earnings Per Share Diluted	(1.57)	1.22		(3.55)	**-55.8%**

Breakup of Other Income

Loan Processing Fees	25.87	26.51	-2.41%	20.53	-17.0%
Profit on sale of investments (Net)	68.41	9.58	614.09%	29.86	76.0%
Profit on revaluation of investments (Net)	(38.42)	0.33	-11742.42%	5.25	-183.4%
Recovery on written off loan	11.26	4.55	147.47%	20.07	111.3%
PSLC Income	66.11	31.41	110.47%	9.29	-40.0%
Account maintenance charge	3.08	2.81	9.61%	3.64	-11.1%
Third Party Product Income	26.73	16.19	65.10%	25.49	45.4%
Other charges	32.10	24.02	33.64%	30.59	-2.3%
Total	**195.14**	**115.40**	**69.10%**	**144.72**	**28.1%**

Profit & Loss Statement

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

Balance Sheet

Particulars (₹ Crs)	Jun-25	Mar-25	Mar-24	Mar-23
CAPITAL AND LIABILITIES				
Capital	515.43	515.43	514.78	449.47
Employee Stock Option Outstanding	4.74	4.04	5.68	5.88
Reserves and Surplus	1,348.36	1,429.58	1,971.33	1,259.66
Deposits	22,698.40	23,276.44	19,867.80	14,665.63
Borrowings	1,604.98	1,405.73	3,222.53	3,354.20
Other Liabilities and Provisions	531.55	547.07	504.76	488.83
Total Capital and Liabilities	**26,703.46**	**27,178.29**	**26,086.88**	**20,223.66**
ASSETS				
Cash and Balances with Reserve Bank of India	1,093.35	1,351.43	1,364.65	739.55
Balances with Banks and Money at Call and Short Notice	99.89	627.68	58.28	27.50
Investments	6,638.89	5,995.26	5,541.02	4,888.53
Advances	17,521.75	18,027.87	18,293.11	13,924.33
Fixed Assets	375.80	300.42	207.55	187.93
Other Assets	973.78	875.62	622.27	455.82
Total Assets	**26,703.46**	**27,178.29**	**26,086.88**	**20,223.66**

Awards & Recognitions

ESAF SMALL FINANCE BANK
Joy of Banking

2020

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

2021

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

2022

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

2023

- ‘**Excellence in Customer Service and Product Distribution**’ Award at the Eastern India Micro Finance Summit
- ‘**Best Customer Experience Bank of the Year**’ Award at the India Customer Excellence Summit and Awards 2023
- ‘**Innovative Bank of the Year**’ Award at the India Banking Summit and Awards 2023 by Synnex Group
- ‘**Best Customer Experience Bank of the Year’** in customer service quality award and best CX personality of the year
- ‘**Innovative Initiative in Rural Sector Award and MD Leadership’** award at Governance now 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

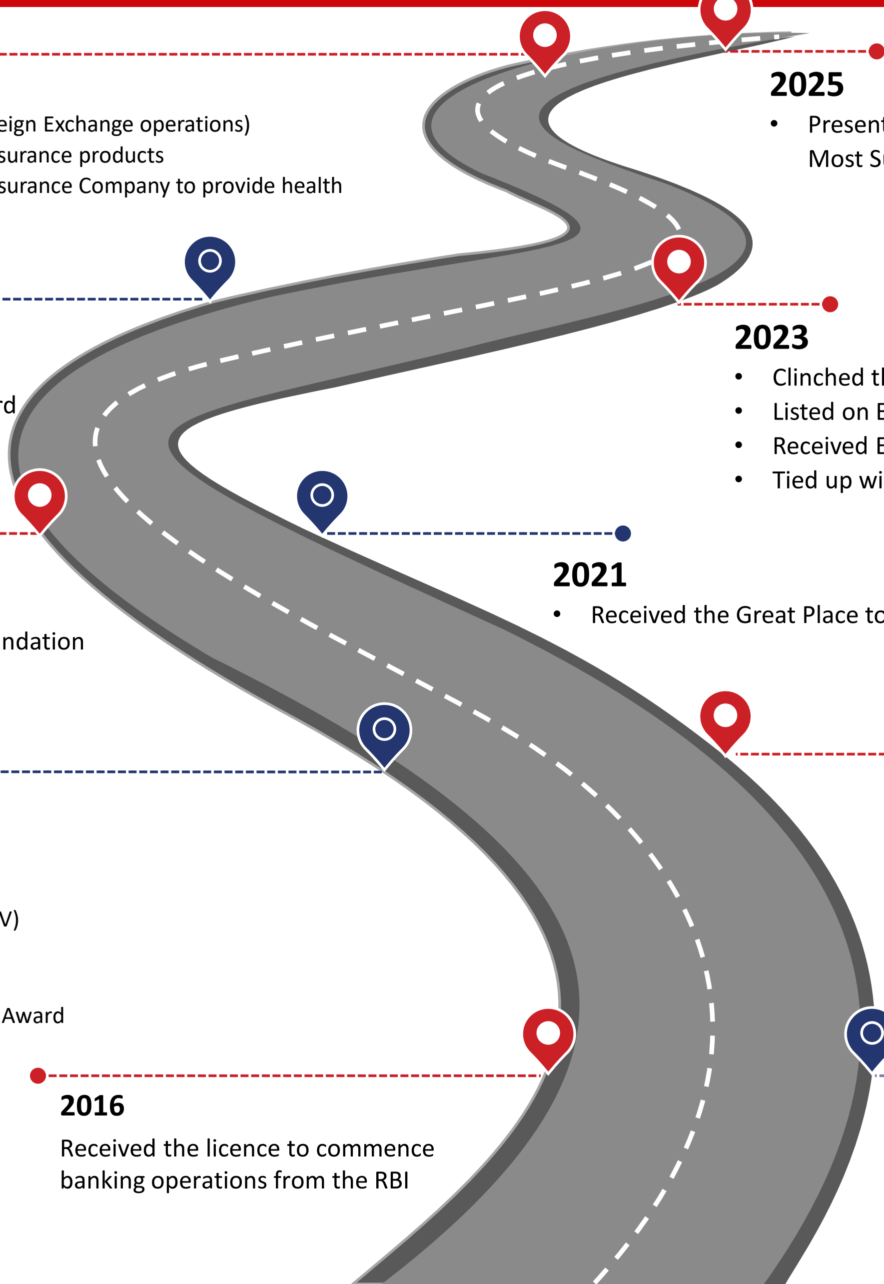
- Outstanding Achievement Award at the Outreach Programme organised by SLBC Odisha and PFRDA for the Government of India’s APY scheme
- Special Commendation for CSR from The Economic Times for 2022-23, recognising the Bank’s comprehensive and impactful efforts in Corporate Social Responsibility
- Secured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

2025

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

Journey So Far

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

2021
- Received the Great Place to Work certification

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

COMPANY :

ESAF
ESAF SMALL FINANCE BANK
Joy of Banking

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