

PAISALO

EASY LOAN आसान लोन

Date: 09.02.2026

To,
The Manager
Department of Corporate Relationship
BSE Limited
25 P. J. Towers, Dalal Street
Mumbai -400 001
Scrip Code: 532900 (Equity)
Scrip Code: Equity- 532900
NCDs-975107, 975202, 975251, 975329, 975437, 975592, 975640,
975865, 976752, 977004, 977278, 977279 and CPs- 730058, 730387,
730411

To,
The Asstt. Vice President
National Stock Exchange of India Limited,
Exchange Plaza
Bandra Kurla Complex Bandra (East)
Mumbai -400 051

Scrip Code: PAISALO

Subject: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in terms of other applicable laws, if any, please find enclosed herewith the Investor Presentation for the quarter ended December 31, 2025. The above is being made available on the Company's website i.e. www.paisalo.in

This is for your information and record please.

Thanking you,

Yours faithfully,

For Paisalo Digital Limited



(MANENDRA SINGH)
Company Secretary
Encl.: as above

PAISALO DIGITAL LIMITED

Registered Office: CSC, Pocket 52, Near Police Station, CR Park, New Delhi - 110 019. Phone : + 91 11 4351 8888. Email: delhi@paisalo.in

Head Office: Paisalo House, 74, Gandhi Nagar, NH-2, Agra - 282 003, India. Phone : +91 562 402 8888. Email: agra@paisalo.in

CIN: L65921DL1992PLC120483

www.paisalo.in

अर्थ: समाजस्य न्यासः



PAISALO

EASY LOAN आसान लोन

INVESTOR PRESENTATION

Q3 FY 2026

SAFE HARBOR

- This document contains certain forward – looking statements based on current expectations of Paisalo Digital Limited’s management. Actual Results may vary significantly from the forward - looking statements in this document due to various risks and uncertainties. These risks and uncertainties include the effect of economic and political conditions in India, and outside India; volatility in interest rates and in the securities markets; new regulations and government policies that might impact the business of Paisalo Digital Limited; the general state of the Indian economy; and the management’s ability to implement the company’s strategy. Paisalo Digital Limited does not undertake any obligation to update these forward - looking statement.
- This document does not constitute an offer or recommendation to buy or sell any securities of Paisalo Digital Limited or any of its subsidiaries or associate companies. This document also does not constitute an offer or recommendation to buy or sell any financial products offered by Paisalo Digital Limited.

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01 RESULT SNAPSHOT



Highlights for the Quarter

Robust Growth

- **Highest ever AUM** at Rs 55,082 mn (+16% YoY); disbursement for the quarter came in at Rs 10,574 mn (+7% YoY).
- **Total Income surged to a record Rs 2,401 mn**, marking an 18% YoY increase.
- **Customer franchise strengthened to ~14 mn**, with **addition of ~1.6 mn customers** during the quarter, reinforcing Paisalo's positioning as a high-reach, financially inclusive lending platform.

Geographic Expansion & OEM Partnerships

- Added a total of **492 new touchpoints**, taking the **touchpoints base to 4,872** in Q3FY26, with a presence across 22 states.
- **Touch Points comprised** of 402 Branches, 3,041 Distribution Points and 1,429 BCs as on Dec. 2025.
- **Broadens its product ecosystem** through expanded **OEM and institutional partnerships** across medical, agriculture, industrial equipment, and solar sectors.

Profitability & Asset Quality

- **Net Interest Income** was up 19% YoY **at Rs 1,453 mn**, driving Q3FY26 PBT of Rs 888 mn and a **record quarterly profit of Rs 663 mn**, highlighting strong operational resilience.
- **Asset quality remains healthy and stable**, with **GNPA and NNPA well-contained at 0.83% and 0.66% respectively** as of Q3FY26.

Strengthened Equity Base

- **Raised Rs 1,885 mn at 8.5% ROI**, leveraging its strong credit profile to **reduce funding costs, strengthen capital efficiency, and drive pan-India expansion** targeting underserved MSMEs and microentrepreneurs
- **Promoters reinforced their confidence** by continuing openmarket purchases, **adding 0.5% stake during the quarter and 4.7% YTD**, taking their overall holding to 41.7%.

AUM
₹55,082 Mn
+16% YoY

Disbursement
₹10,574 Mn
+7% YoY

Portfolio Yield
16.9%
-94 bps YoY

NIM
6.6%
-2 bps YoY

Borrowing Cost
10.3%
-92 bps YoY

Total Income
₹2,401 Mn
+18% YoY

Q3 FY 26 Performance Summary

PAT
₹663 Mn
+6% YoY

ROA
3.84%

Net Worth
₹17,404 Mn
+18% YoY

GNPA
0.83%

CAR
38.3%
Tier 1 - 30.7%
Tier 2 - 7.7%

Collection Efficiency
98.8%

PPOP
₹943 Mn
+8% YoY

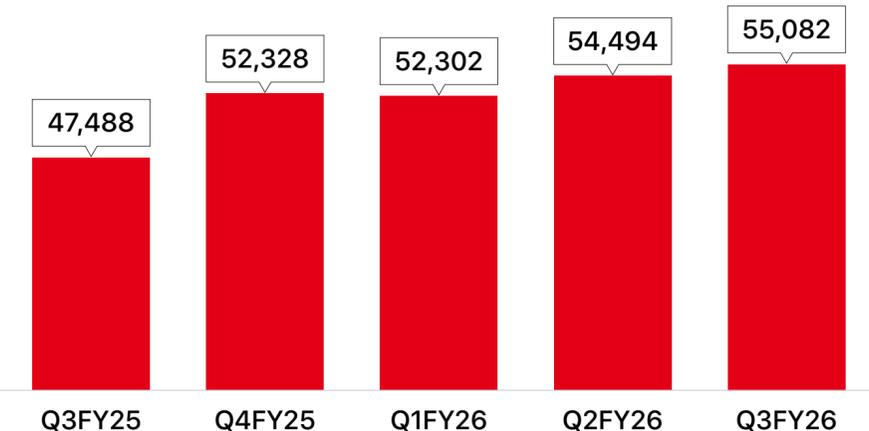
ROE
12.64%

NNPA
0.66%

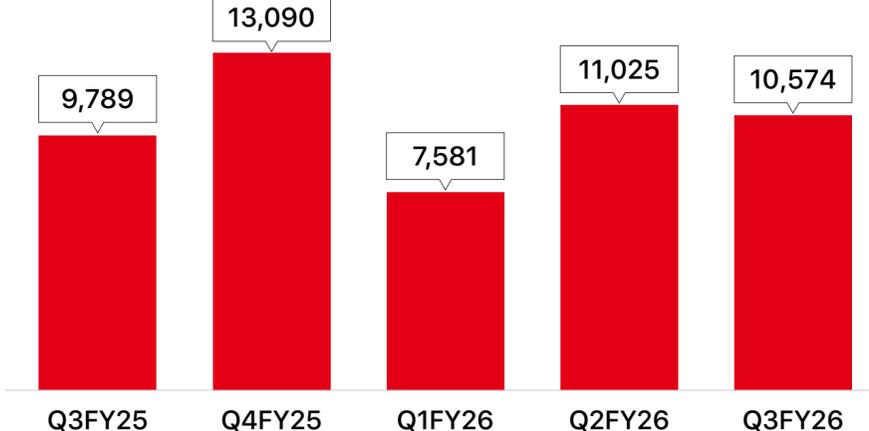
Debt/Equity
2.22x

Robust Financial & Operational Performance

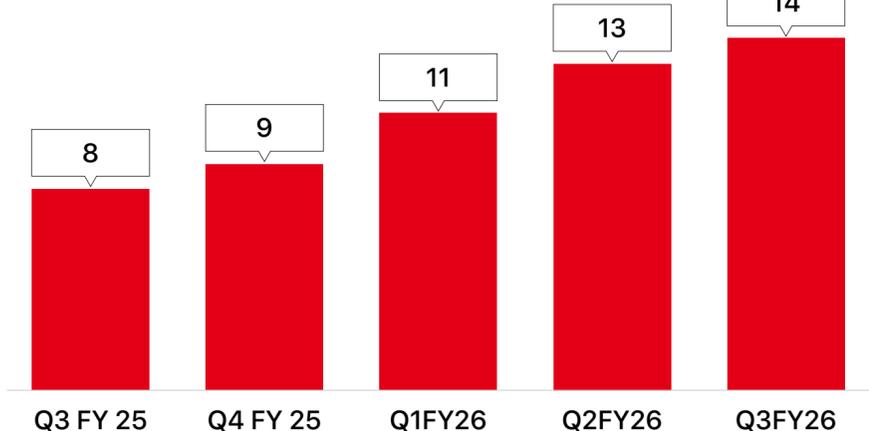
AUM (Rs Mn)



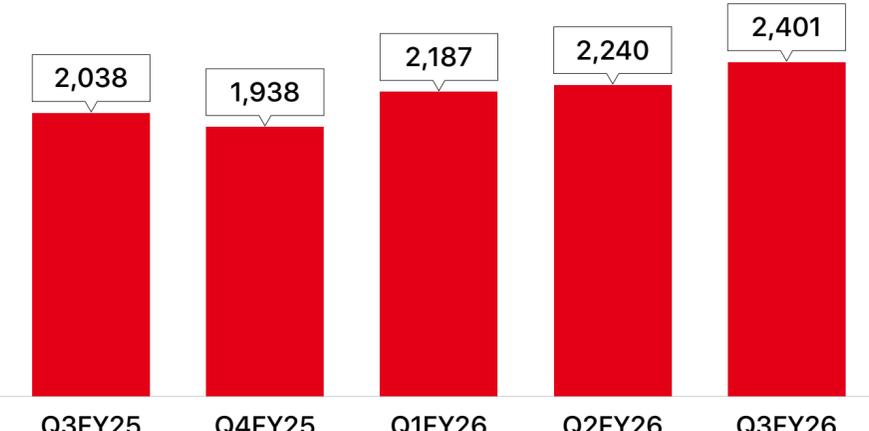
Disbursement (Rs Mn)



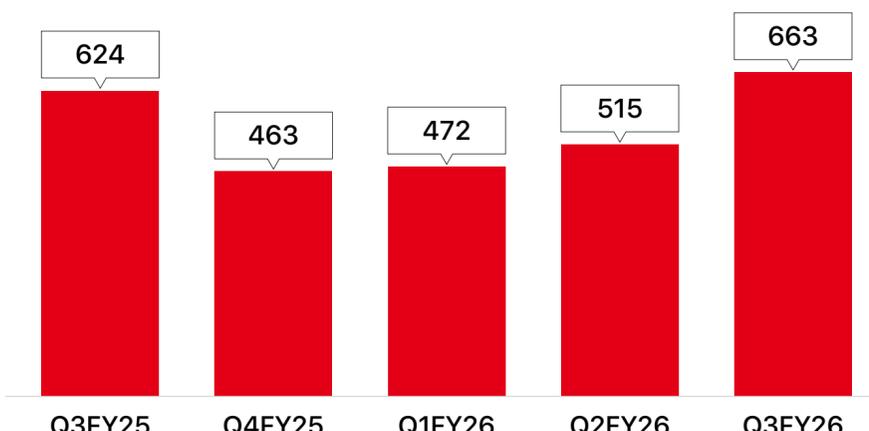
Customer Franchise (Mn)



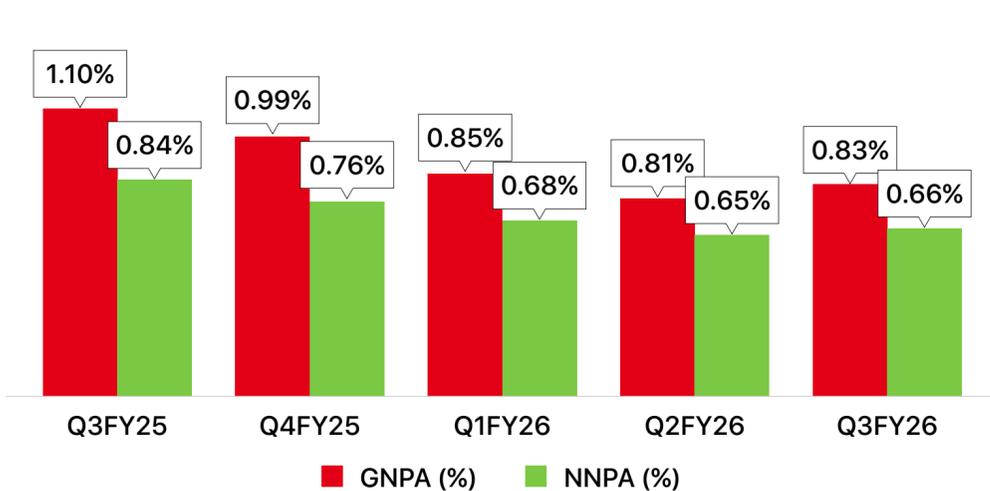
Total Income (Rs Mn)



PAT (Rs Mn)

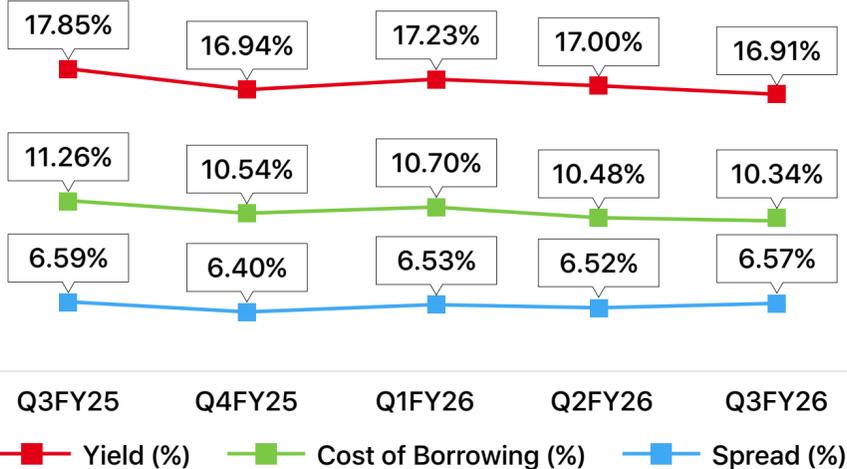


Asset Quality (%)

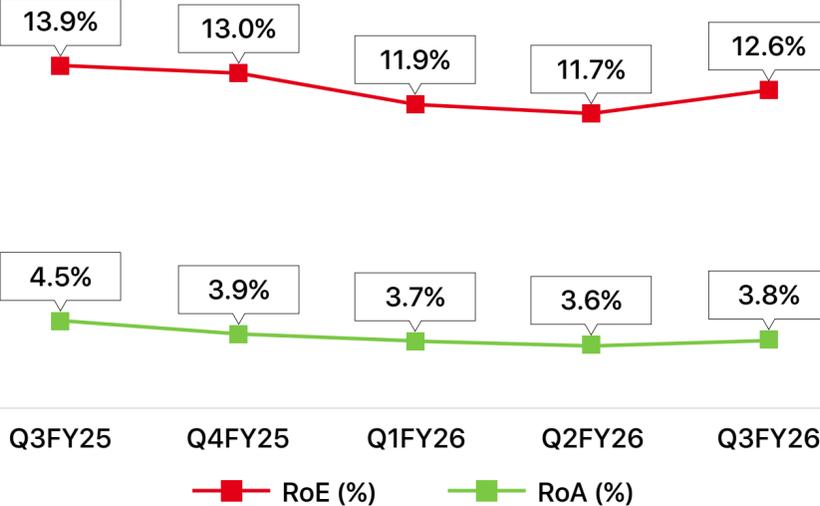


Robust Financial & Operational Performance

Yield, Spread, Cost of Borrowing (%)



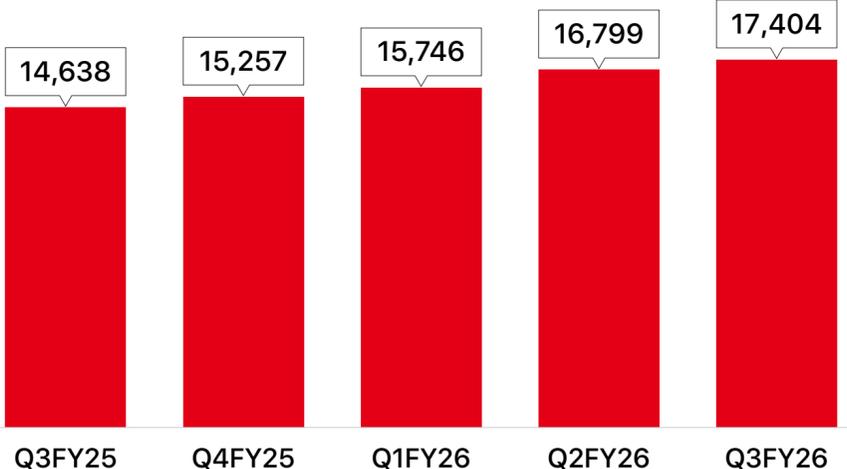
RoE & RoA (%)



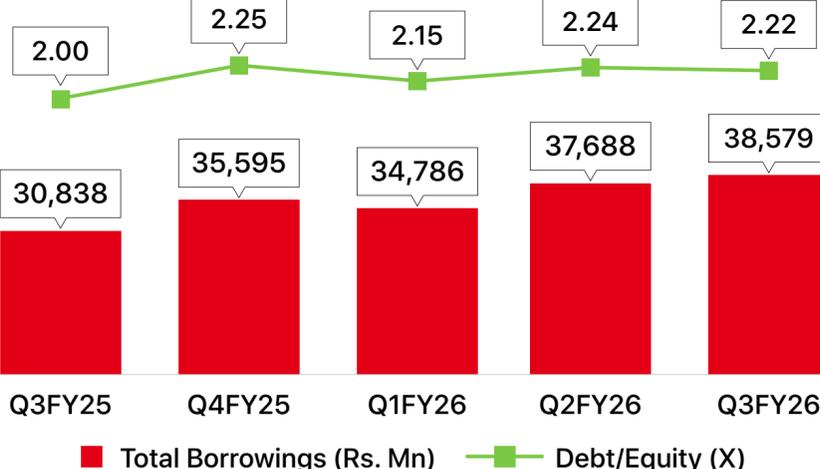
Collection Efficiency (%)



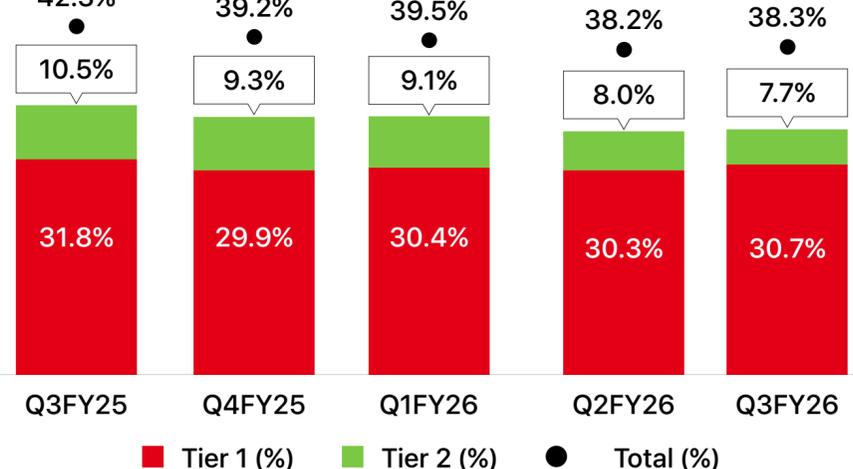
Net Worth (Rs Mn)



Total Borrowings (Rs Mn) & D/E (x)



Capital Adequacy (%)



02 ABOUT PAISALO



ABOUT US

➤ **Bridging the Credit Gap:** Connecting unbanked and underserved populations, including MSMEs, to the formal financial ecosystem.

➤ **Accessible & Tailored Loan Offerings:** Designed to meet the unique needs of diverse borrower segments.

Small Income Generation Loan

Supporting livelihood enhancement

Entrepreneurial Loan

Enabling first-time and informal entrepreneurs

SME & MSME Loan

Enabling growth for micro and small enterprises

Enabling Inclusive Growth



All data as of 9MFY26

33

Years of Legacy

22

States and UTs

~14 mn

Customer Franchise

Rs. 55,082 mn

AUM
(3-year AUM CAGR of 25%; highly profitable franchise-36% PAT CAGR)

4,872

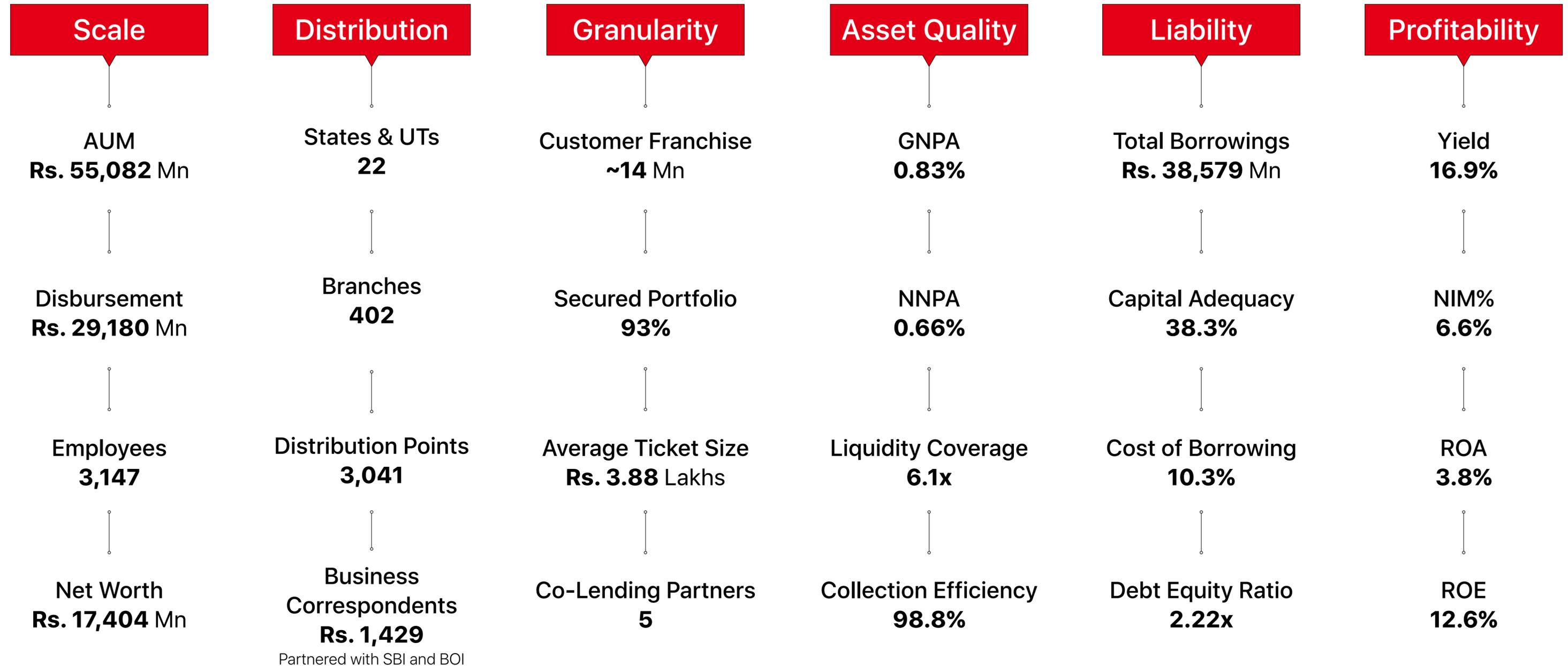
Touch Points

AA/Stable/A1+

Credit Rating

At a Glance

Focused on Income Generation and MSME/SME loans



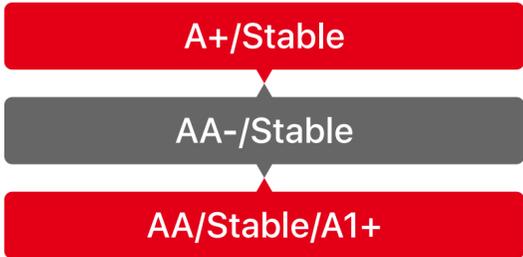
All data as of 9M FY2026

Proven through Cycles, Scaling with Stability

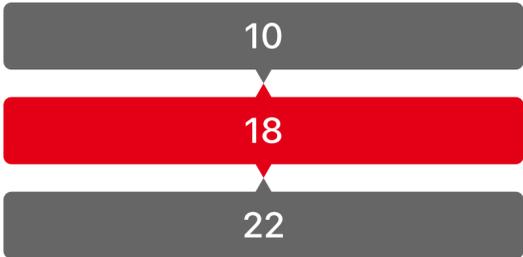
Assets Under Management (Rs. Mn)

**Rs. 55,082 Mn AUM
and scaling with ~20%
CAGR (FY20 - FY25)**

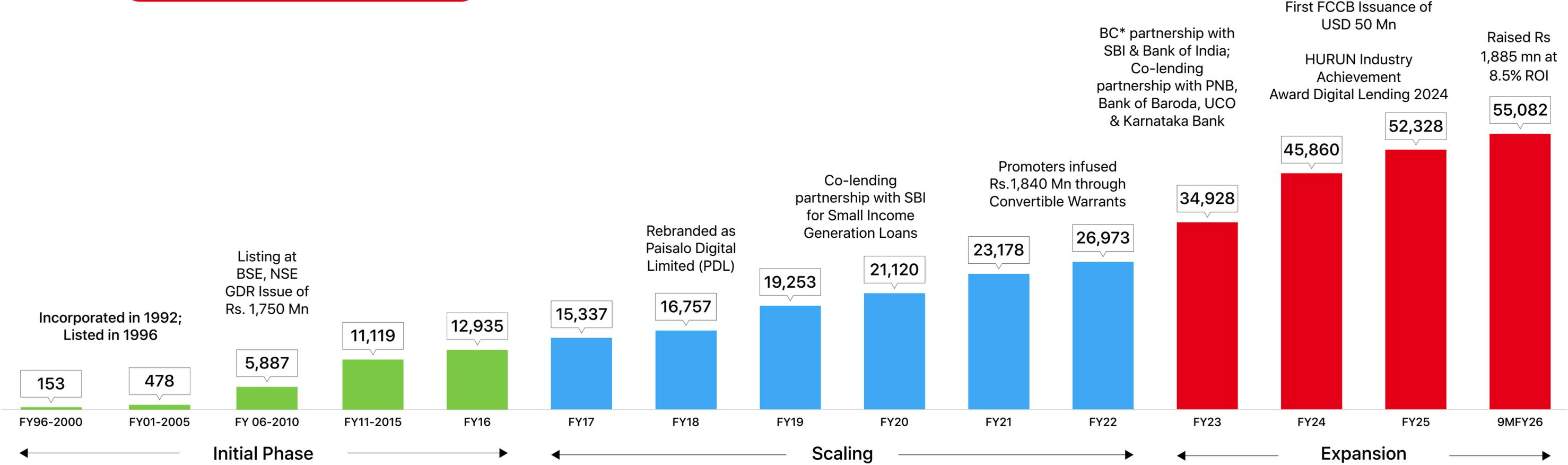
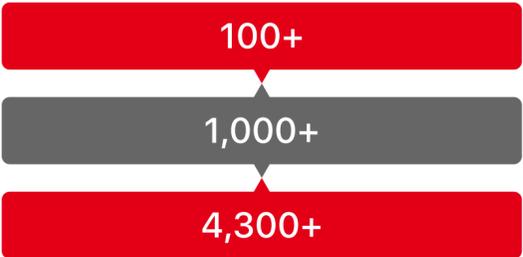
Credit Rating



States



Touch Points



*Business Correspondent

03

P-AI-SALO STRATEGIC ROADMAP



AI REMAINS CORE TO P-AI-SALO STRATEGY

Transitioning to an AI-Led Franchise

Customer Acquisition

Lead Generation

- AI-powered sourcing
- Deep analytics across credit cycles

Monetization & Cross-Sell

- Cross-sell lowers risk & CAC
- Predictive high-propensity targeting
- Higher CLTV & yield

Digitized Onboarding

- Fully compliant eKYC migration
- Onboarding: days → minutes
- Lower CAC & onboarding cost
- Multi-lingual UI

Underwriting

- Proprietary + AA enabled data build borrower screening
- AI/ML models for near real-time decisioning
- Faster credit TAT
- Accelerated disbursements
- Sharper risk scorecards
- EWS—asset quality

Portfolio Management

- AI models detect stress signals pre-EMI and in early delinquency
- Risk-Based customer segmentation based on probability of default
- AI-Optimized collections strategy to improve recovery efficiency
- Unified Real-Time data layer
- Real-Time portfolio risk visibility with automated alerts
- Continuous risk re-rating with dynamic model refresh and tight integration

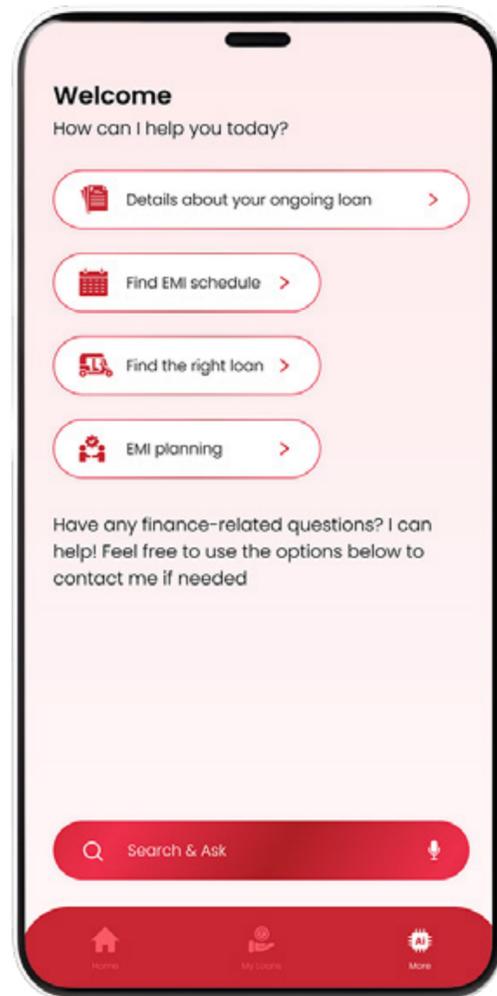
Building an Intelligent, efficient & Scalable Lending Engine



CUSTOMER ACQUISITION

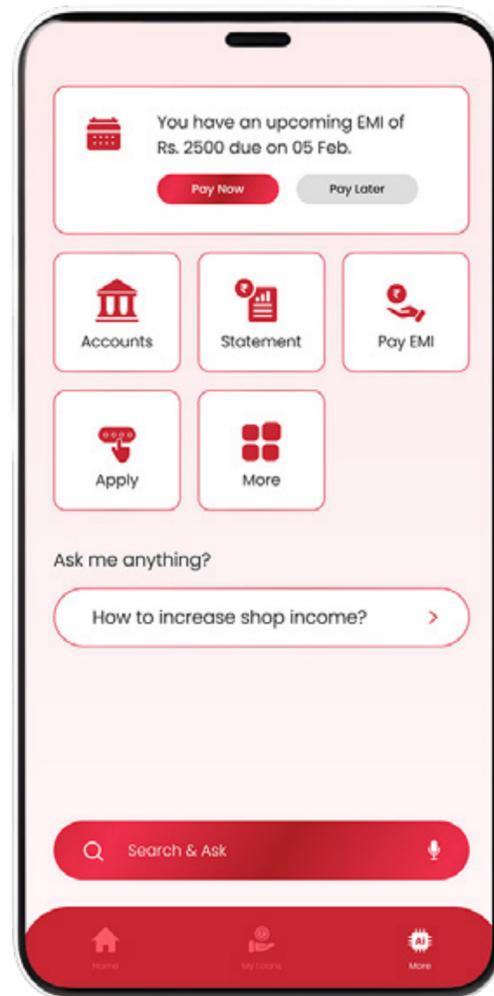
Building a Scalable Phygital Acquisition Engine with AI at the Core

AI Based Lead Generation (Upcoming)

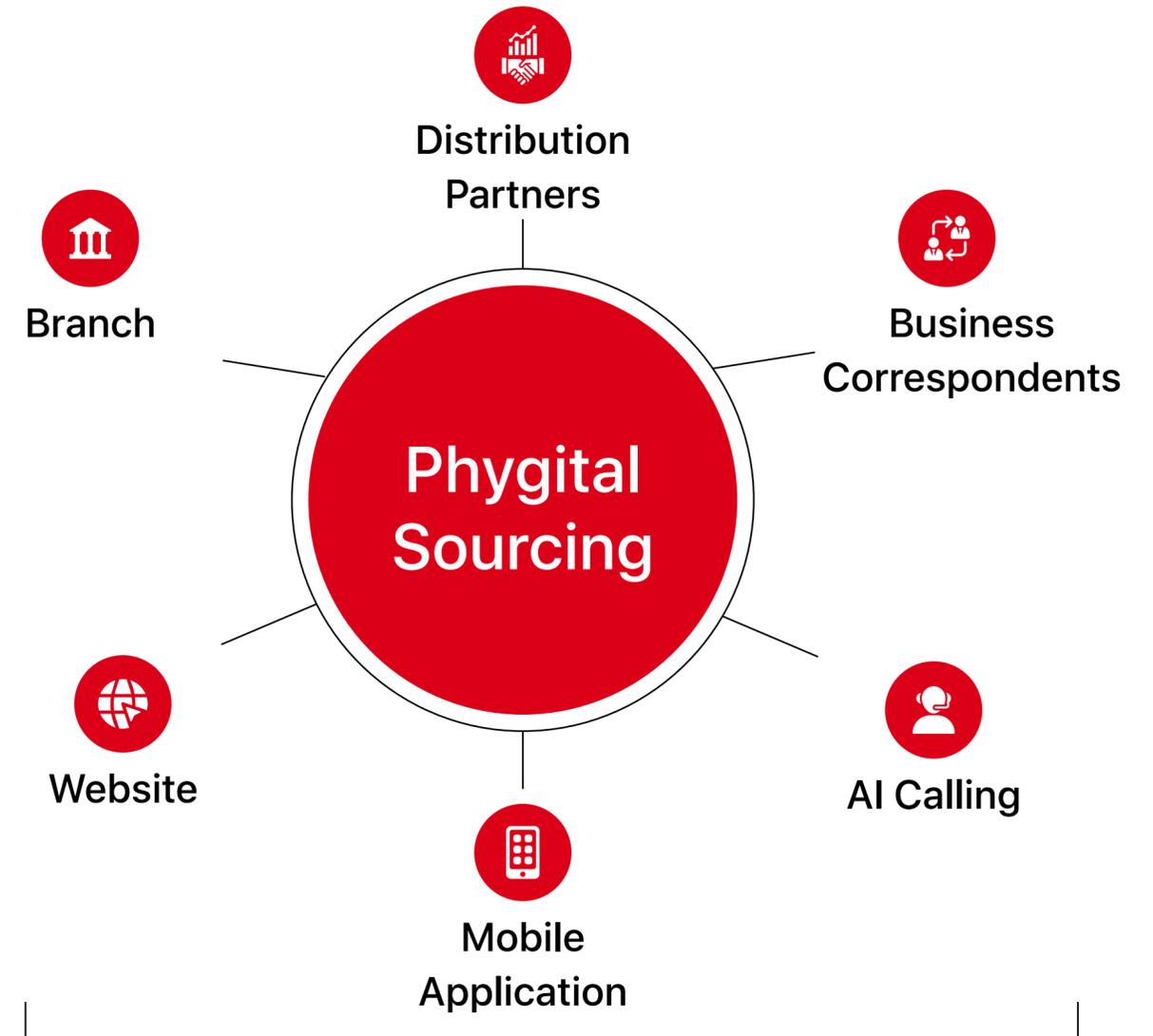
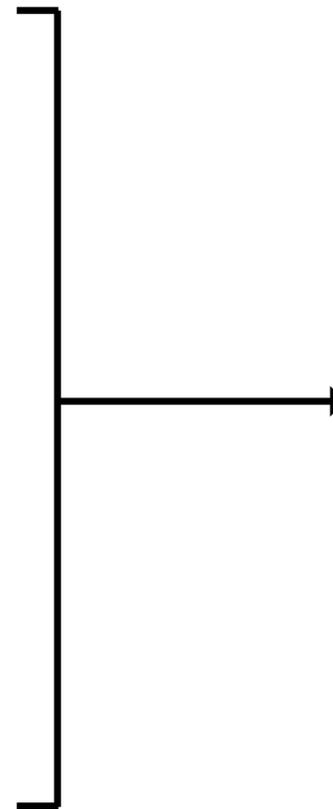


AI That Finds the Right Borrower,
Before the Competition Does

Customer App (Upcoming)



From Days to Minutes – AI Makes
Onboarding Frictionless

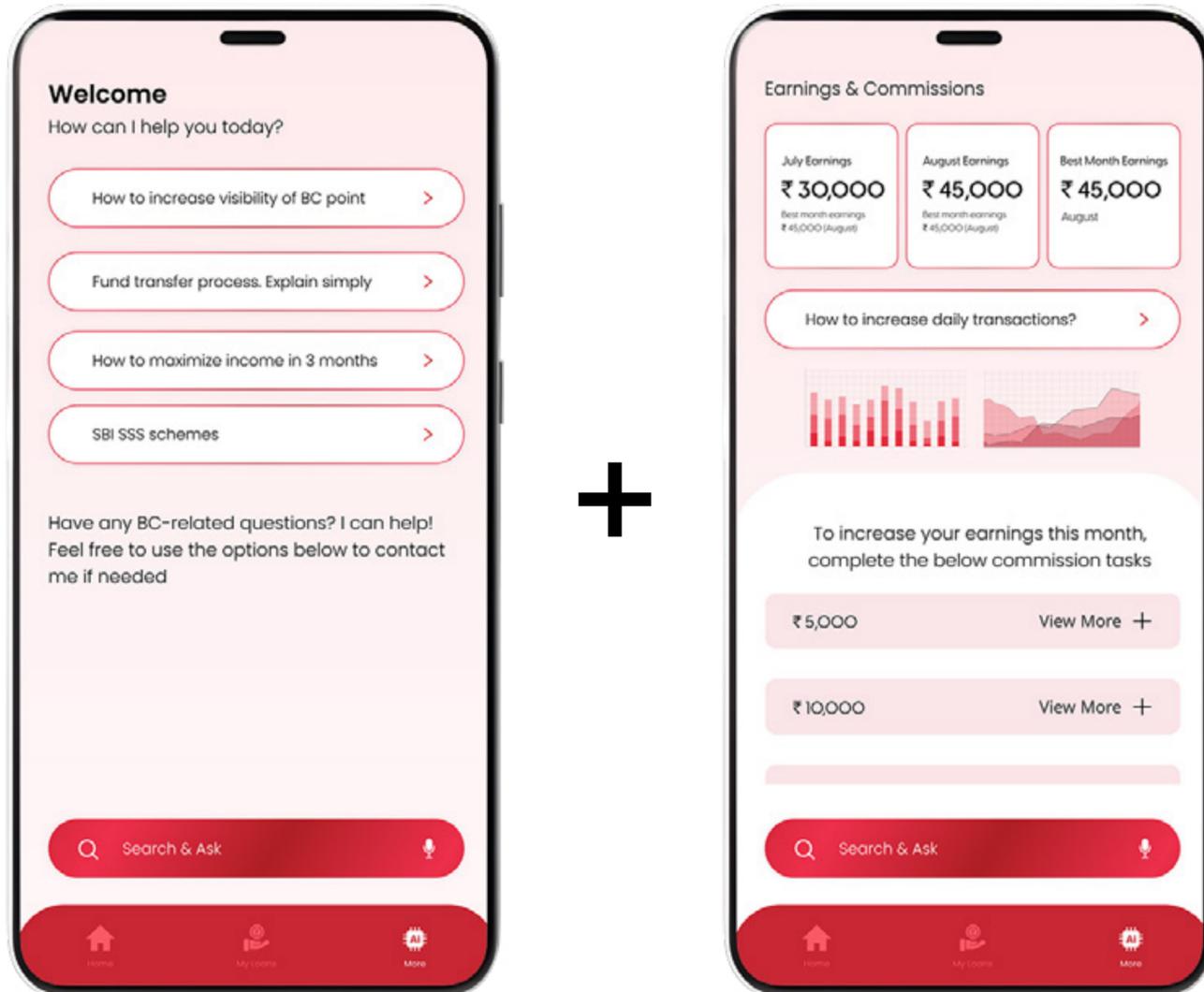


Shift to Physical + Digital Sourcing

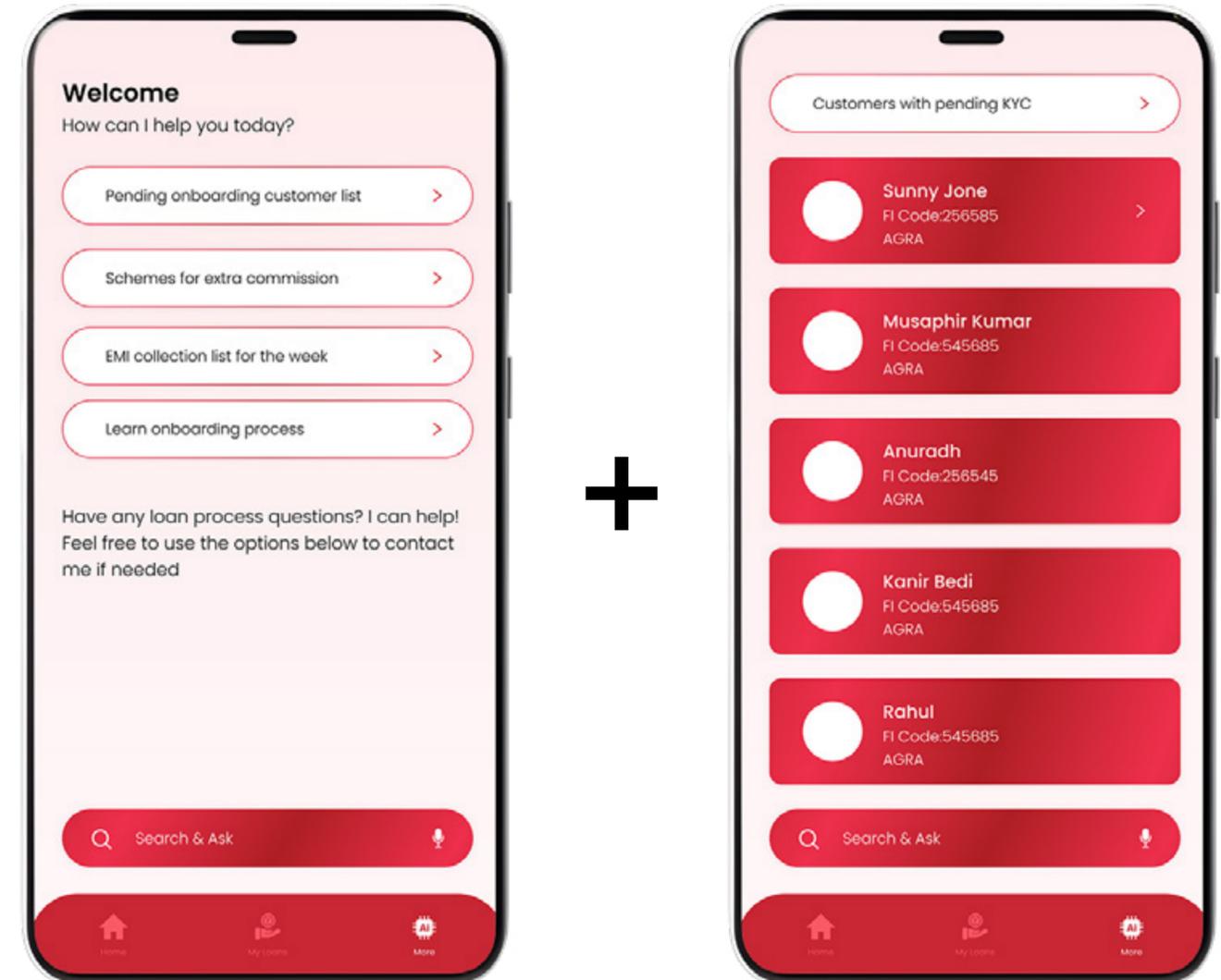
From Digitisation to AI-Led Field Intelligence

Scaling Growth Through End-to-End AI Integration in Customer Sourcing and Onboarding

BC Application with AI Integration (Upcoming)

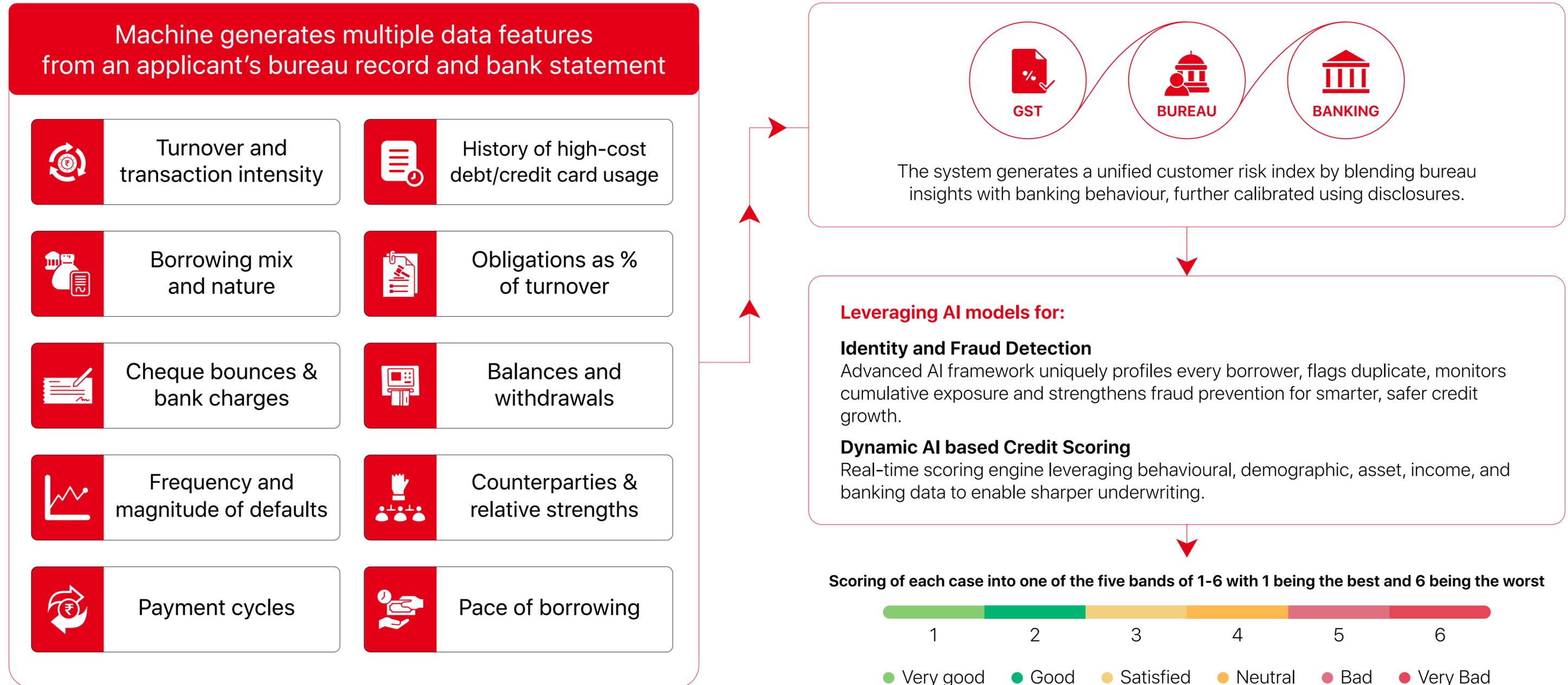


Branch Application with AI Integration (Upcoming)



Credit Underwriting

Disciplined Credit Underwriting powered by Data and AI



Portfolio Management

Driving Scalability through Integrated Technology Solutions



Tech Infra

- ✓ **Migration to MeitY:**
Planning in progress for migration to approved Indian cloud data centers to enable a future-ready, scalable cloud architecture.
- ✓ **Integrated Digital Platform:**
Unified architecture connecting CRM, onboarding, and loan management workflows to enable seamless, end-to-end operations.
- ✓ **Smart Infrastructure Monitoring:**
Advanced monitoring with real-time alerts to ensure high system uptime, stability, and proactive issue resolution.
- ✓ **Automated DevOps Pipeline:**
Secure CI/CD-driven deployment framework enabling faster releases, stronger reliability, and consistent platform performance.



Integrated Services

- ✓ **Seamless API Integrations:**
Real-time connectivity with thirdparty **service providers like Protean, Crif, Ongrid, E-Mudra and others.**
- ✓ **Automated Digital Onboarding:**
Integrated with bureaus and account aggregators, powered by a custom BRE, seamless e-signing, and e-stamping for frictionless customer onboarding.
- ✓ **AI based Multichannel Communication:**
Integrated platform for automated calls, SMS, and real-time customer notifications to enhance engagement and reduce TAT.

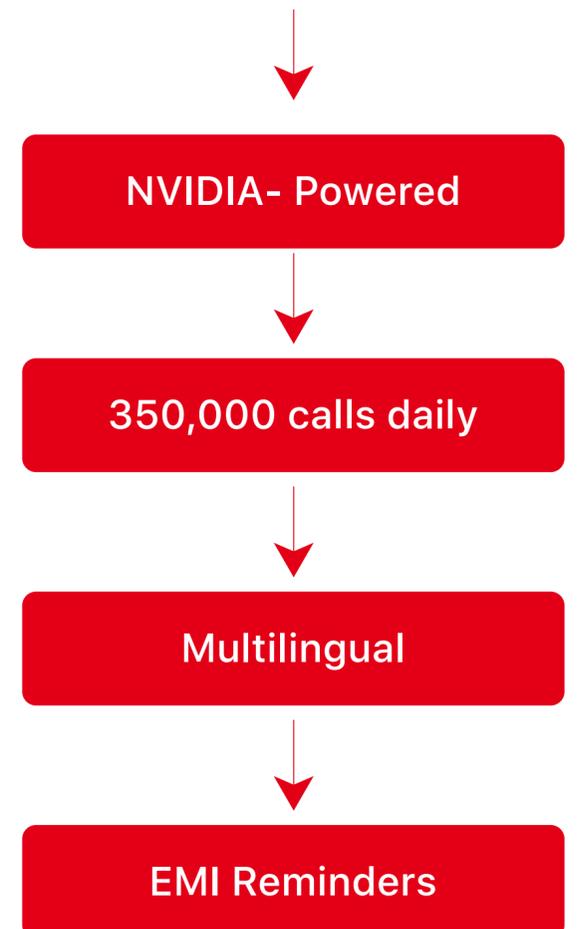


Data Analytics

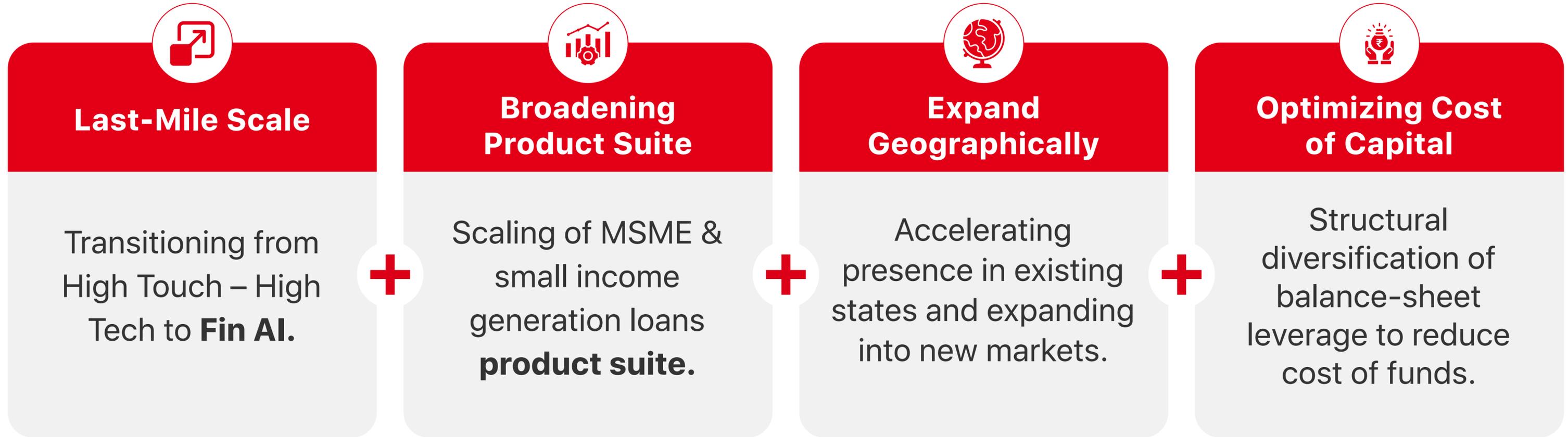
- ✓ **AutoML pipelines:**
End-to-end model experimentation and deployment with minimal manual intervention.
- ✓ **Optimized Analytics Infrastructure:**
Unified analytics stack using Tableau, Power BI, and open-source tools to enhance data accessibility while optimizing long-term infrastructure and licensing costs.
- ✓ **Real-time dashboards:**
Role-based dashboards providing instant visibility and insights to enable quicker, smarter decisions across all functions.
- ✓ **Secure Automated Testing Framework:**
Robust automation suite built on industry-standard tools like Cucumber to ensure reliable validation, full traceability, and early detection of functional and security issues.



GenAI based Calling

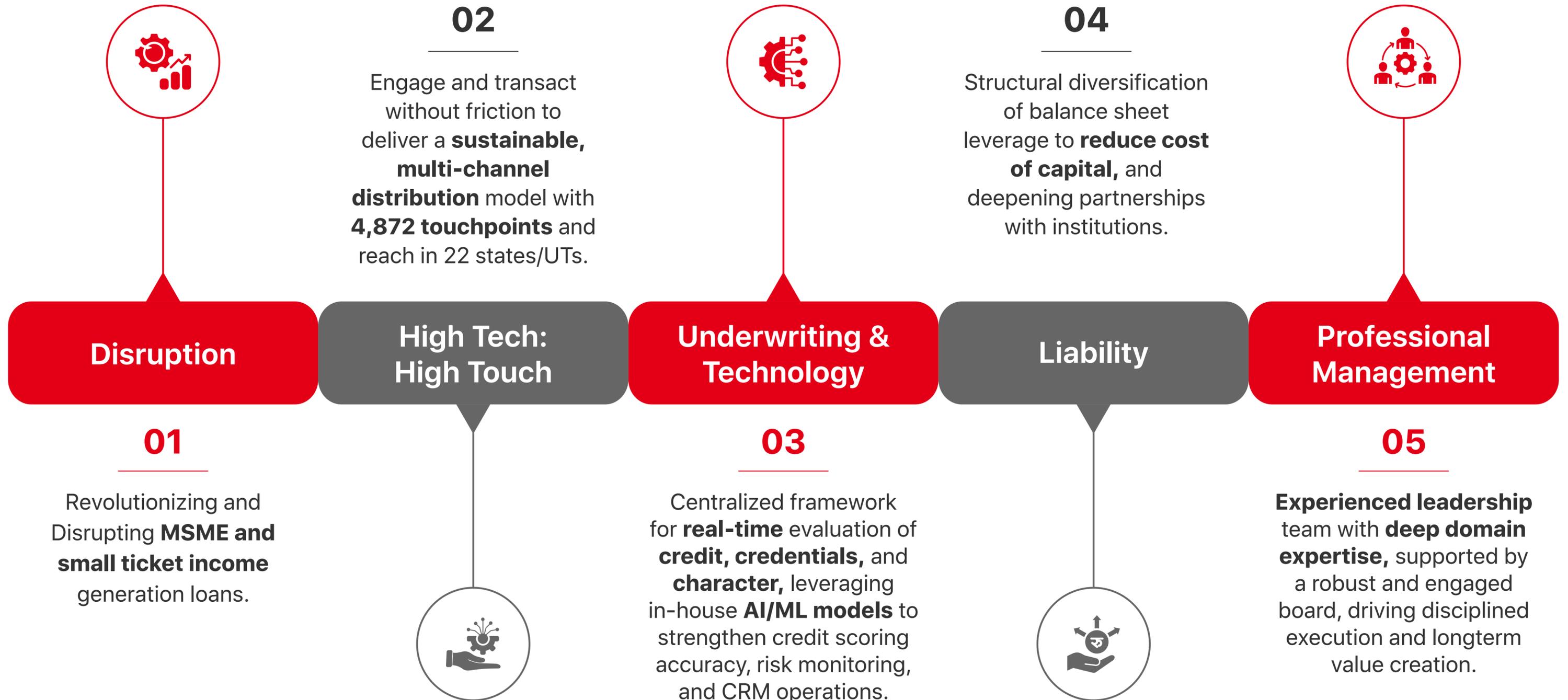


PAISALO's Three-Year Strategic Roadmap



Resulting in 2x AUM, Income and PAT growth, while preserving best in class asset quality

Our Core Pillars



3.1 DISRUPTION

Revolutionizing and
Disrupting Credit



Small Income Generation Loans: The Opportunity

THE PROBLEM

Low availability of small loans from Financial Institutions.

High operational cost of banks, inhibits lending volumes on small loans.

High borrowing rate of NBFCs, restricts focus on small loans

THE SOLUTION

Bank's low cost of funds and Paisalo's low cost of operations results in lowest borrowing cost to the customer.

Target Market Population (Having PAN but no credit history)



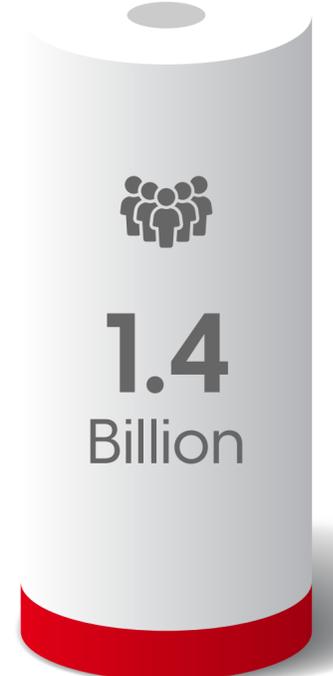
Rs. 25,000
Estimated Ticket Size

Income Tax Pan Holders



Rs. 9,825 bn
Estimated Annual Market Size

India Population



<https://www.worldometersinfo/world-population/india-population/>

<https://pib.gov.in/PressReleasePage.aspx?PRID=>

<https://economictimes.indiatimes.com/wealth/save/11-5-crore-pan-cards-deactivated-after-missing-pan-aadhaar-linking-deadline-here-is-how-to-check-pan-aadhaar-linking-status/articleshow/105141748.cms>

<https://newsroom.transunioncibil.com/more-than-160-million-indians-are-credit-under-served>

MSME LOANS: THE OPPORTUNITY

THE PROBLEM

India's GDP to reach USD 5 trillion; MSME to grow USD ~2 trillion by FY2028

MSME sector is the key to India's 'Employment Generation', making it one of the Central themes of Government in the last decade

MSME count to grow to ~10 crores employing 35-40 crores

Rapid digitization, and ecommerce promoting the share of MSMEs

THE SOLUTION

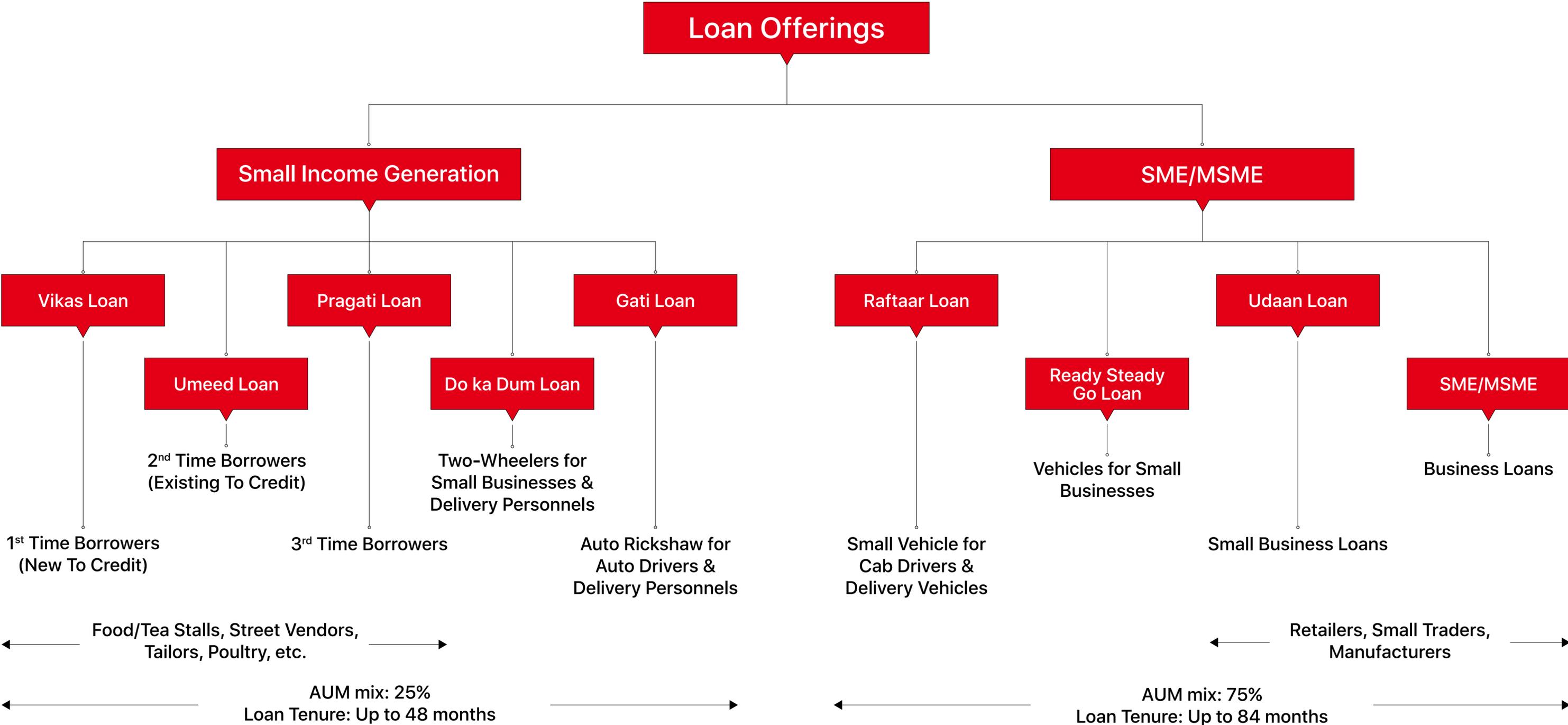
MSME Focused Lender targeting substantial credit gap of ~INR 1.03 lakh Bn

Capital Light Liability Strategy by co-lending with Leading Banks

Rs. 1,03,000 Bn
Credit Gap

Rs. 1,38,000 Bn
Overall MSME Credit
Addressable Market

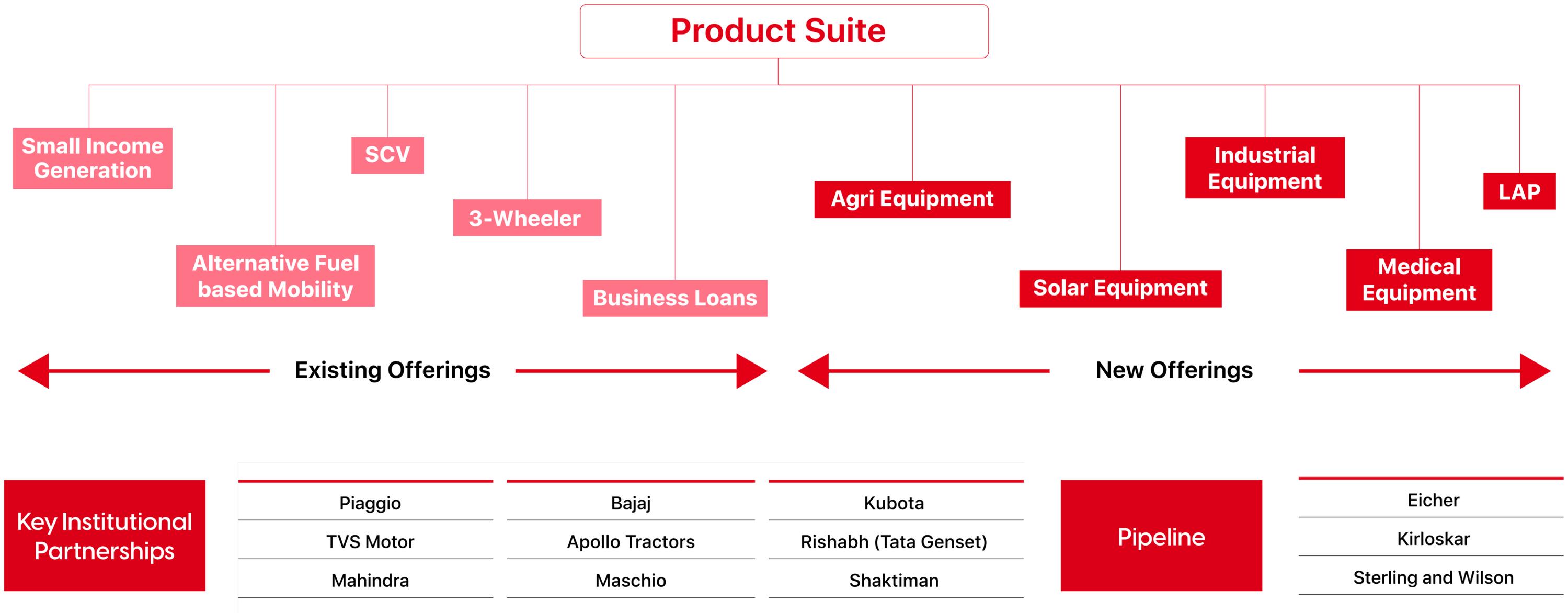
Our Tailored Loan Offerings



AUM mix as of 9MFY2026

Broadening Product Suite

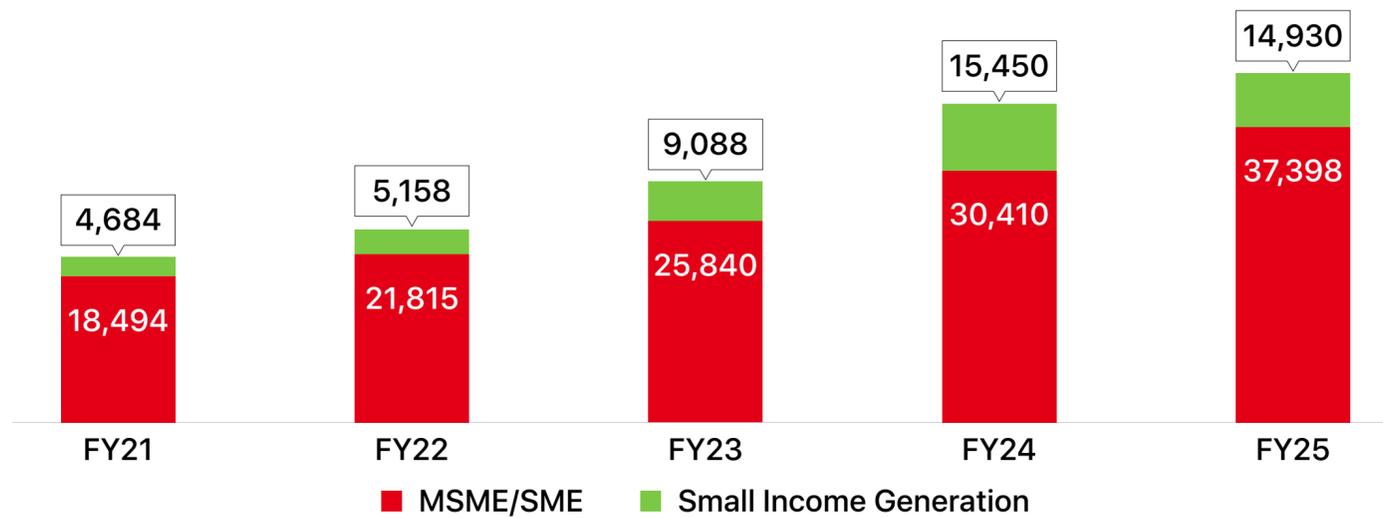
Broadening MSME & Income Generation Product Suite via Asset Light Expansion of Institutional Partnerships



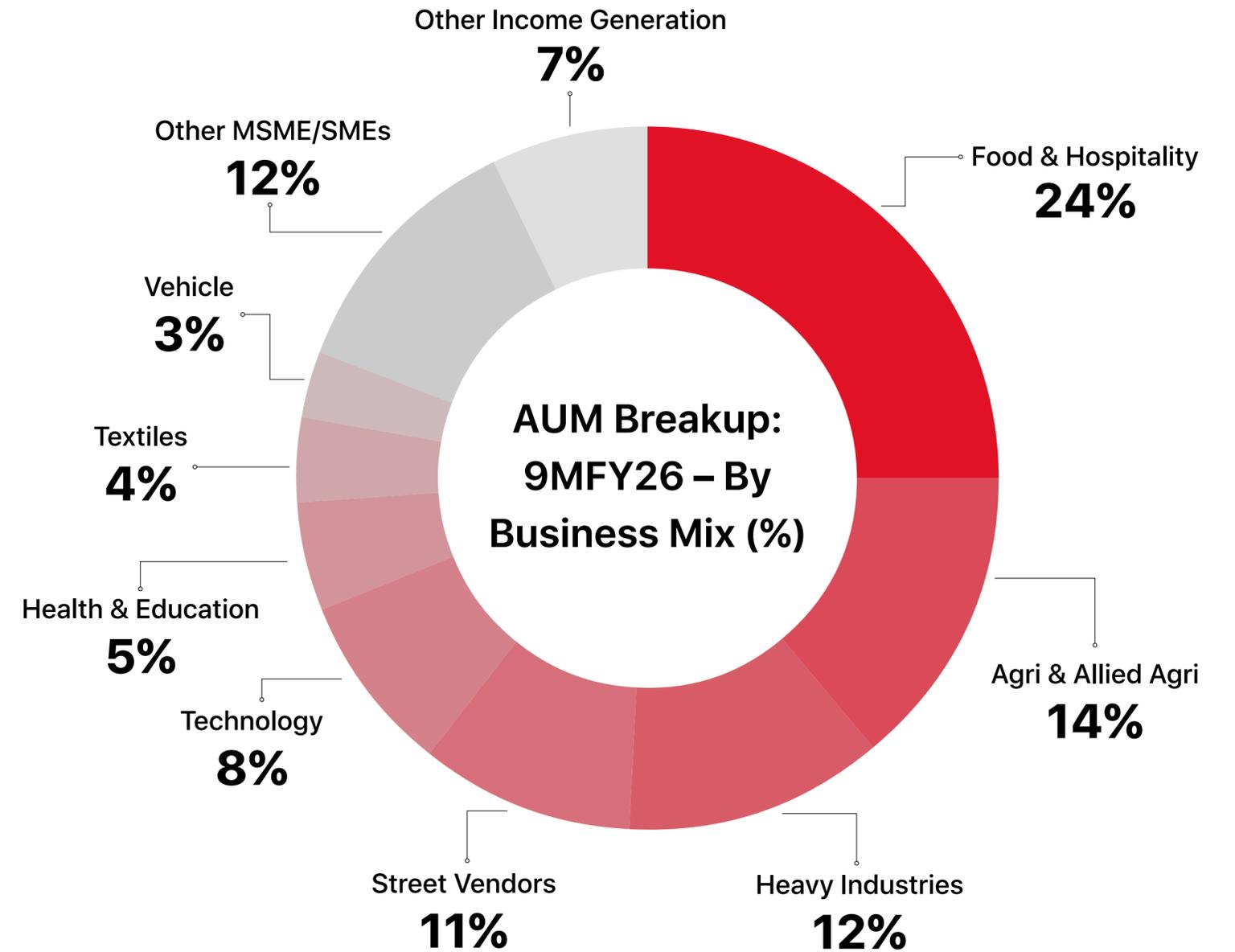
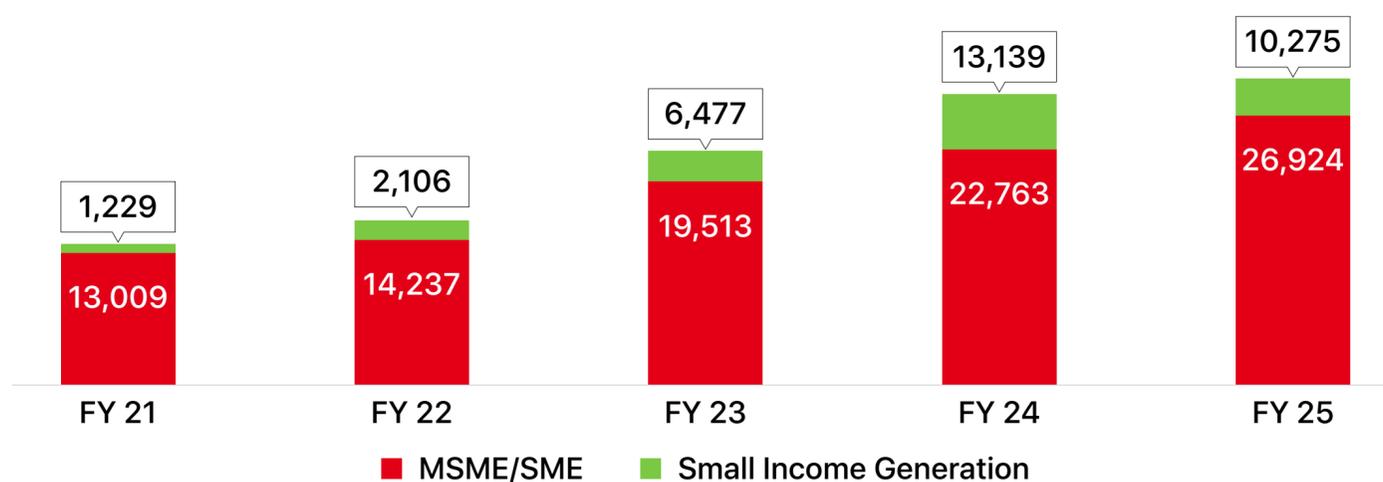
Scaling Loan Book with Sustained Disbursals

AUM expands by 16% YoY to Rs 55,082 mn in 9MFY26, with steady expansion across segments

AUM Breakup (Rs. Mn)



Disbursement Breakup (Rs. Mn)



3.2 HIGH TECH : HIGH TOUCH

Engage and transact
without friction



High Tech: From Onboarding to Collection

Operational capabilities backed by robust tech infrastructure

Digital Onboarding

- Digitizing loan life cycle management
- Capturing leads from multiple sources
- Geo tagging at all touchpoints
- Adhaar based verification and e-Sign
- In-house LOS

Loan Origination (LOS)

- Analytics-based Business Rule Engine
- Enhanced Credit, Character and Credential (CCC) analysis
- In-house BRE for risk grading
- Real-time bank statement analysis via Account Aggregator framework and APIs

Loan Servicing

- Disbursal and repayment schedule management
- Real time tracking of all stages of loan lifecycle
- NPA tracking

Collection Management

- Enabling real time solution to allocate accounts to field staff
- Handles payments and Collections
- AI/ML led Bounce prediction
- Multilingual automated outbound calling
- 88% digital collection

Mobility Solutions

- Enables collection team on field to capture customer payments electronically
- Inhouse sales mobility app to assist team in submitting customer leads

Customer Engagement

- Website and mobile app serve as convenient customer platforms
- Multiple repayment options - QR codes, UPI, NACH etc.
- Multi-channel approach
- Developed social media channels (like WhatsApp)

EWS

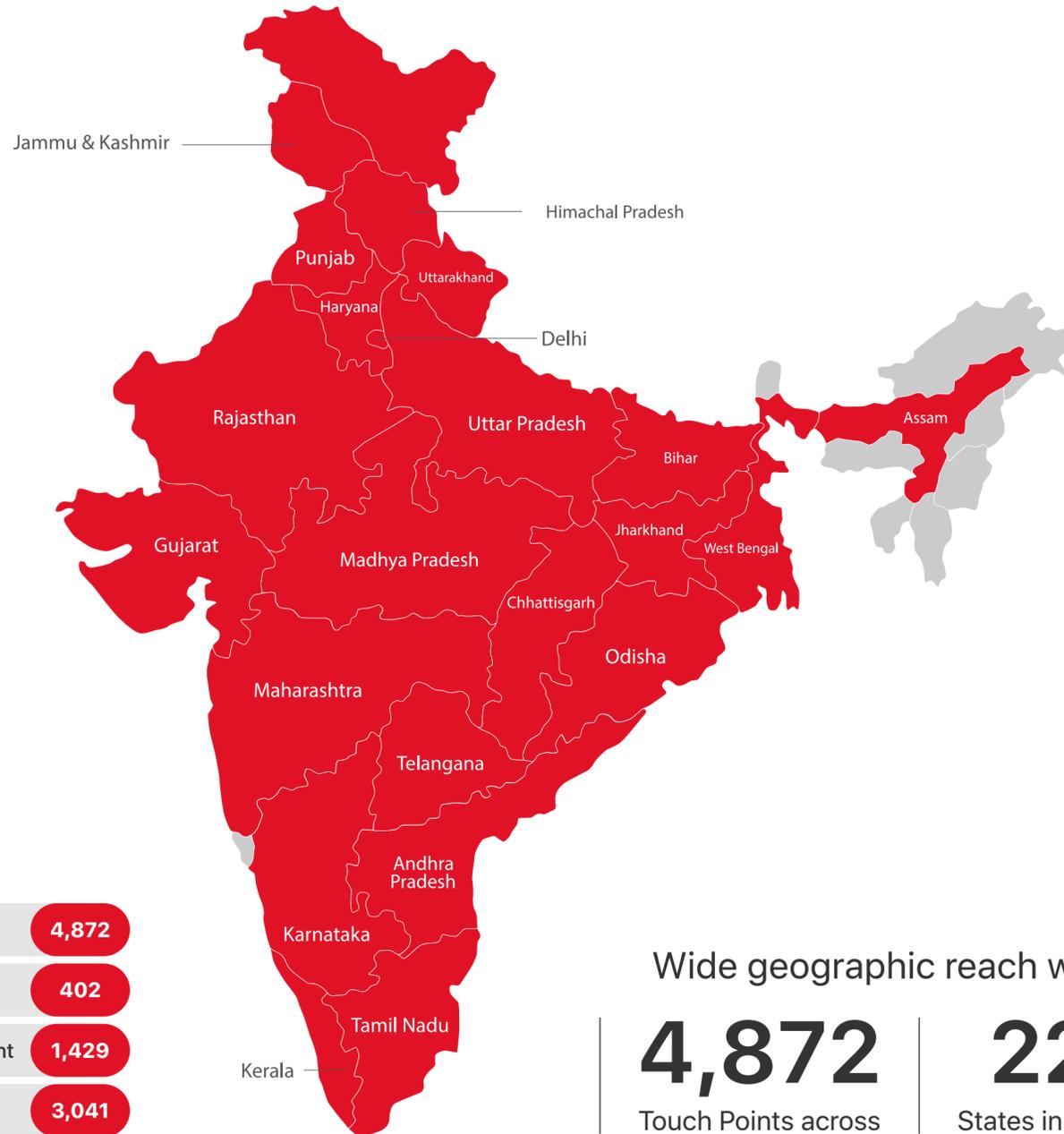
- Automated Triggers on Business, depending on geo spatial and geopolitical assessment
- Postal code level credit monitoring allows to minimize the potential impact of disasters

Analytics

- Real-time MIS tracks disbursements, collections, and field operations for informed decision-making.
- Servicing & performance management of pool investments on a continuous basis

High-Touch: Pan India Network

Accelerating presence in existing high-potential states while expanding into new, contiguous markets....

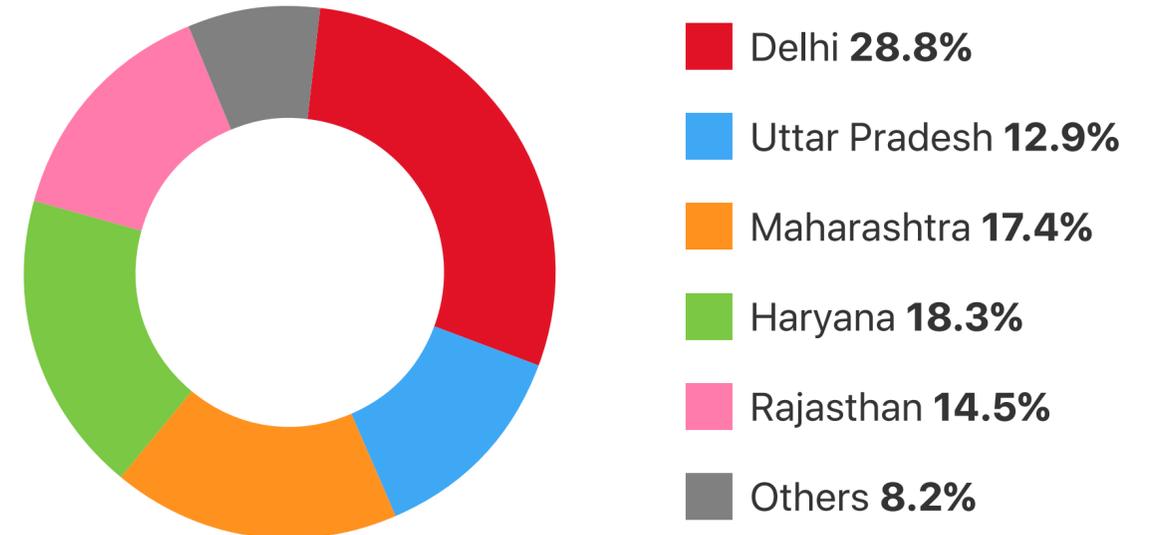


Touch Points	4,872
Branches	402
Business Correspondent	1,429
Distribution Point	3,041

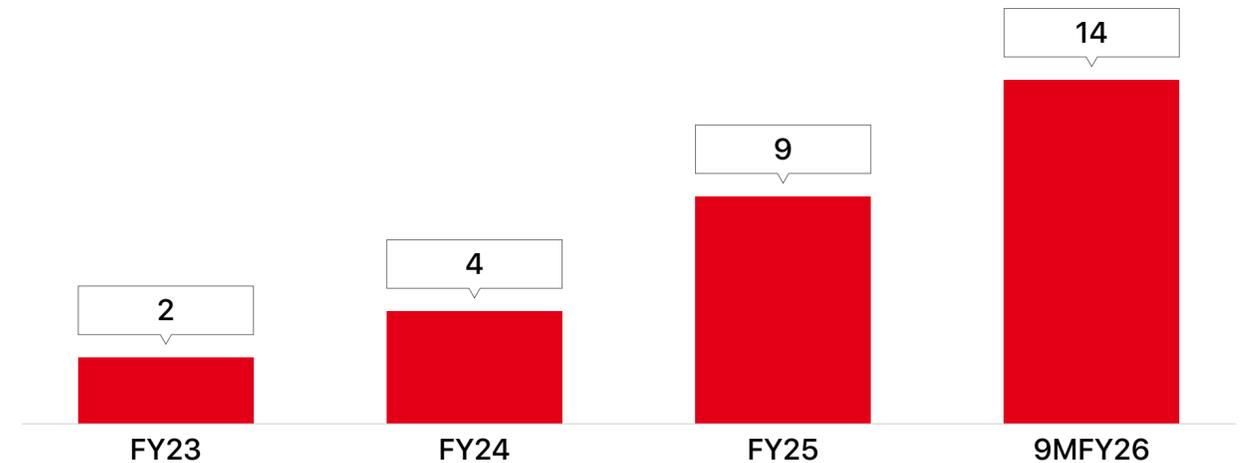
Wide geographic reach with

4,872 Touch Points across
22 States in India

State wise portfolio breakup (%)



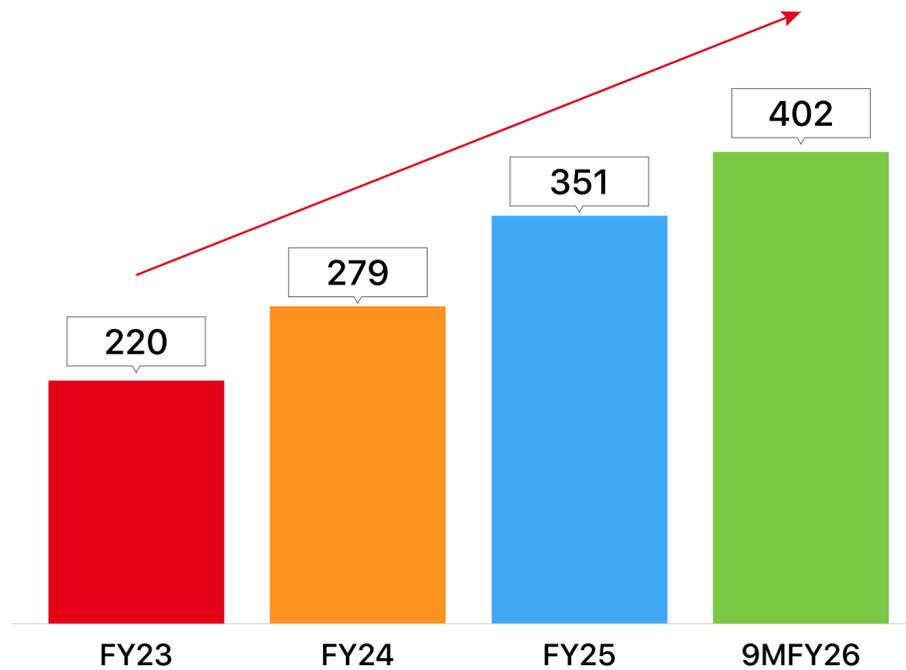
Customer Franchise (Mn)



Scalable and Successful Platform

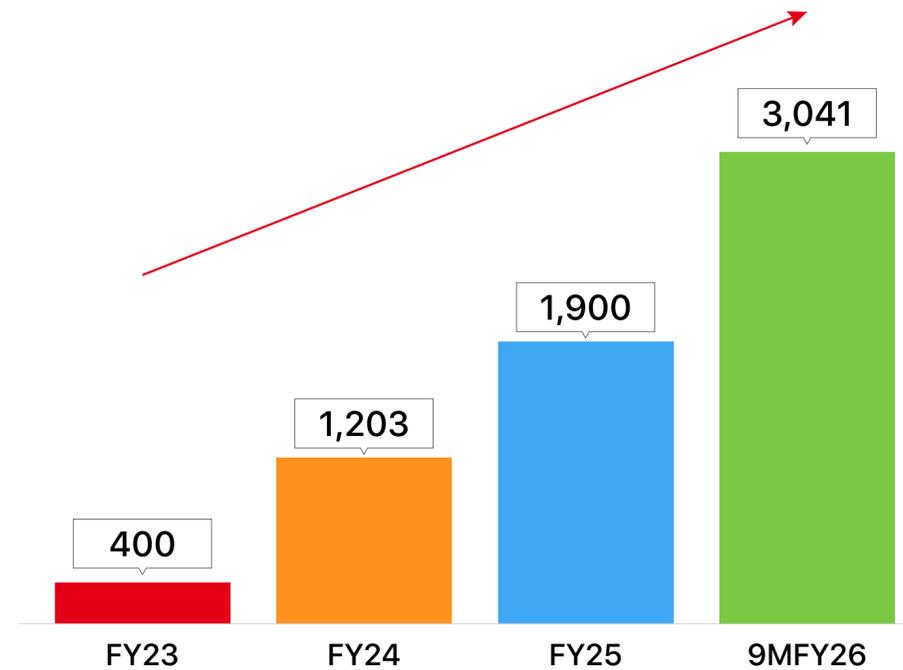
.....through a mix of branch led and asset light touchpoints expansion

Branches



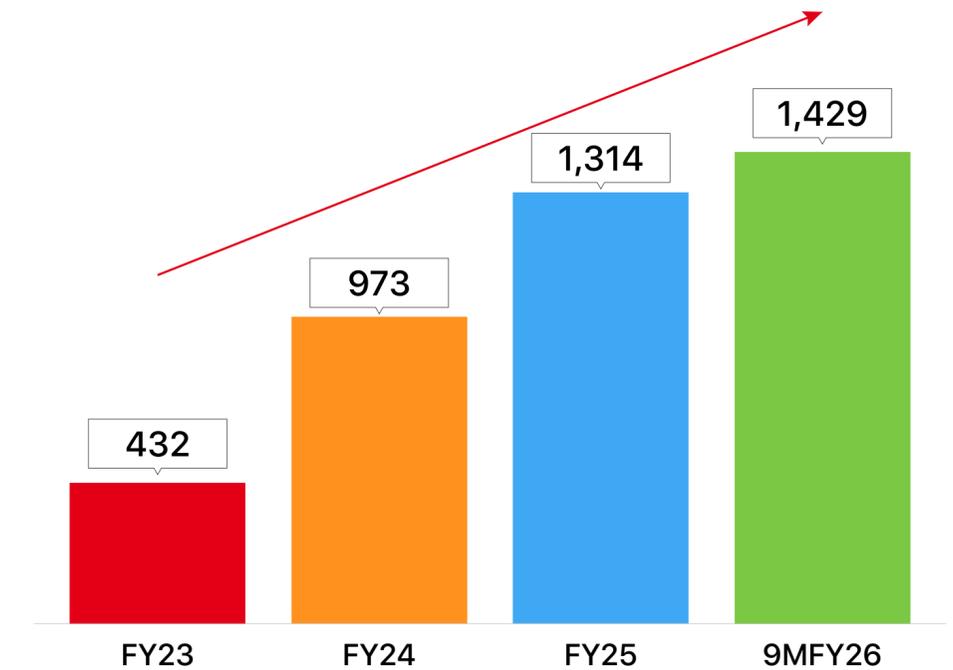
- ✓ **Critical on-ground presence for visibility & trust:** Branches act as anchor touchpoints that enhance customer confidence, strengthen local brand visibility, and support high-quality underwriting and servicing.
- ✓ While branches require operating and capital expenditure, they remain essential for market development, supervisory control, and building long-term franchise strength.

Distribution touchpoints



- ✓ **Zero-capex distribution expansion:** Rapidly scale physical reach without branch investments by leveraging institutional partnerships as origination and service hubs, enabling cost-efficient market penetration.
- ✓ **Sustainable and scalable platform:** This model enhances sourcing quality while maintaining strong ROE and preserving balance sheet flexibility for long-term financial health.

Business Correspondents



- ✓ **Zero-cost grassroots expansion:** BCs help establish deep ground-level presence without any capex/opex, leveraging local trust networks.
- ✓ **Strengthens last-mile delivery & credit inclusion:** The BC model ensures efficient onboarding, data collection, and servicing in rural and semi-urban pockets, boosting penetration without balance sheet stress.

Business Correspondent

Strategic collaboration with local communities to enhance customer reach and gain market share



Business Correspondent (BC) channel is central to Paisalo's strategy to **drive financial inclusion** by enabling scalable, last-mile delivery of BaaS in rural and semi-urban India.



By leveraging **trusted local partnerships**, the BC network helps **builds brand familiarity** and a scalable funnel for **cross-sell and future credit customer acquisition**.

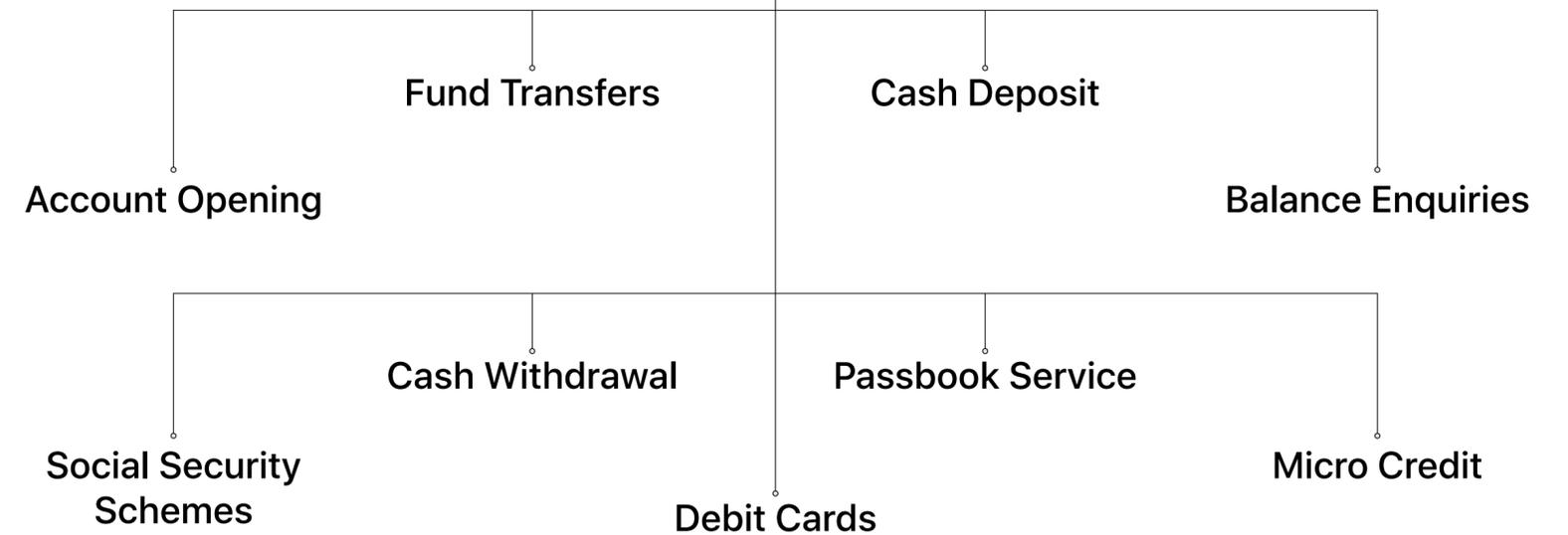


As of Q3FY26, Paisalo operates through Bank CSPs in **4,872 touch points across 22 states**.



Strategic **partnerships with State Bank of India and Bank of India** under the Business Correspondent (BC) model to enhance financial inclusion and last-mile BaaS delivery.

Services offered as Business Correspondent



Particulars	FY23	FY24	FY25	9MFY26	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26
#Active CSPs	432	973	1,314	1,429	1,286	1,314	1,382	1,393	1,429
#Small Savings Bank Account Opened	10,091	67,855	112,697	74,053	26,992	26,109	22,954	33,926	17,173
#Cross Selling Accounts (APY, PMJJBY, PMSBY)	5,869	84,036	136,236	96,457	40,626	33,529	25,303	43,020	28,134
#Customer (Initiated Transactions)	135,184	2,245,052	5,038,834	4,835,482	1,378,659	1,468,743	1,479,990	1,740,041	1,615,451
Customer Initiated Transactions (Rs. Mn)	766	12,648	30,054	29,376	8,349	9,099	9,621	9,914	9,841

3.3 UNDERWRITING & RISK MANAGEMENT



Paisalo's CCC Model to Underwriting

Paisalo's CCC



Character

- ✓ Geo-Spatial mapping
- ✓ Discipline towards repayment
- ✓ Pre-mapped Income to business activity
- ✓ Field Investigation
- ✓ Use of AI/ML models to assess digital footprints
- ✓ Account Aggregator KPI check as per borrower type
- ✓ Moral integrity
- ✓ Behavioural pattern



Credit Evaluation

- ✓ In-house Business Rule Engine
- ✓ Repayment History
- ✓ Loan end use verification
- ✓ Internal Rating
- ✓ Indebtedness analysis
- ✓ Mapping with location/end use performance
- ✓ Alternate Data
- ✓ Income Verification



Credibility

- ✓ Paisalo + n Performance
- ✓ Reference Check
- ✓ Consistency of information
- ✓ Automated Business Triggers
- ✓ Reputation Check
- ✓ Social Standing
- ✓ Field Visit
- ✓ Document authenticity

Underwriting and Risk Management

Target market evaluation challenges call for a nuanced, proprietary underwriting approach



Lack of Traditional Credit History (Bureau Data)

- » Build detailed understanding of customer via field visits by RM & mapped to geospatial data
- » In-depth understanding of operating activities, geographies and property types
- » Reference check from the neighbourhood, locality and their customer and suppliers
- » Lifestyle indicators and alternate financial data



Absence of Formal Income Proof (No ITR)

- » On-ground verification of business and income
- » Cash-flow assessment through store/business visits
- » Triangulation of income sources from multiple data points
- » Use of proxy indicators like asset ownership, rent, electricity usage, staff employed
- » Analytics driven 'customer and activity segmentation



Higher Operational & Underwriting Costs

- » Deployed field mobility tools to digitize lead capture, document collection, income verification and alternate data credit check
- » Streamline process using centralized AI/ML based underwriting, coupled with local field support
- » Focus on cluster-based sourcing to drive productivity, reduce opex and turnaround



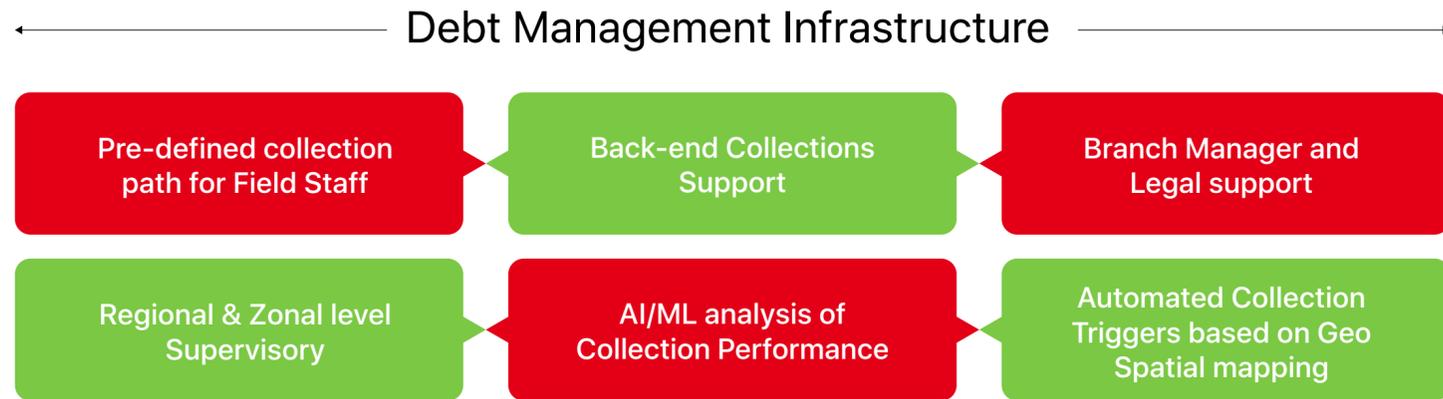
Higher risk of overleveraging, fraud, or first-time delinquencies

- » Holistic assessment across the 3 Cs – Character, Credit and Credibility
- » Check with exposure across informal lenders through in-person check and other formal lenders through credit bureau API integration
- » Physical verification of business operations, inventory, and stock movement
- » Cross-validate declarations with on ground assessments

Underwriting strategy evolved over the years with continued focus on automation to eliminate human bias, lower TATs, improve underwriting and operating efficiencies.

Robust Collection Efficiency

In-House, Debt Management Infrastructure



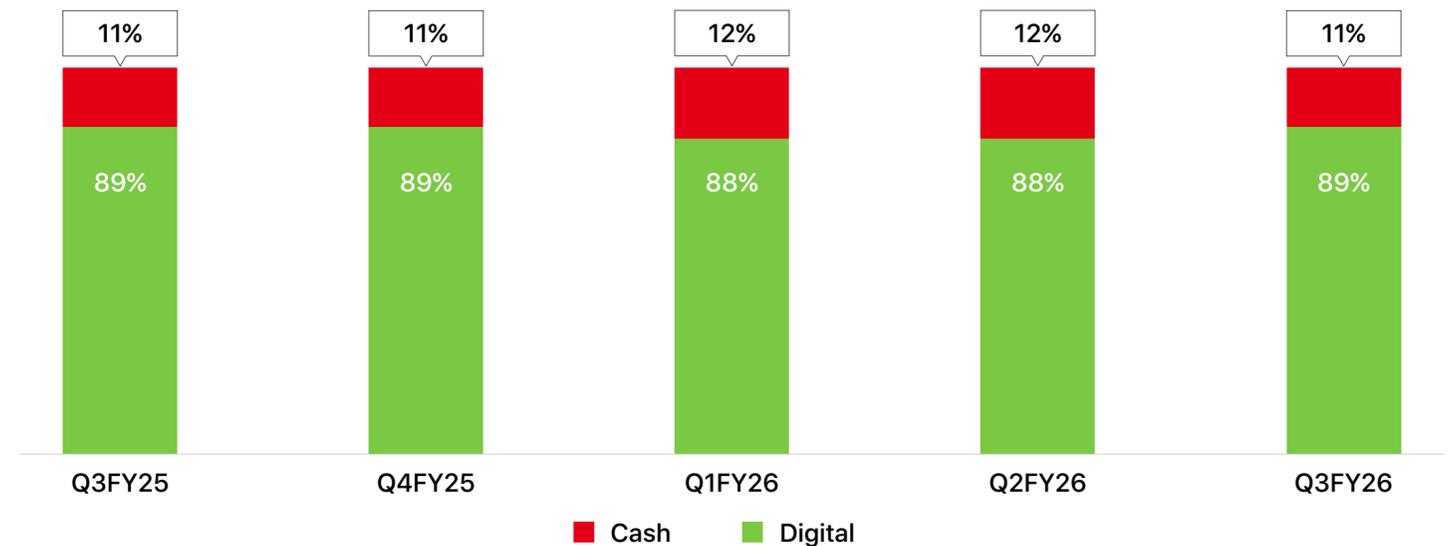
High Collection Efficiency (%)



Sales Incentive linked to Collection Performance

Loan Stage	Strategy Used	Parties Involved
Normal	<ul style="list-style-type: none"> Peer level collection oversight Automated outbound Call/SMS 	<ul style="list-style-type: none"> Tech driven
Initial stages of delinquency	<ul style="list-style-type: none"> Automated outbound Calling, Soft collections + SMS reminders Initiate debt management infrastructure 	<ul style="list-style-type: none"> Branch Team, Supervisory
NPA	<ul style="list-style-type: none"> Legal action for recovery On-ground follow up 	<ul style="list-style-type: none"> Legal Recovery team

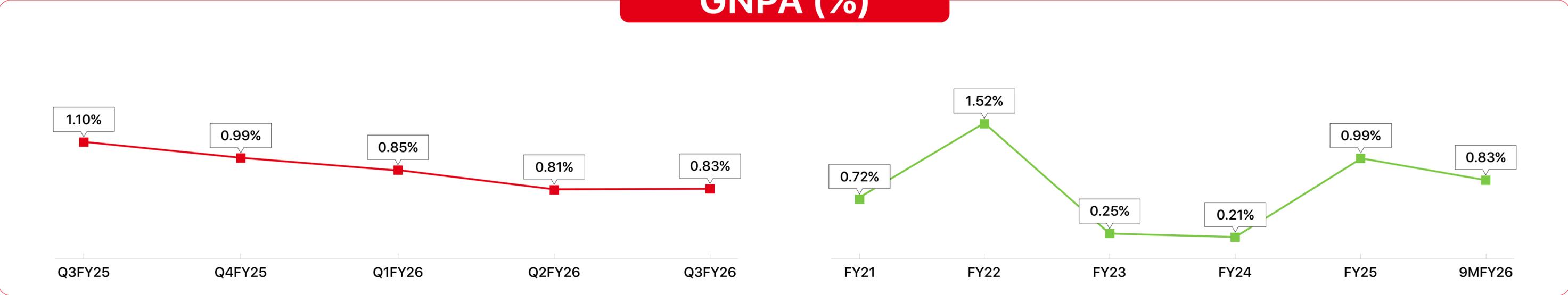
89% Collected Digitally



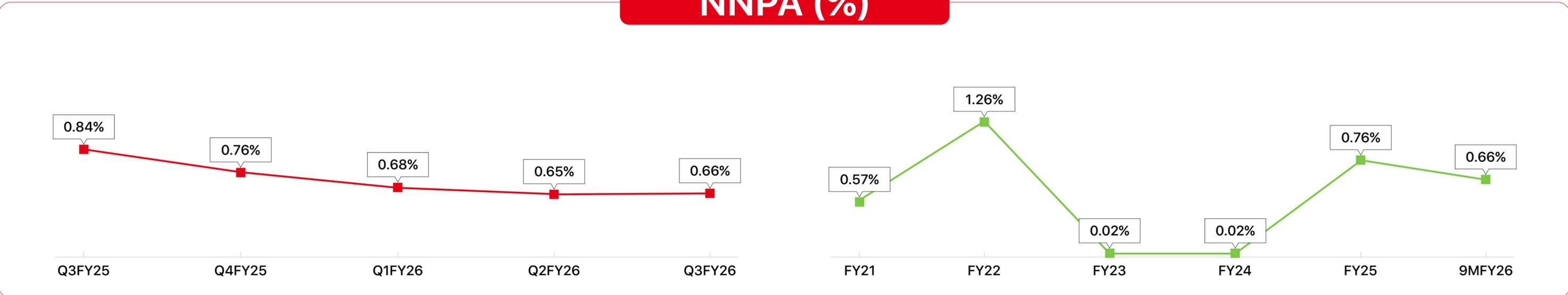
Asset Quality

Strong Debt Management Infrastructure and Risk Mitigation measures ensuring robust Asset Quality

GNPA (%)



NNPA (%)

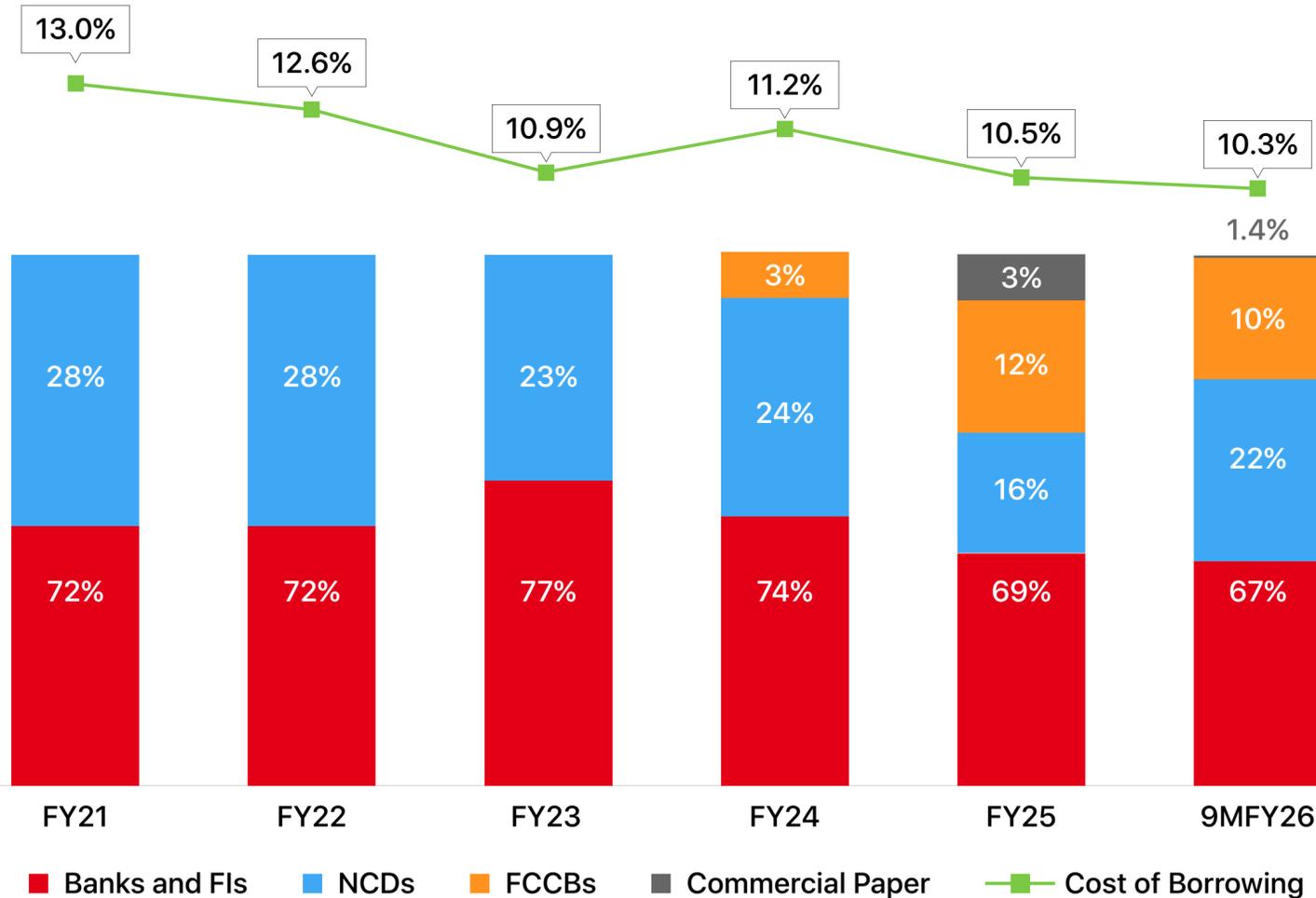


3.4 LIABILITY



Diversifying Leverage to Drive Cost Efficiency

Borrowing Mix and Cost of Borrowing



Successfully raised Rs 1,885 Mn @ 8.5% through NCD and CP in Q3.

Diverse Lender Base



Credit Rating AA/Stable/A1+

Co-lending Partnerships to Support Expansion



Operational Arrangements

- » Collaboration with banks for sourcing, servicing and recovery.



Risk and Rewards Sharing

- » Co-lending involves 80:20 participation.
- » Bank to contribute 80% while Paisalo 20% of the loan value.



Co-lending Loans

- » Recognize 20% of total loan amount on the balance sheet.
- » Customer rate blends 80% from co-lending partner and 20% from Paisalo.



Paisalo's Earnings

- » Spread on loan portion (typically 20% of the total loan amount) Processing fee from the customer.
- » Fee income from partners based on mutually agreed terms.



Shared Credit Costs

- » Credit costs are shared on a pari-passu basis (80:20).
- » No FLDG.

Benefits to Paisalo

- ✓ Higher ROA & ROE on account of better leverage and higher spread.
- ✓ Reduced capital dependency by down selling of 20%.
- ✓ Better liquidity, ALM and credit cost.
- ✓ Strengthened credibility and regulatory leverage.

Benefits to Partner Institution

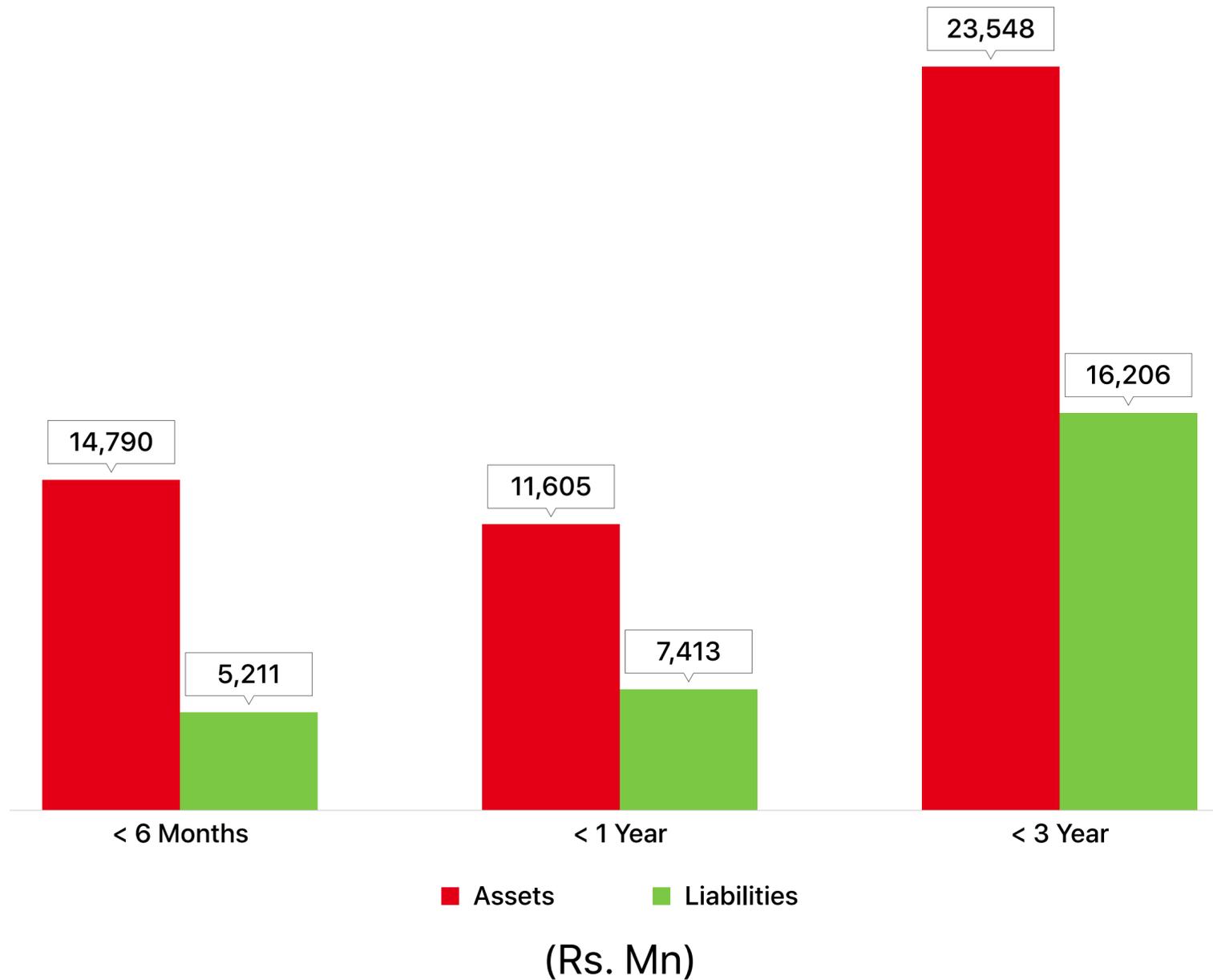
- ✓ Lower Cost of Capital with no operating cost leading to higher returns on risk adjusted basis.
- ✓ Credit flow to priority sectors.
- ✓ Asset and risk diversification.
- ✓ Optimized use of low cost funds.

Co-Lending Tie Ups with Leading Banks



Prudent ALM

Positive Asset Liability Management across Buckets



Maintaining a consistently positive ALM gap which strengthens the company's liquidity position and reduces refinancing risk.



Positions the company to meet all debt obligations comfortably through internal cash flows, reinforcing financial stability and boosting investor confidence.

3.5 LEADERSHIP



Backed by Experienced Board



SUNIL AGARWAL
Managing Director

33 years of experience, incorporated Paisalo and took it from Private Entity to Public Listed and Traded Entity.



HARISH SINGH
Executive Director

MBA, Chartered Accountant, 35 years+ experience in the field of Finance.



SANTANU AGARWAL
Deputy Managing Director

B.Com LLB, played a pivotal role in digital transformation of the company, Co-lending agreements and BC agreement.



ANOOP KRISHNA
Executive Director

Veteran Banker with over 40 years of experience with State bank of India at all levels.



VINOD KUMAR
Executive Director

A seasoned banking professional with over 35 years of experience at State Bank of India, having held diverse roles across various levels.



Raman Aggarwal
Independent Director

Co-Chairman of Finance Industry Development Council (FIDC), member of Advisory Groups to Ministry of Finance & RBI, Core Group setup by Ministry of Corporate Affairs, and Special Task Force at FICCI.



VIJAY RONJAN
Independent Director

35+ years experience in the field of Banking, retired as CGM Delhi of State bank of India.



NISHA JOLLY
Independent Director

30 years+ of experience in the field of Banking, held position of Chief Manager of Punjab National Bank.



DHARMENDRA GANGWAR
Independent Director

Indian Administrative Service officer, retired as Secretary to Government of India.



JITENDRA KUMAR OJHA
Independent Director

Former Joint Secretary in the Government of India with nearly 26 years of experience in national security, governance, and geopolitics.

Experienced & Professional Management



Harish Singh
Chief Financial Officer & ED
■ 35+



Anurag Sinha
COO & CISO
■ 40 ■ 19



Gaurav Chaubey
Chief Risk Officer
■ 21 ■ 15
Ex-ICICI, Kotak



Samresh Agarwal
Chief Recovery Officer
■ 28 ■ 26



Manendra Singh
Chief Compliance Officer
■ 18 ■ 8



Rajeev Seth
Strategy Head
■ 28 ■ 4
Ex-IndusInd, Magma Fincorp



BVSKT Bhaskar
SVP Business
■ 40 ■ 4
Ex-SBI



Anuj Bhatnagar
SVP Retail
■ 35 ■ 1
Ex-SBI



Sushant Sharma
SVP IT
■ 15 ■ 3
Ex-Reliance



Nishtha Sharma
SVP Marketing
■ 6 ■ 2
Ex-J. Walter Thomson, Lowe Lintas



Mithun Singh
VP Legal
■ 16 ■ 2
Ex-AL Chemist ARC, Encore ARC

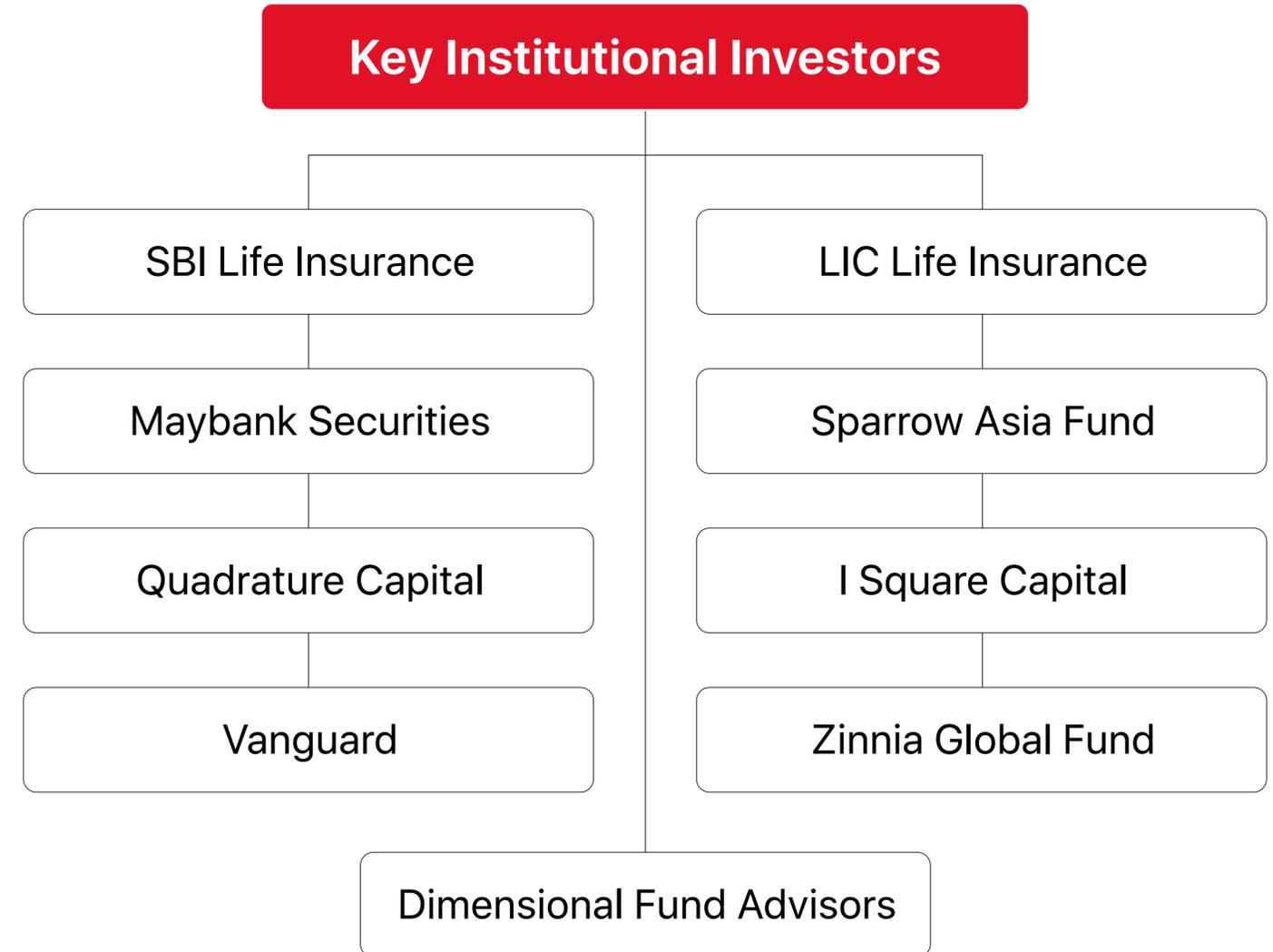
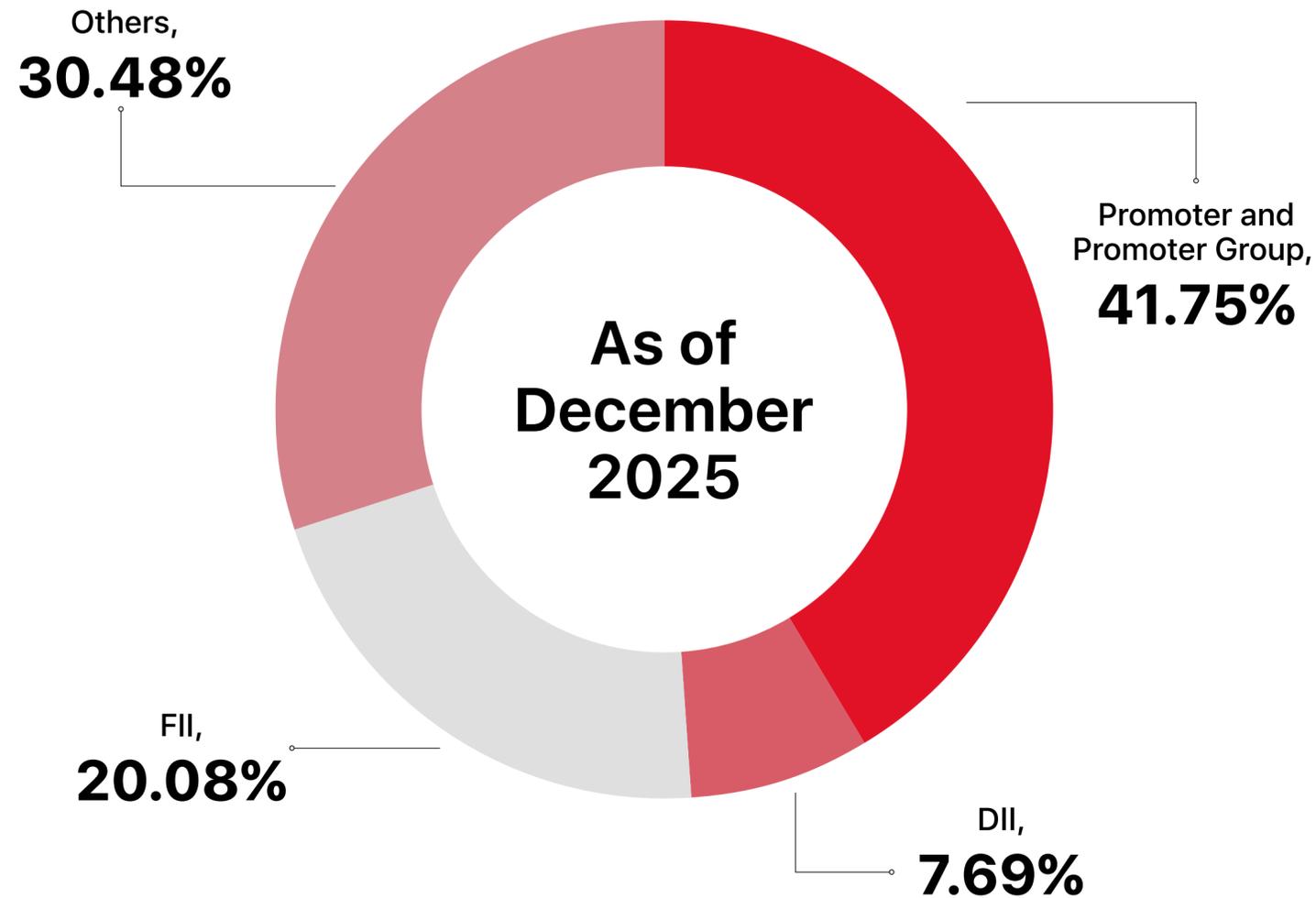
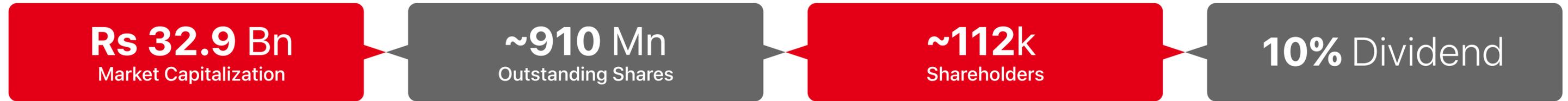
■ Overall Experience ■ Years of Association with Paisalo

04

SHAREHOLDING PATTERN



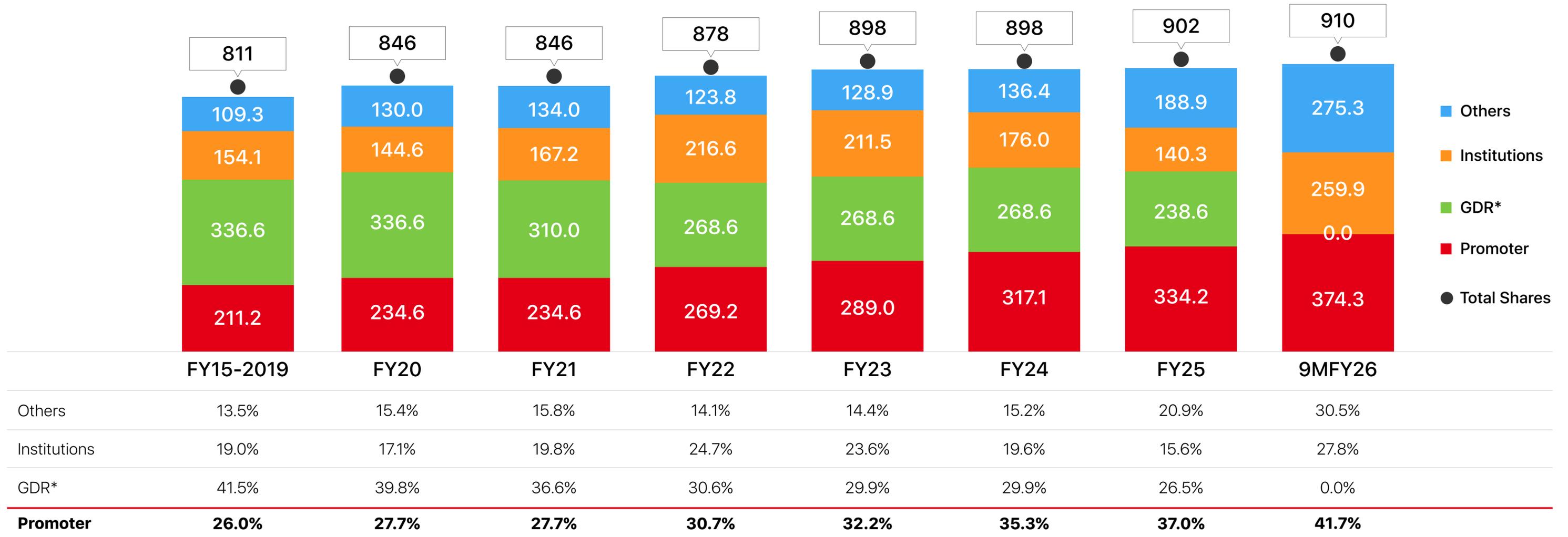
Shareholding Structure



Shareholding Movement

Promoters have continuously increased their stake over time

Total Shares Outstanding (Mn)



Note: FY15-FY23 adjusted for Stock Split of 1:10 in June 2022 & Bonus issue of 1:1 in March 2024

*Outstanding GDRs were successfully converted in Q2FY26, strengthening the company's capital structure

05

FINANCIAL PERFORMANCE



Profit & Loss Summary

Particulars	Q3FY26	Q3FY25	Q2FY26	YoY%	QoQ%	9MFY26	9MFY25	YoY%
Interest Income (Rs Mn)	2,436	1,817	2,077	34%	17%	6,521	5,143	27%
Total Income (Rs Mn)	2,401	2,038	2,240	18%	7%	6,828	5,773	18%
Interest Expense (Rs Mn)	947	821	978	15%	(3%)	2,868	2,425	18%
Net Interest Income (Rs Mn)	1,453	1,217	1,262	19%	15%	3,960	3,348	18%
Operating Expenses (Rs Mn)	510	342	453	49%	13%	1,396	1,042	34%
PPOP (Rs Mn)	943	874	809	8%	17%	2,564	2,306	11%
Loan Losses & Provisions	55	51	119	8%	(54%)	350	254	38%
PBT (Rs Mn)	888	823	690	8%	29%	2,214	2,052	8%
Tax (Rs Mn)	225	199	175	13%	29%	564	514	10%
PAT (Rs Mn)	663	624	515	6%	29%	1,650	1,538	7%
Basic EPS (Rs/share)	0.73	0.70	0.57	4%	29%	1.82	1.72	6%

RoE Tree

On Total Assets (%)	Q3FY26	Q3FY25	Q2FY26	FY25
Interest Income	15.2%	14.6%	14.7%	13.3%
Non-Interest income	0.7%	1.8%	1.2%	1.4%
Total Income	15.9%	16.4%	15.9%	14.7%
Interest Expense	6.7%	6.9%	6.9%	6.2%
Net Interest Income	8.5%	7.7%	7.8%	7.0%
Net Total Income	9.2%	9.5%	9.0%	8.4%
Operating Expenses	3.2%	3.0%	3.2%	2.8%
Employee Benefits Expenses	1.3%	1.3%	1.3%	1.2%
Other Expenses	1.7%	1.6%	1.7%	1.5%
PPOP	6.0%	6.5%	5.8%	5.6%
Credit Cost	0.8%	0.7%	1.1%	0.5%
PBT	5.1%	5.8%	4.8%	5.1%
Tax	1.3%	1.6%	1.2%	1.3%
PAT (RoA)	3.8%	4.4%	3.6%	3.8%
RoE	12.6%	13.9%	11.8%	13.0%

Balance Sheet Summary

Particulars	As on 31 st December, 2025	As on 30 th September, 2025
Assets (Rs Mn)		
Cash and Bank Balances	1,095	567
Receivables	258	277
Loan Assets	53,479	52,493
Investments	201	905
Other Financial Assets	1,296	466
Current & Deferred Tax Assets (Net)	-	85
Property, Plant and Equipment	766	761
Other Non-Financial Assets	230	147
Total Assets	57,324	55,700
Liabilities and Equity (Rs Mn)		
Payables	525	476
Debt Securities	12,610	10,788
Borrowing (Other than Debt Securities)	25,889	26,820
Other Financial Liabilities	259	244
Non-Financial Liabilities	723	712
Equity & Reserves	17,318	16,660
Total Liabilities and Equity	57,324	55,700

Financial Performance over the years

Particulars	FY2021	FY2022	FY2023	FY2024	FY2025	9MFY2026
Operational Information						
AUM (Rs Mn)	23,178	26,973	34,928	45,860	52,328	55,082
Disbursement (Rs Mn)	14,238	16,343	25,990	35,902	37,199	29,180
Number of Touch Points	132	133	1,052	2,455	3,565	4,872
Number of Employees	920	958	1,650	2,409	3,178	3,147
Financial Information						
Total Income (Rs Mn)	3,460	3,922	4,732	6,587	7,711	6,828
Interest Expenses (Rs Mn)	1,620	1,841	2,087	2,701	3,283	2,868
Net Interest Income (NII) (Rs Mn)	1,841	2,081	2,645	3,887	4,428	3,960
Operating Expenses (Rs Mn)	526	464	844	1,357	1,489	1,396
Loan losses & Provisions (Rs Mn)	537	546	539	118	255	350
Profit Before Tax (PBT) (Rs Mn)	778	1,071	1,262	2,412	2,684	2,214
Profit After Tax (PAT) (Rs Mn)	580	793	936	1,790	2,001	1,650
Ratios						
Net Interest Margin (%)	4.1%	4.0%	5.5%	6.4%	6.4%	6.6%
Return on Assets (%)	2.7%	3.1%	3.0%	4.5%	3.9%	3.8%
Return on Equity (%)	7.1%	7.8%	7.9%	13.4%	13.0%	12.6%
GNPA (%)	0.72%	1.52%	0.25%	0.21%	0.99%	0.83%
NNPA (%)	0.57%	1.26%	0.02%	0.02%	0.76%	0.66%

06 ESG



Stepping up on Measurement, Disclosures & Transparency

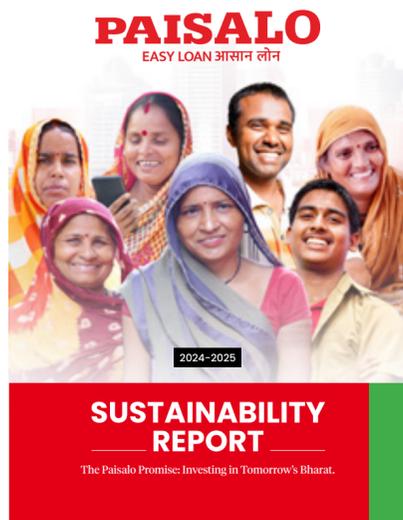


Sustainability Report FY2024

Paisalo Digital Ltd.

Sustainability Reporting FY'24

- Inaugural Sustainability Report.
- Reported in reference to GRI framework.
- Captured Impact on the “3P Framework” – “Purpose, Partnerships & Prosperity”.
- Introduced Impact Strategy through “Theory of Change”.



Sustainability Reporting FY'25

- Conducted a formal “Materiality Assessment” involving internal & external stakeholders.
- Captured product-wise impact created – “Triple A” Strategy – Accessibility, Affordability & Awareness.
- Calculated a select categories of Scope 3 emissions alongside Scope 1 and Scope 2.
- Conducted climate risk assessment for two of our key locations.
- Updated the ESMS Manual to incorporate impact considerations as well as climate-related governance and risk factors.

Our Triple A Strategy

At Paisalo, we offer a range of lending solutions—from income generation and mobility loans to entrepreneurial and enterprise finance—that empower individuals and businesses across India. Our work is guided by the Triple A strategy of Accessibility, Affordability, and Awareness, driving inclusive participation in the formal financial system.



Accessibility

Paisalo simplifies access to financial products by leveraging technology and a widespread network, ensuring underserved regions can easily avail credit. This approach bridges gaps in the Bharat Opportunity, bringing formal finance closer to grassroots communities.

Affordability

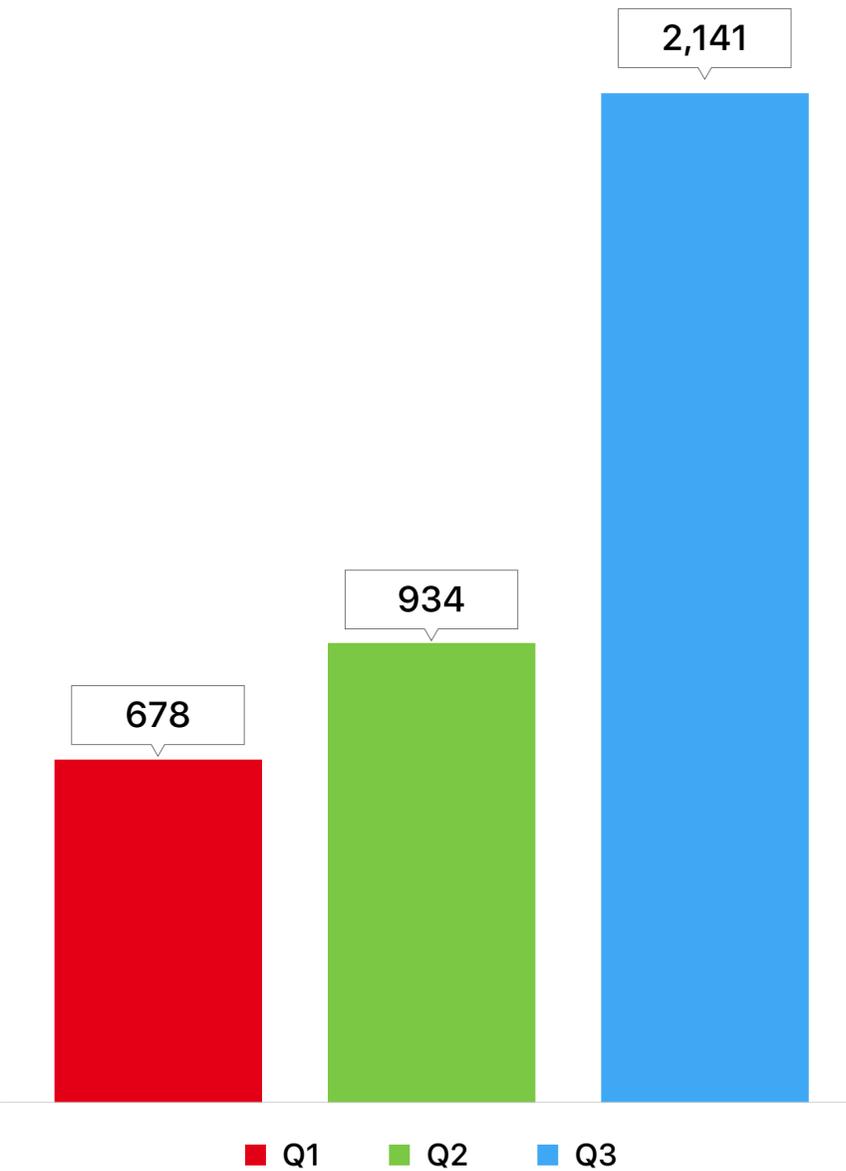
We design our lending solutions to minimize cost barriers, offering competitive interest rates and flexible repayment terms that suit diverse economic backgrounds. This focus helps reduce financial strain and promotes sustainable borrowing habits.

Awareness

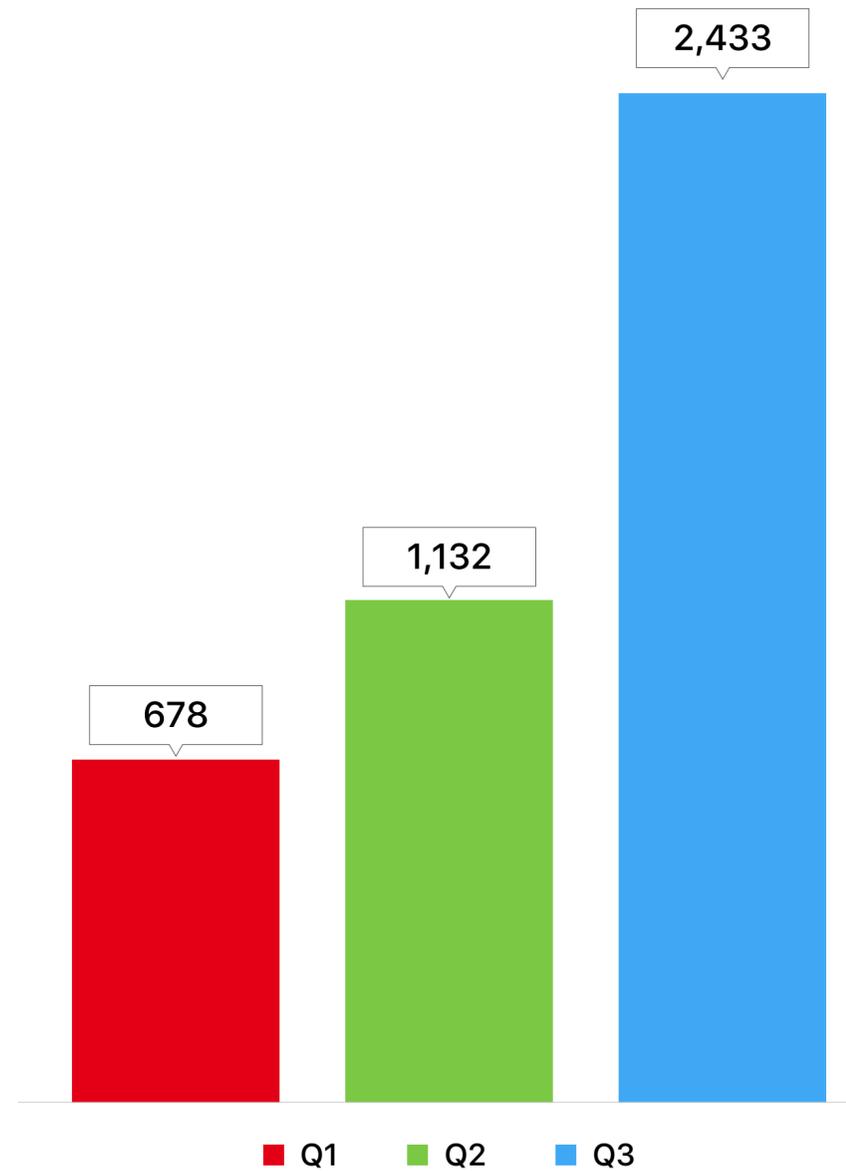
Through targeted financial literacy programs and personalized guidance, Paisalo raises awareness about credit benefits and responsible borrowing. These efforts equip clients with the knowledge to make informed financial decisions and build lasting economic resilience.

"Our Progress on Triple A Strategy"

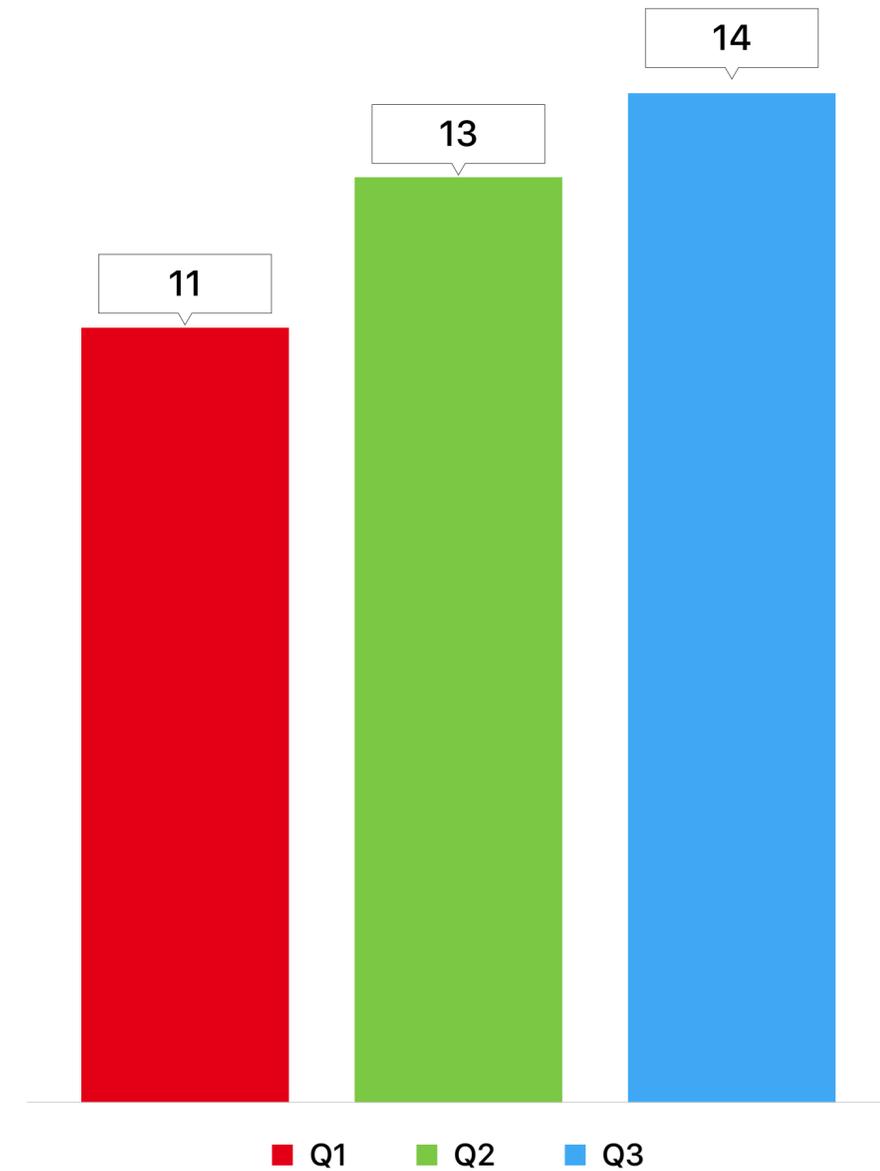
Number of Electric Vehicles financed



Number of small and medium enterprises supported



Lives Impacted (in Mn)



Our Progress on Triple A Strategy

Accessibility	Q1 FY26	Q2 FY26	Q3 FY26
Number of Pin codes served	9,968	10,299	10,334
Number of states served	22	22	22
Touchpoints	3,997	4,380	4,872
Customers served by BC Channel	1.48 Mn	1.74 Mn	1.61 Mn
Women customers served	89%	90%	90%
Affordability			
Cashless Collection (QR & NACH)	88%	88%	89%
Cashless Disbursement	100%	100%	100%
Small and medium businesses supported	678	1,132	2,433
Awareness			
Number of Electric Vehicles (EV) financed	678	934	2,141
Lives Impacted	11 Mn	13 Mn	14 Mn
Number of Jobs created (Total Employees)	3,222	3,255	3,147
Number of Small Savings Bank Account opened	22,954	33,926	17,173
Amount of Customer initiated transactions	9,621 Mn	9,914 Mn	9,840 Mn

A close-up photograph of three women from an Indian community, likely a rural or tribal group, smiling warmly. They are wearing vibrant, traditional headscarves in shades of orange, red, and yellow with colorful patterns. The woman on the left has a bindi on her forehead and a gold nose ring. The woman in the center has a bindi and a silver nose ring. The woman on the right has a bindi and a gold nose ring. The background is a soft, out-of-focus green.

T H A N K Y O U

For further information, please contact: Investor Relations Team ir@paisalo.in

AB RUKNA NAHI