

INVESTOR PRESENTATION Q3 FY 2025





Paisalo Digital Limited Overview

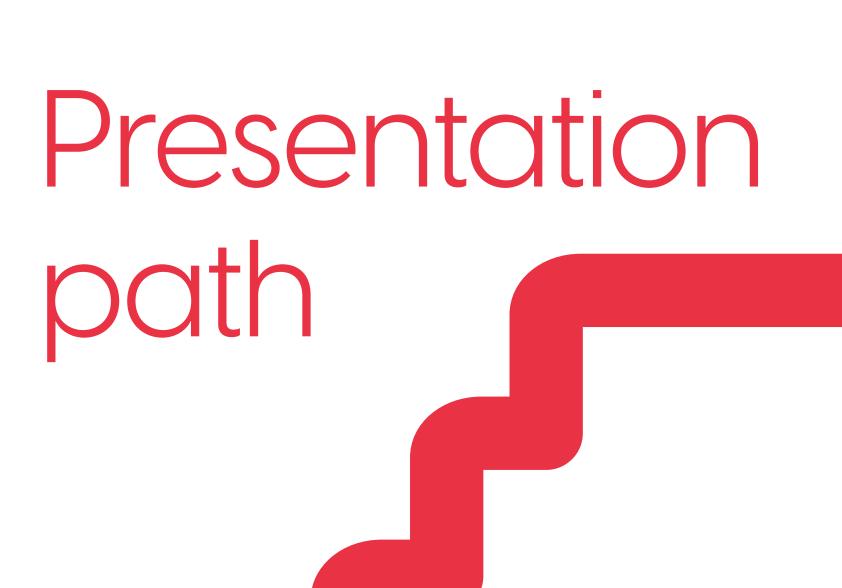


Environment Social Governance



Business Correspondent Update

Financial Performance





Paisalo Snapshot Q3 FY 2025

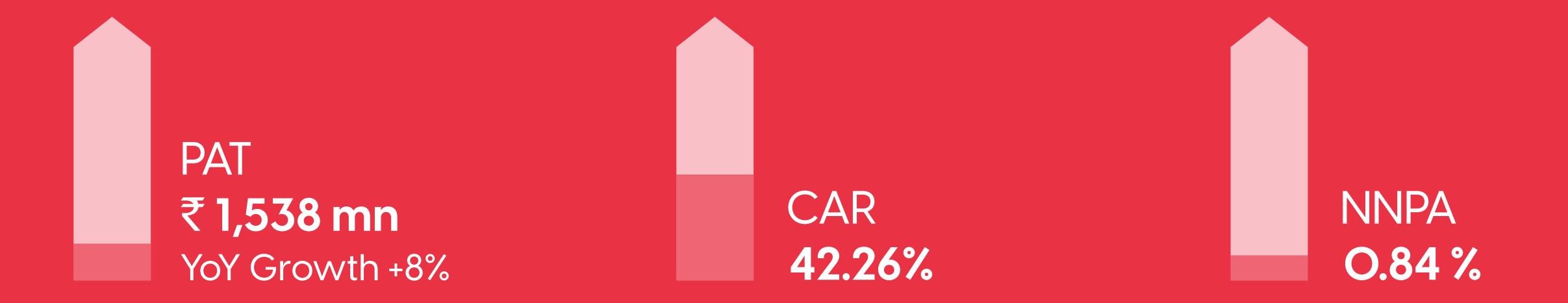
AUM **₹47,488 mn** YoY Growth +12% Revenue ₹5,773 mn YoY Growth +25% Networth **₹ 14,638 mn**YoY Growth +13%

Good quarter on Volumes, AUM and Opex.

Added a record 1.41 mn customers to its franchise.

Total Customer Franchise stood at 7.93 mn.

Paisalo Snapshot Q3 FY 2025



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Paisalo Snapshot Q3 FY 2025

- → Highest ever AUM as at Q3 FY 2O25 was up 12.31% at ₹47,488 mn as against Q3 FY 2O24 at ₹42,280 mn.
- → The company successfully issued its First Foreign Currency Convertible Bonds (FCCBs) amount to USD \$50 million (approximately ₹4,230 million).
- → In Q3, the company added a record 1.41 mn customers to its franchise. In the first 9 months, the company has added 4.46 mn customers to its customer franchise.
- → Total Customer franchise stood at 7.93 mn as of Q3 FY 2O25 as compared to 3.47 mn as of Q3 FY 2O24.
- Total geographic footprint stood at to 3,538 touchpoints across 22 states. In Q3, the company added 263 new touch points.
- The company continues to protect its margin profile, Interest Income for Q3 FY 2O25 was up 25% at ₹5,773 mn as against ₹4,635 mn in Q3 FY 2O24. The company has posted 7.13% increase in PBT and 8.06% increase in PAT YoY.
- → GNPA and NNPA stood at 1.10% and 0.84% as at Q3 FY 2025 compared to 0.23% and 0.02% as at Q3 FY 2024. The company is continuing to augment its debt management infrastructure as a mitigation measure. We should start to normalize by Q4 FY 25. The company is proactively pruning as required.

Paisalo Snapshot Q3 FY 2025

- → Paisalo has written off bad debts totaling to ₹384 mn and has recovered old written off bad debts worth ₹268 mn as at Q3 FY 2O25.
- → Employees head count stood at 2,998 as at Q3 FY 2O25.
- → The company continues to optimize its operating expenses and implement AI capabilities to improve productivity.
- → The Tangible Networth is ₹14,638 mn versus Bank Borrowings (secured) ₹18,273 mn , i.e., 1.25 times.
- → In Q3 FY 2O25, the company delivered annualized RoE of 13.91% as against 14.53% in Q3 FY 2O24.
- → In Q3 FY 2O25, the company delivered annualized RoA of 4.49% as against 5.16% in Q3 FY 2O24.
- → Capital Adequacy remained strong at 42.26% at Q3 FY 2O25.
- → Credit Rating of the company is IVR AA/Stable Outlook (IVR Double A with Stable Outlook) and IVR A1+ (IVR A One Plus) for Commercial Paper.



Performance Update

Particulars	Units	Q3 FY 25	Q3 FY 24	YoY	Q2 FY 25	QoQ
Number of Active CSPs	(Numbers)	1,287	628	104.94%	1,286	0.08%
Number of Small Savings Bank Account Opened	(Numbers)	26,992	14,366	87.89%	34,692	(22.20%)
	APY (Numbers)	5,772	3,015	91.44%	6,215	(7.13%)
Number of Cross Selling Accounts (Micro Pension, Micro Insurance, Recurring Deposits, Term Deposits)	PMJJBY (Numbers)	10,631	3,152	237.28%	8,700	22.20%
	PMSBY (Numbers)	24,223	10,007	142.06%	26,706	(9.30%)
Number of Customer (Initiated Transactions)	(Numbers)	13,78,659	6,01,163	129.33%	12,41,144	11.08%
Amount of Customer Initiated Transactions	(₹ in million)	₹8,349.42	₹3,404.67	145.23%	₹6,868.14	21.57%
Amount of AEPS Transactions	(₹ in million)	₹4,280.65	₹1,711.54	150.10%	₹3,419.40	25.19%
Amount of Micro ATM Debt card Transactions	(₹ in million)	₹490.94	₹170.78	187.47%	₹381.55	28.67%
Amount of Loan Deposits	(₹ in million)	₹137.36	₹42.93	219.93%	₹88.46	55.28%
Amount of Recurring Deposit Remittances	(₹ in million)	₹0.01	₹0.02	(39.38%)	₹0.02	(55.91%)
Amount of Home Branch Casd Deposits (Cash In)	(₹ in million)	₹397.37	₹164.36	141.77%	₹338.45	17.41%
Amount of Cash Withdrawals (Cash Out)	(₹ in million)	₹659.12	₹293.16	124.83%	₹584.42	12.78%
Amount of Non Home Branch Cash Deposits (Tatkal Remittances)	(₹ in million)	₹2,175.76	₹930.43	133.84%	₹1,910.58	13.88%
Amount of IMPS Remittances	(₹ in million)	₹4.34	₹0.77	465.11%	₹4.10	5.75%
Amount of Account-to-Account Fund Transfer	(₹ in million)	₹203.88	₹89.21	128.55%	₹141.09	44.51%

Quarterly Performance

Particulars	Units	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25
Number of Active CSPs	(Numbers)	628	973	1,208	1,286	1,287
Number of Small Savings Bank Account Opened	(Numbers)	14,366	20,873	24,904	34,692	26,992
	APY (Numbers)	3,015	3,759	5,541	6,215	5,772
Number of Cross Selling Accounts (Micro Pension, Micro Insurance, Recurring Deposits, Term Deposits)	PMJJBY (Numbers)	3,152	8,480	4,406	8,700	10,631
	PMSBY (Numbers)	10,007	16,842	10,513	26,706	24,223
Number of Customer (Initiated Transactions)	(Numbers)	6,01,163	7,64,425	9,50,288	12,41,144	13,78,659
Amount of Customer Initiated Transactions	(₹ in million)	₹3,404.67	₹4,477.94	₹5,737.74	₹6,868.14	₹8,349.42
Amount of AEPS Transactions	(₹ in million)	₹1,711.54	₹2,175.22	₹2,834.52	₹3,419.40	₹4,280.65
Amount of Micro ATM Debt card Transactions	(₹ in million)	₹170.78	₹270.78	₹350.19	₹381.55	₹490.94
Amount of Loan Deposits	(₹ in million)	₹42.93	₹58.48	₹81.12	₹88.46	₹137.36
Amount of Recurring Deposit Remittances	(₹ in million)	₹0.02	₹O.O2	₹0.03	₹0.02	₹0.01
Amount of Home Branch Casd Deposits (Cash In)	(₹ in million)	₹164.36	₹207.71	₹253.12	₹338.45	₹397.37
Amount of Cash Withdrawals (Cash Out)	(₹ in million)	₹293.16	₹428.09	₹512.99	₹584.42	₹659.12
Amount of Non Home Branch Cash Deposits (Tatkal Remittances)	(₹ in million)	₹930.43	₹1,220.69	₹1,565.71	₹1,910.58	₹2,175.76
Amount of IMPS Remittances	(₹ in million)	₹0.77	₹0.76	₹2.12	₹4.10	₹4.34
Amount of Account-to-Account Fund Transfer	(₹ in million)	₹89.21	₹113.52	₹137.15	₹141.09	₹203.88

Consolidated Financial Year Performance

Particulars	Units	FY 2023	FY 2024
Number of Active CSPs	(Numbers)	432	973
Number of Small Savings Bank Account Opened	(Numbers)	10,091	67,855
	APY (Numbers)	622	12,767
Number of Cross Selling Accounts (Micro Pension, Micro Insurance, Recurring Deposits, Term Deposits)	PMJJBY (Numbers)	1,218	20,178
Deposits, term deposits,	PMSBY (Numbers)	4,029	51,091
Number of Customer (Initiated Transactions)	(Numbers)	1,35,184	22,45,052
Amount of Customer Initiated Transactions	(₹ in million)	₹ 766.10	₹ 12,648.27
Amount of AEPS Transactions	(₹ in million)	₹ 328.64	₹ 6,285.75
Amount of Micro ATM Debit card Transactions	(₹ in million)	₹ 3.30	₹ 587.54
Amount of Loan Deposits	(₹ in million)	₹ 10.48	₹ 163.40
Amount of Recurring Deposit Remittances	(₹ in million)	₹ 0.008	₹ 0.057
Amount of Home Branch Cash Deposits	(₹ in million)	₹74.85	₹ 597.O8
Amount of Cash Withdrawals	(₹ in million)	₹104.22	₹ 1,126.43
Amount of Non Home Branch Cash Deposits (Tatkal Remittances)	(₹ in million)	₹ 229.30	₹ 3,572.83
Amount of IMPS Remittances	(₹ in million)	₹ 1.64	₹ 4.34
Amount of Account-to-Account Fund Transfer	(₹ in million)	₹ 13.33	₹ 303.50
Average Account Balance Maintained with CSP	(₹ in Actuals)	₹ 133.32	₹ 2,538.51





Paisalo Overview

Operational

Asset

Liability

Financials



22 States and UTs



₹47,488 mn AUM Q3 FY25



₹30,273 mn Total Liability



₹1,538 mn PAT for Q3 FY25



3,538 Touch Points



₹24,109 mn Disbursements for Q3 FY25



₹18,273 mn Bank Borrowings



₹5,773 mn Revenue



1,287 Business Correspondents



GNPA: 1.10% NNPA: 0.84%



11.26% Cost of Funds at Q3 FY25



6.59% NIM for Q3 FY25



2,998 Employees



₹14,638 mn Net Worth



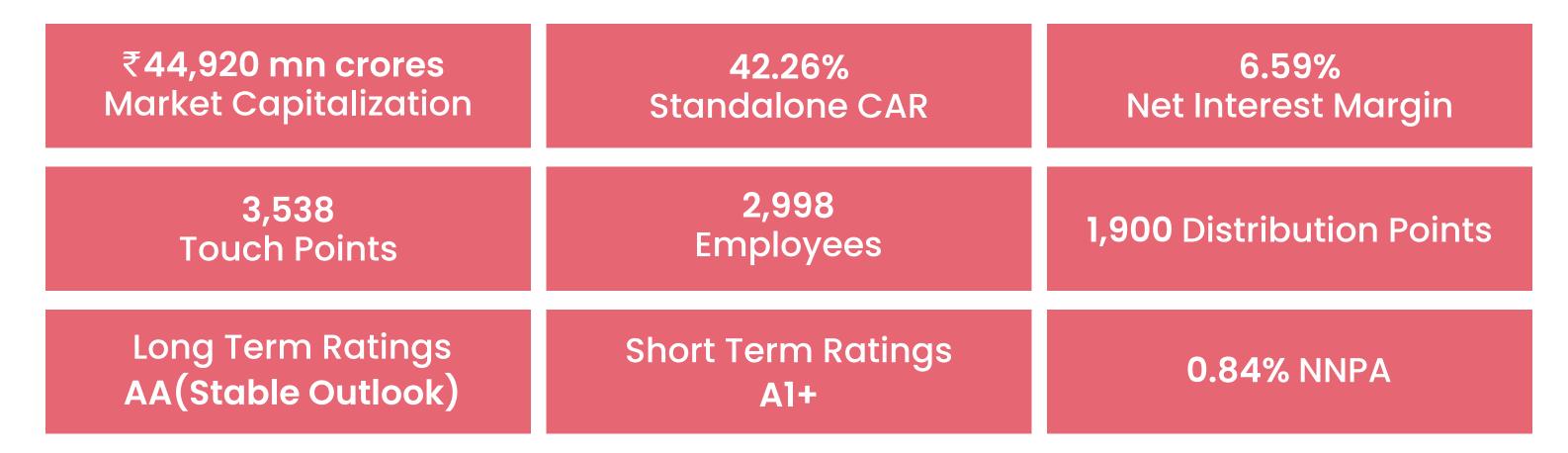
2.00 Debt to Equity



RoA: 4.49% RoE: 13.91%

Company Overview

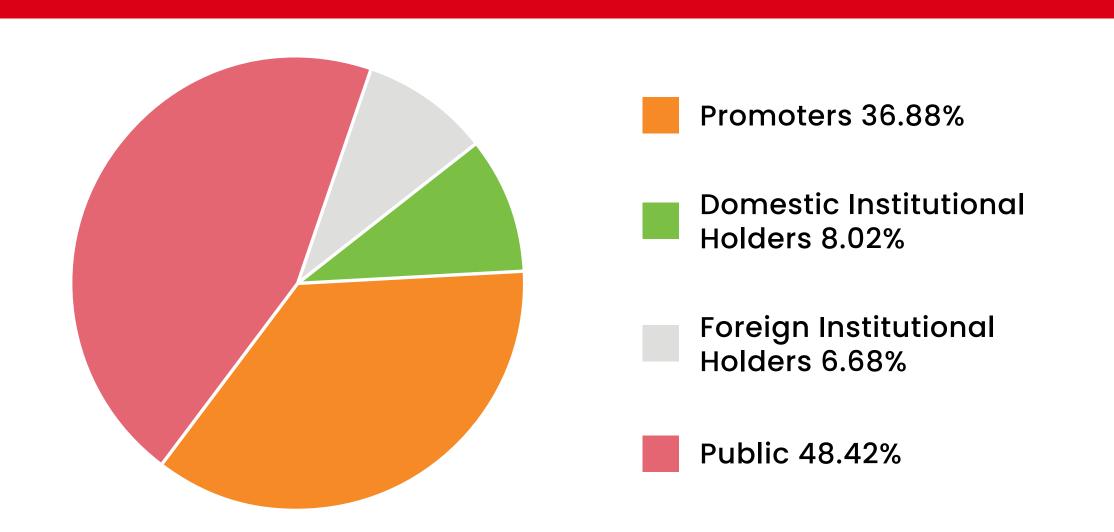
Key highlights (Q3 FY 25)



Strong returns and sound asset quality

6.59% 4.49% 42.26% NIIM ROA CAR

Shareholding Pattern



What do we Stand For

1. Disruption

Revolutionizing and Disrupting small ticket income generation loans

3. Innovation

Focus on continuous innovation to transform customer experience and create growth opportunities

2. High Tech: High Touch

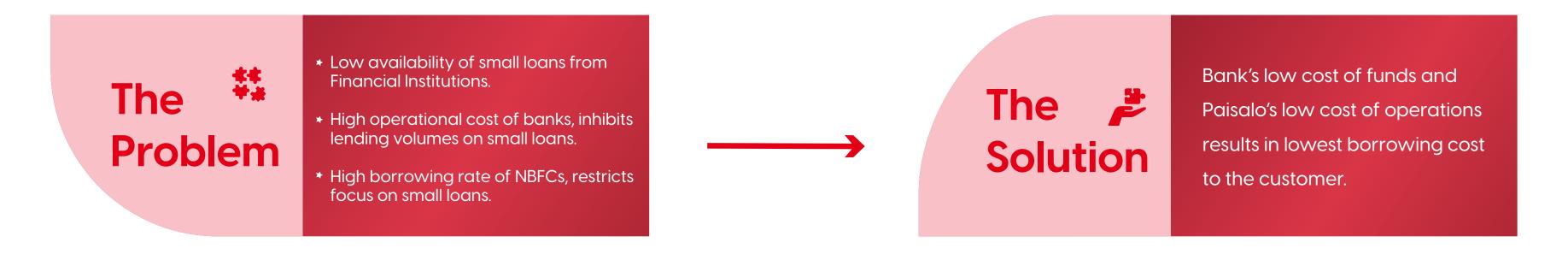
Engage and transact without friction to deliver a sustainable business model

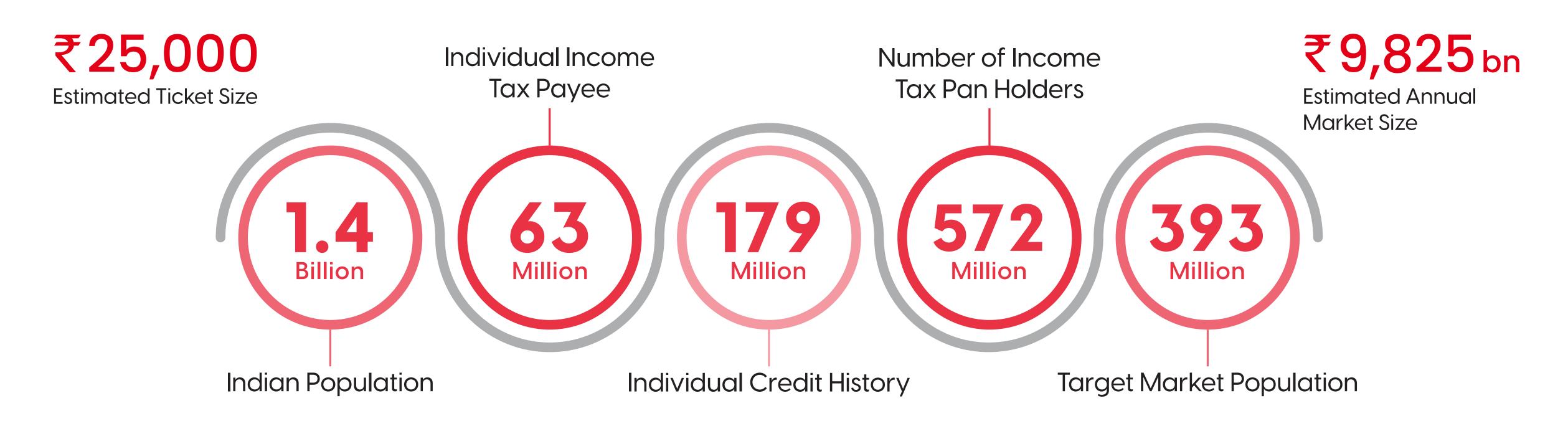
4. Business Construct

Deliver a sustainable NNPA of <2%



Market Opportunity





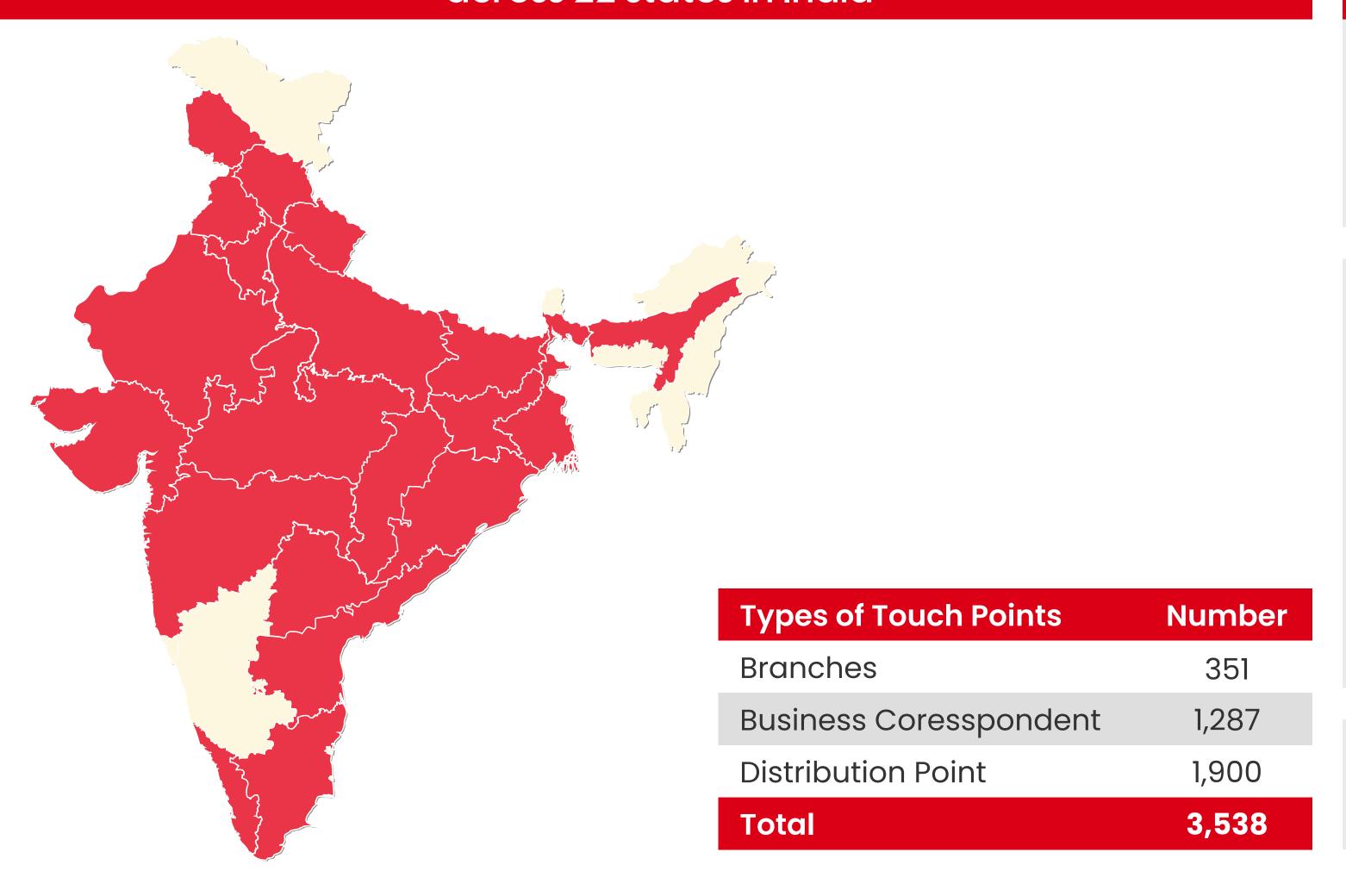
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Geographic reach

Wide geographic reach with 3,538 Touch Points across 22 states in India



Company's growth strategy

Scale-up retail co-lending business model

Continue to focus on maintaining a robust balance sheet through strong capital adequacy and NNPA less than 2%

High Tech: High Touch

Resilient Process Flow

Geospatial
Mapping for
selection of
Branch

- Continued focus on the customers from semi urban and rural areas
- Increasing our market presence in under penetrated states for the Company

High Touch High Tech Model

- Robust and biometric
 KYC verification process
- API driven
- Al based in-house OCR for onboarding
- Available
 Aware
 Affordable model

In-house LOS
and LMS Data
stored at
on-prem DC and
DR sites

- In-house LOS and LMS
- Supported by state of the art IT infrastructure
- Network security certified by CERT-in approved auditors

Automated
Business Rule
Engine for
decision making

- In-house Al and machine learning solutions
- Segmentation model to assess risk behaviour
- Incorporating income assessment and Bureau Report validation
- Fixed Obligation to Income Ratios (FOIR) or Net Surplus metrics used

Multi mode collection and recovery

- Leveraging on ground feet on street for robust collection process
- UPI Based QR Code System
- Usage of Neft and IMPS for collections

Recovery:

- 1. Strong on ground presence.
- 2. Automated calls and messages at various stages of the customer's journey.
- 3. Strong EWS setup.



EWS Framework

Factors/Input Sources

- Geo Political Events
- Geo Spatial Data
- Changes to Macro Indicators
- Marco Economic
 Reports/Data Indicators
- Regulatory or Policy driven restrictions
- Industry or geography specific events
- Credit reports
- Credit Analytics
- Portfolio Monitoring

Data Processing

- Data driven Rule Based differential credit
- Automated Triggers on Business, depending on geo spatial and geo political assessment
- Geo spatial Risk Based product offerings at borrower credit and or product credit
- Postal code level credit monitoring allows to minimize the potential impact of disasters
- Geography based macro character assessment of borrower
- Enhanced Credit, Character and Credential analysis

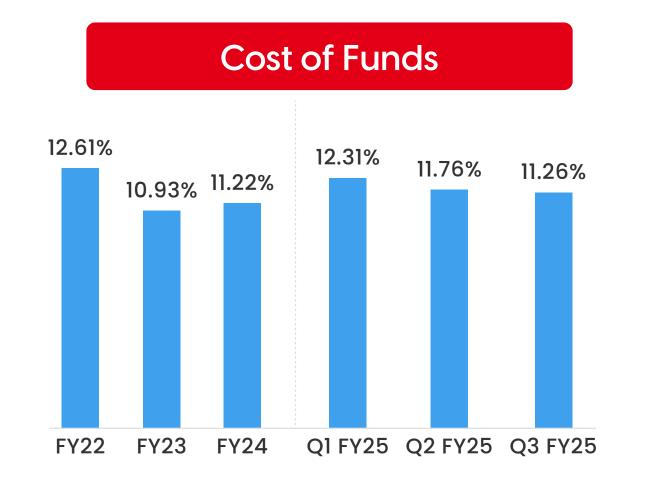
Impact

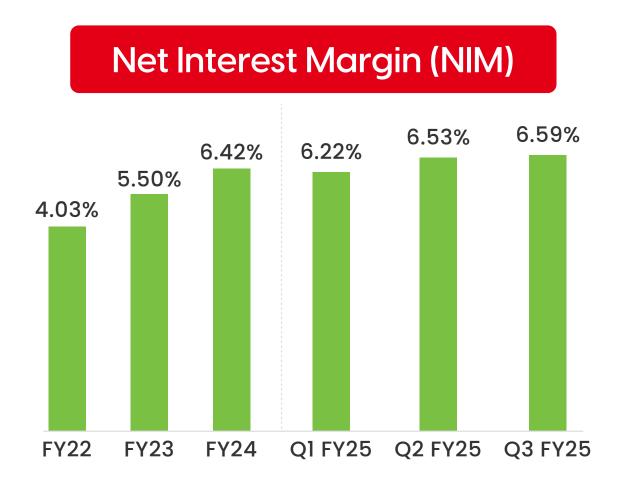
- Proactive Risk Management Detect and Manage early signs of stress
- Improved Asset Quality Corrective steps taken early
- Enhanced Decision Making More informed decisions taken
- Cost efficiently addressing problems Reduces recovery costs
- Regulatory Compliance
- Customer Relationship Management
- Market Reputation
- Strategic Planning insights Broader market trends help adjust strategies

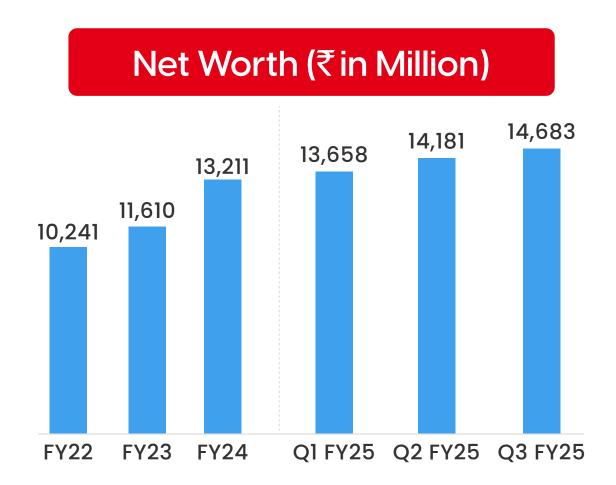


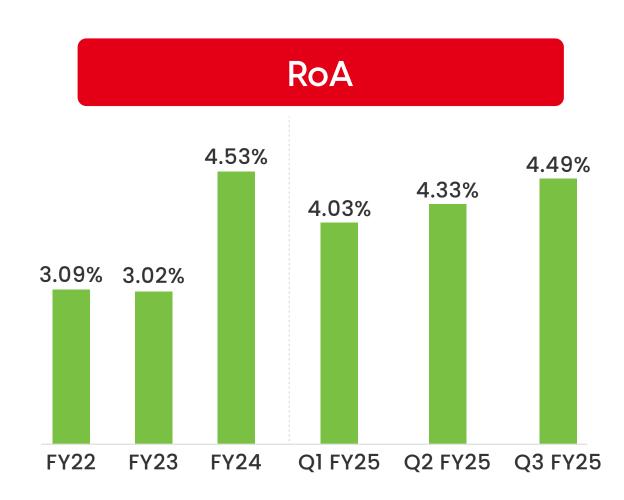


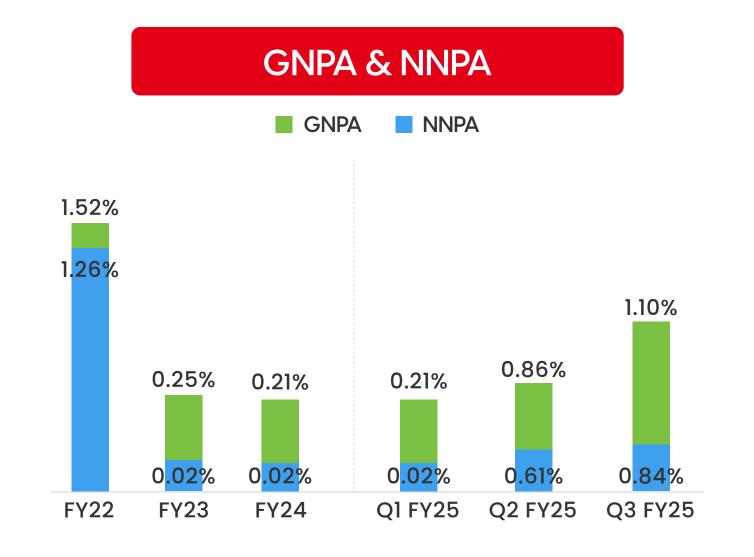
Key Ratios

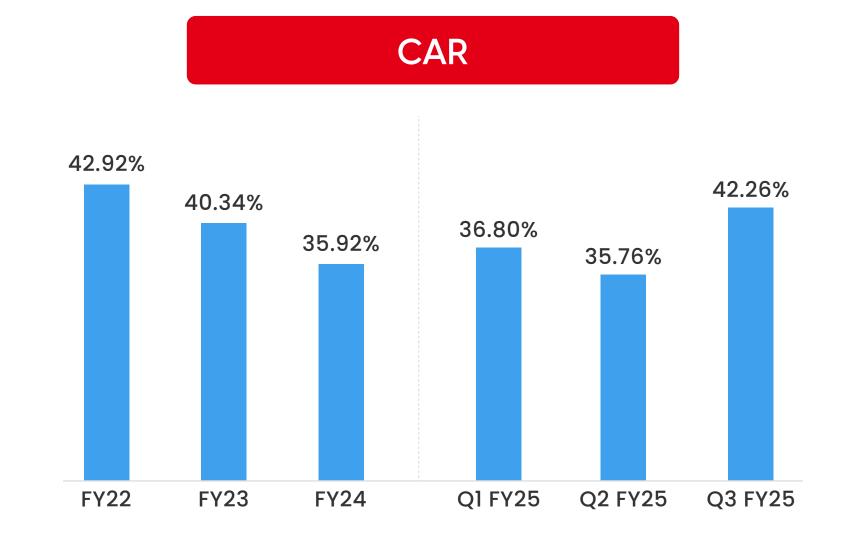


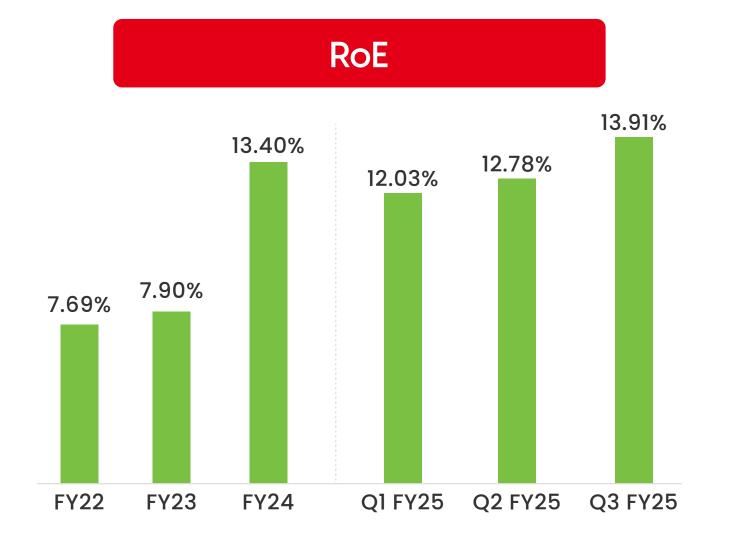






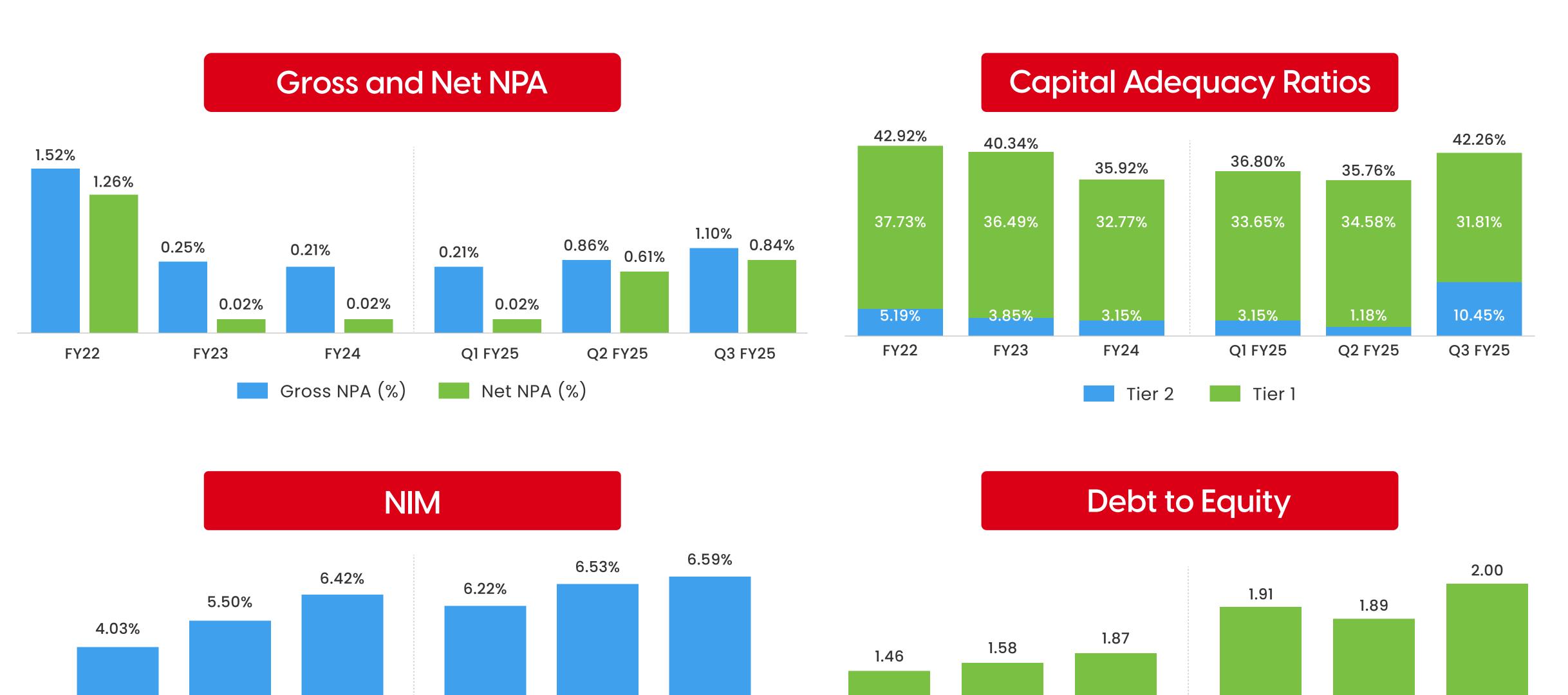








Strong financial performance and consistent profitability





FY22

FY23

FY24

Q1 FY25

Q2 FY25

Q3 FY25

FY22

FY23

FY24

Q1 FY25

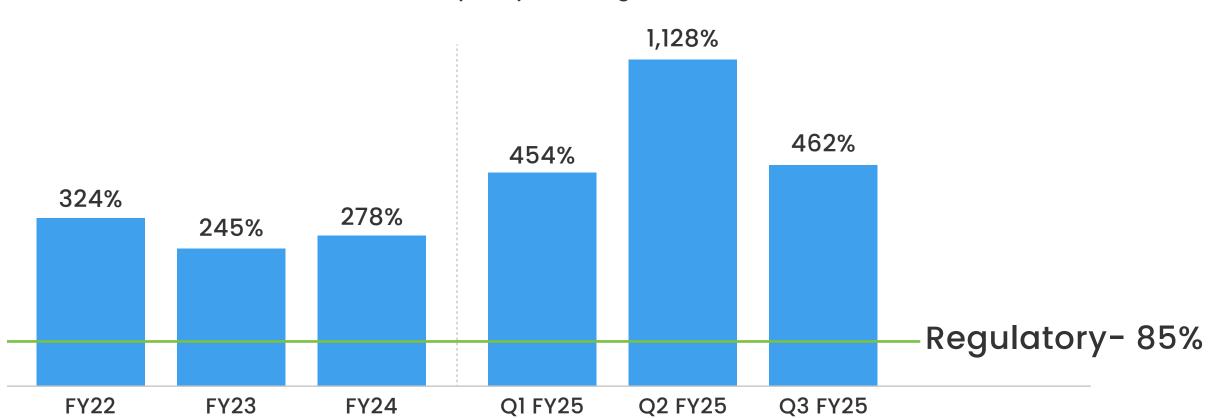
Q2 FY25

Q3 FY25

Yield and NIM 16.43% 16.64% 17.64% 18.28% 18.53% 17.85% 12.31% 11.76% 12.61% 10.93% 11.22% 11.26% 6.53% 4.03% 5.50% 6.42% 6.22% 6.59% FY23 FY22 FY24 Q1 FY25 Q2 FY25 Q3 FY25

Strong Position on Liquidity



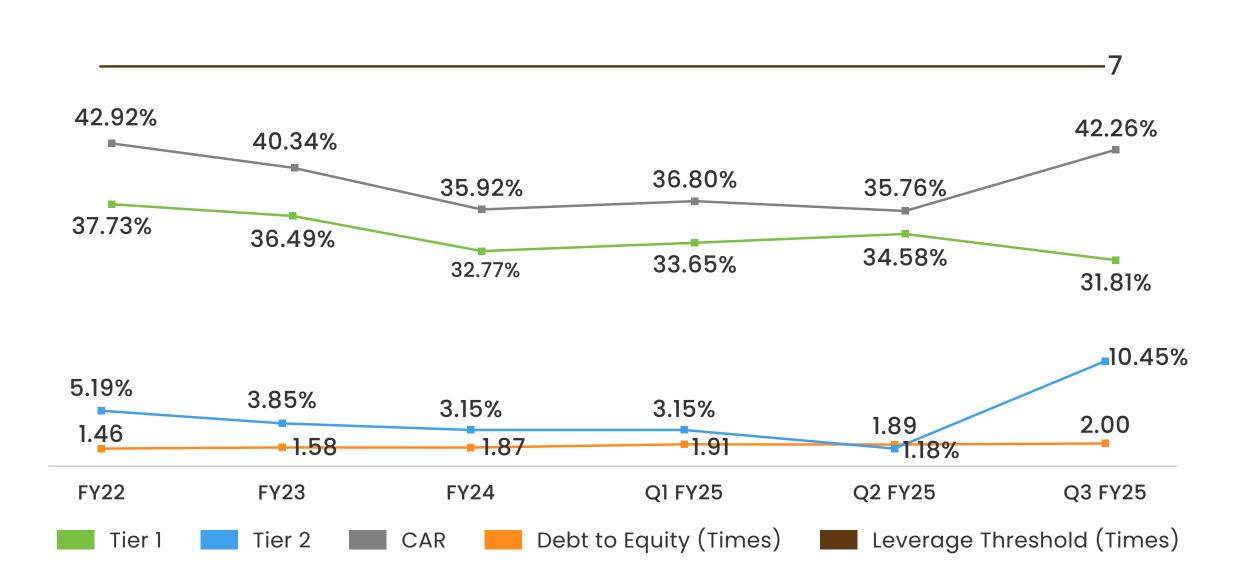


Conservative Leverage Standards

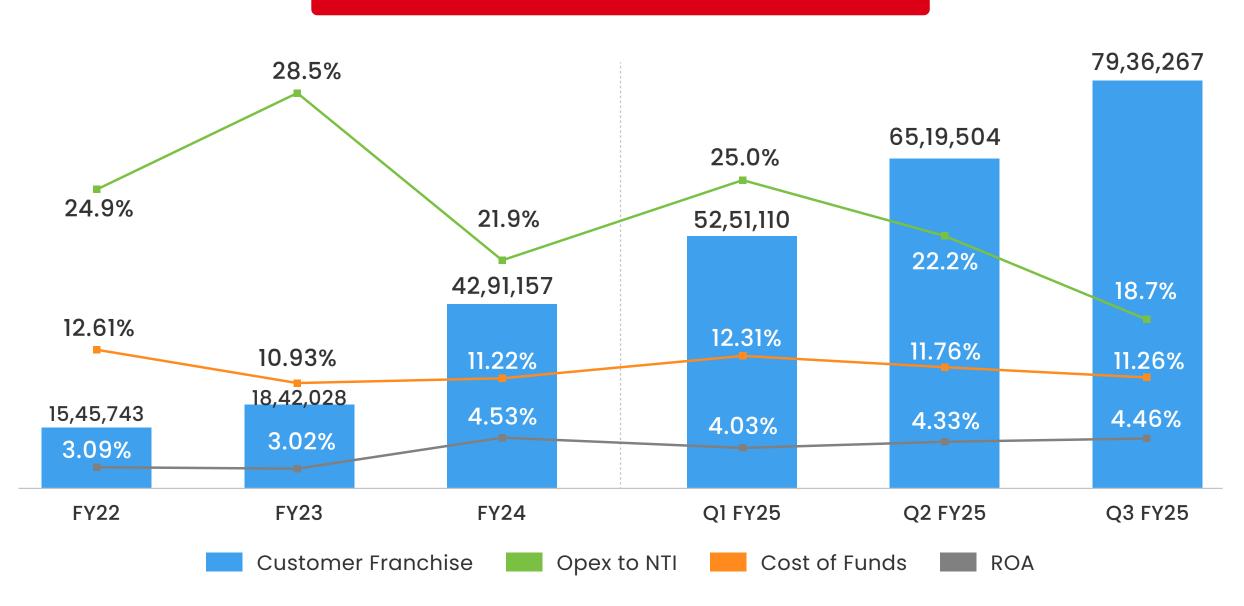
Yield on Advances (%)

Cost of Funds (%)

NIM (%)



Resilient Business Model



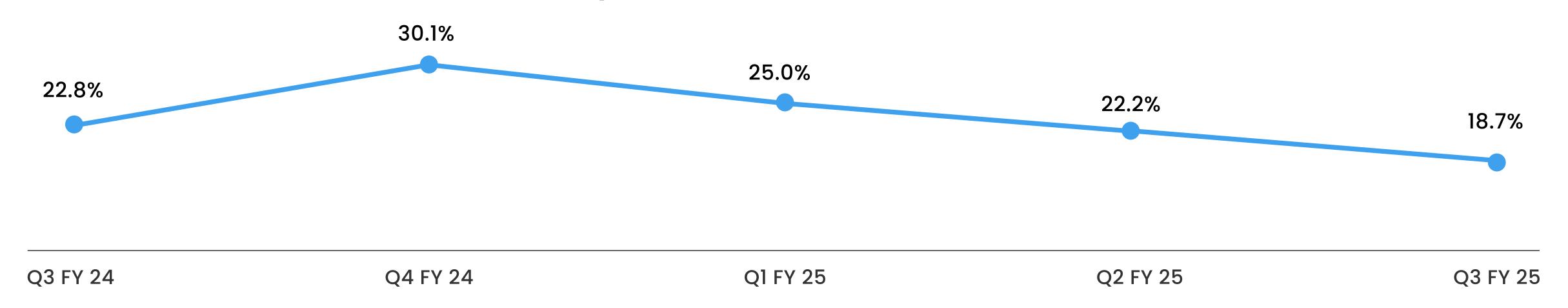


Opex Evolution

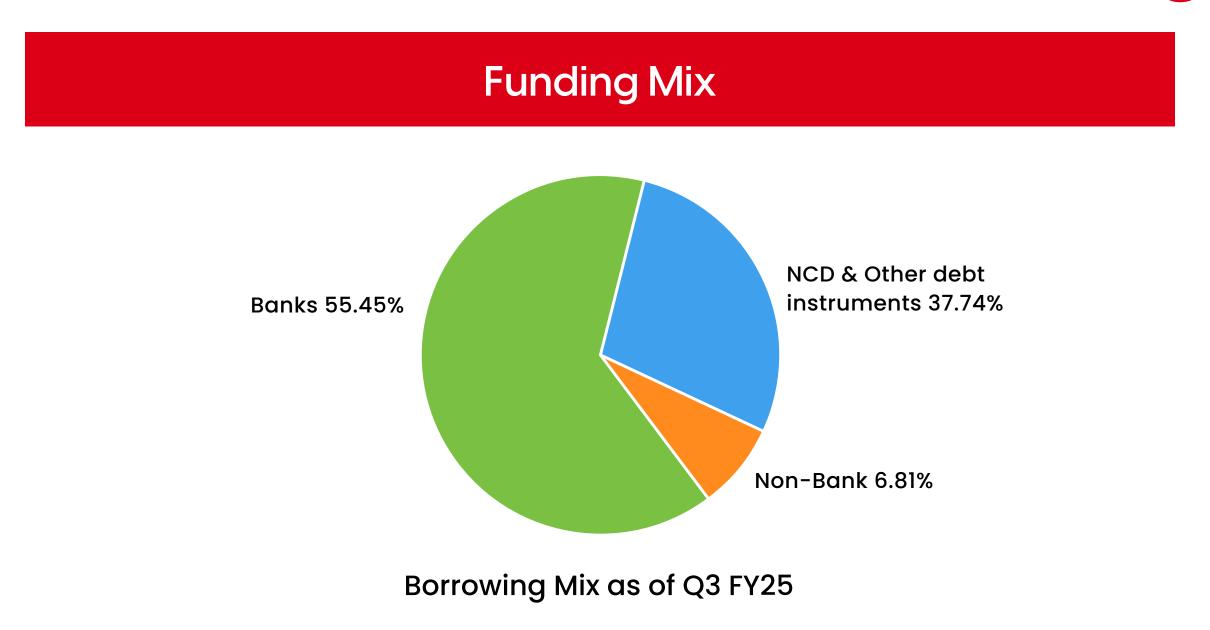
(*Cumulative, ₹in Million)

Particulars	Q3 FY 24*	Q4 FY 24*	Q1 FY 25	Q2 FY 25*	Q3 FY 25*
Employee Expenses	344.07	470.13	122.71	261.50	428.23
Depreciation/Amortization	24.75	33.96	9.58	20.03	32.36
Total Operating Expenses	2,307.88	3,636.95	1,191.91	2,274.69	3,381.67
No. of Employees	2,234	2,409	2,362	2,844	2,998

Opex to Net Total Income



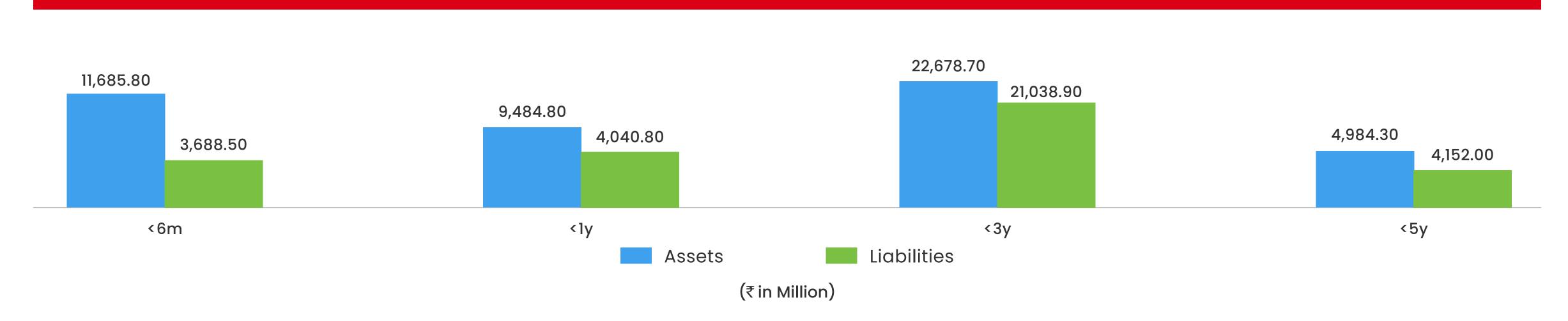
Funding sources



..with ready access to debt and equity capital markets



Positive Asset Liability Management Across Buckets



FINANCIALS

(₹ in Millions, *Cumulative)

PARTICULARS	Q3 FY 2O24*	Q4 FY 2O24*	Q1FY 2O25	Q2 FY 2O25*	Q3 FY 2O25*
AUM	₹42,280	₹45,860	₹46,001	₹45,352	₹47,488
Disbursements	₹24,681	₹35,902	₹6,521	₹14,320	₹24,109
Revenue	₹4,635	₹6,587	₹1,866	₹3,736	₹5,773
PBT	₹1,916	₹2,412	₹558	₹1,229	₹2,052
PAT	₹1,424	₹1,790	₹415	₹914	₹1,538
Net Worth	₹12,952	₹13,211	₹13,658	₹14,181	₹14,638
Total Liabilities	₹23,218	₹25,537	₹26,890	₹27,455	₹30,273
Bank Borrowings	₹14,750	₹17,494	₹18,436	₹19,582	₹18,273
Debt to Equity Ratio	1.71	1.87	1.91	1.89	2.00
Bad Debts Written Off	₹245	₹418	₹157	₹248	₹384
Bad Debts Recovered	₹381	₹405	₹44	₹126	₹268
NIM	7.29%	6.42%	6.22%	6.53%	6.59%
Gross NPA	0.23%	O.21%	O.21%	0.86%	1.10%
Net NPA	0.02%	0.02%	0.02%	0.61%	0.84%
CAR	37.82%	35.92%	36.80%	35.76%	42.26%

FINANCIALS

(₹ in Millions, *Cumulative

**Impact of Bonus Issue 1:1

PARTICULARS	FY 2022	FY 2023	FY 2024	Q1FY 2O25	Q2 FY 2O25*	Q3 FY 2O25*
AUM	₹26,973	₹34,928	₹45,860	₹46,001	₹45,352	₹47,488
Interest Income	₹3,922	₹4,732	₹6,587	₹1,866	₹3,736	₹5,773
NIM	4.03%	5.50%	6.42%	6.22%	6.53%	6.59%
PAT	₹793	₹936	₹1,790	₹415	₹914	₹1,538
Cash Accrual	₹819	₹950	₹1,824	₹425	₹934	₹1,571
Net worth	₹10,241	₹11,610	₹13,211	₹13,658	₹14,181	₹14,638
Total Debt	₹15,989	₹18,567	₹25,537	₹26,890	₹27,455	₹30,273
Debt Equity Ratio	1.46	1.58	1.87	1.91	1.89	2.00
Gross NPA	1.56%	0.25%	O.21%	O.21%	0.86%	1.10%
NET NPA	1.26%	0.02%	0.02%	0.02%	0.61%	0.84%
ROA	3.09%	3.02%	4.53%	4.03%	4.33	4.49
ROE	7.78%	7.90%	13.40%	12.03%	12.78%	13.91%
CAR	42.92%	40.34%	35.92%	36.80%	35.76%	42.26%
Book Value	₹23.00	₹25.50	₹14.60**	₹15.06	₹15.61	₹16.09

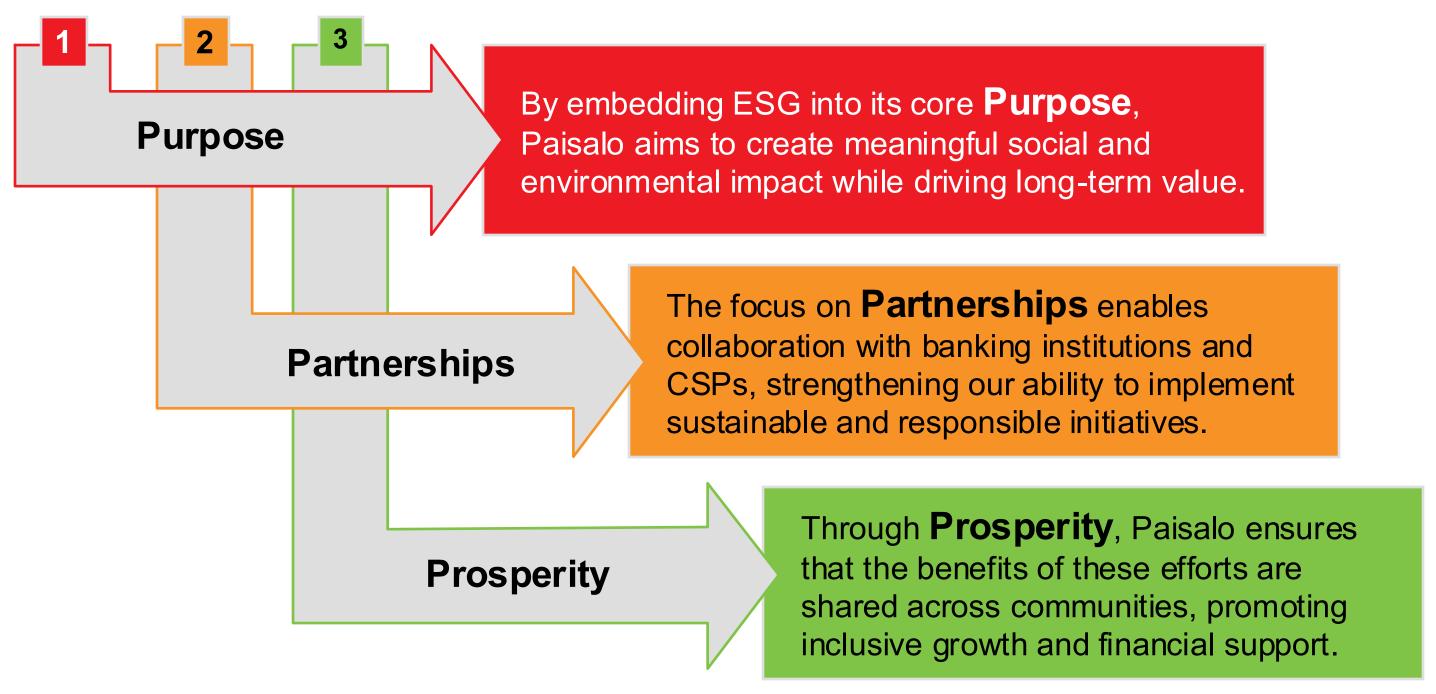
FINANCIALS Critical Ratios, (₹ in Millions)

PARTICULARS	FY 2022	FY 2023	FY 2024	Q1FY 2O25	Q2 FY 2O25	Q3 FY 2O25
Tangible Net Worth (TNW)	₹10,241	₹11,610	₹13,211	₹13,658	₹14,181	₹14,638
Bank Borrowings (BB)	₹9,588	₹13,018	₹17,494	₹18,436	₹19,582	₹18,273
Total Outside Liabilities (TOL)	₹15,989	₹18,567	₹25,537	₹26,890	₹27,455	₹30,273
BB/TNW (Times)	0.94	1.12	1.32	1.35	1.38	1.25
TOL/TNW (Times)	1.56	1.58	1.93	1.97	1.94	2.00



Building on the three P's – Value Creation Framework

Paisalo's ESG practices are deeply integrated into its 3P framework of Purpose, Partnership, and Prosperity.



Following these pillars is important for driving comprehensive progress, balancing profitability with social fairness, and addressing environmental challenges.



Our Material Topics

Identifying material topics for Paisalo's business and services involves aligning its core focus areas with the three pillars: **Purpose**, **Partnerships**, **and Prosperity**. These pillars help address critical environmental, social, and governance (ESG) aspects while driving sustainable impact and financial inclusion across underserved communities.

Communics.				
Purpose		Partnerships		Prosperity
Mission-Driven Approach Clear articulation of Paisalo's mission to support underserved communities and promote financial inclusion	Community Engagement	Building relationships with local communities to understand their needs better and create relevant financial solutions	Financial Growth	Focus on sustainable business growth that translates into increased profits while maintaining ethical standards
Adherence to ethical practices and transparency in operations, enhancing	Strategic	Partnerships with banks and fintech companies to leverage technology for	Local Employment Generation	Contribution to local employment through the expansion of branches and networks of agents and brokers
Governance trust among customers and stakeholders	Alliances	improved customer service and operational efficiency	Economic Empowerment	Supporting small businesses and entrepreneurs catering to local economic development and increase community wealth
Sustainability Commitment Initiatives aimed at minimizing environmental impact and promoting green financing options like EV loans	Collaborations through CSPs	Engaging with Customer Service Points (CSPs) to reach marginalized communities and provide financial literacy	Employee Development	Investment in training and development programs to enhance employee skills and career growth
Customer Centric Impact Focus on products and services tailored to meet the diverse needs of customers, such as small businesses and entrepreneurs, particularly women entrepreneurs			Impact Measurement	Regular assessment of social, economic, and environmental impact to ensure that business activities align and contribute to prosperity for all stakeholders





Key ESG and Impact Initiatives (1 of 2)





- Adopted paperless transactions, minimizing the use of physical documentation and reducing paper waste.
- Transitioned to energy-efficient office spaces, reducing the overall carbon footprint.
- Promoted digital communication channels, minimizing the environmental impact of transportation.

Social

- Enhanced employee development programs, focusing on skill-building and gender diversity.
- Created local employment through its extensive network of Customer Service Points (CSPs), contributing to over 45% permanent employment generation.





- Collaborated with banks through co-lending partnerships, enhancing the accessibility of financial services.
- Expanded collaboration with Customer Service Points (CSPs), strengthening outreach and ensuring service delivery to broader customer bases.



Prosperity

Environment

- Implemented a system for proper disposal and recycling of electronic waste (e-waste) across offices
- Promoted sustainability through electric vehicle (EV) loans, playing a key role in reducing CO2 emissions and supporting eco-friendly transportation.

Social

- Collaborated with local communities to improve financial literacy and provide access to affordable credit solutions.
- Demonstrated commitment to gender equality by providing loans to a growing number of women borrowers, leading to an increase in women entrepreneurship and self-reliance.



Key ESG and Impact Initiatives (2 of 2)







Prosperity

Governance

- Formulated new governance policies in line with global ESG standards to strengthen oversight and accountability.
- Established an Environmental and Social Management System (ESMS) manual to better assess environmental and social risks.

Impact

- With its reach across 21 states, over 2000 touchpoints, and 6000 pin codes, Paisalo has extended services to underserved populations, addressing income inequalities and financial exclusion.
- Embraced technology for financial inclusion by implementing cashless disbursement and collection systems, improving operational efficiency, transparency, and promoting sustainable infrastructure for financial transactions.
- Contributed to national development by paying over 700 million INR in income tax for FY2023-24, supporting fiscal growth.

Governance

Conducted internal audits to ensure compliance with evolving governance frameworks.

Impact

 Paisalo's strategic partnerships with banks and CSPs have amplified its ability to create meaningful, sustainable impacts on society.

Governance

 Set up an ESG committee to monitor and report on sustainability and governance performance.

Impact

- Supported MSMEs by disbursing a significant number of loans in FY2023-24, enabling entrepreneurs to rise above poverty and contributing to economic development in underserved communities.
- Expanded the CSP network by adding over 500 new CSPs, enhancing financial accessibility and promoting inclusive economic development at the grassroots level.



PURPOSE

KPIs		FY 23-24	Q1 FY 25	Q2 FY 25	Q3 FY 25
	Cashless Collection	92%	89.46%	88.89%	89.31%
Environment	Cashless Disbursement	100%	100%	100%	100%
Casial	Jobs Created	2,409	2,362	2,844	2,998
Social	Increase in permanent employees	46%	(1.9)%	20%	5.41%
	Total Policies	18	19	20	20
Governance	New Policies Introduced	7	1	1	0
Impact	Total Lives Impacted	42,91,157	52,51,110	65,19,504	79,36,264

PARTNERSHIPS

	KPIs		Q1 FY 25	Q2 FY 25	Q3 FY 25
	Co-lending Partnerships	5	5	5	5
Social	Active Customer Service Points (CSPs)	973	1,208	1,286	1,287
Governance	Income taxes paid	₹715.5 mn	₹105.01 mn	₹143.30 mn	₹189.67 mn
	Customers served through CSPs	22,45,052	9,50,288	12,41,144	13,78,659
Governance	States served	21	21	22	22
	Touch Points	2,455	2,884	3,275	3,538
	Pin Codes in Digital Presence	6,550	7,663	8,659	8,659

PROSPERITY

KPIs		FY 23-24			
	Total Emissions Avoided	10,251 t/co2e	Q1 FY 25	Q2 FY 25	
Environment	Access to Green Mobility	12,650 EVs			Q3 FY 25
	Customer Retention Rate	72%			
Social	New employees hired	1,544	359	648	507
	Increase in female employees	20%			
	Total no. of active customers	10,24,719	12,43,768	15,01,945	16,25,927
Impact	Spent on CSR Initiatives	₹18 mn	₹ 8.22 mn	₹19.28 mn	₹23.89 mn

Contributing to the United Nation's Sustainable Development Goals



Safe Harbor Statement

PAISALO DIGITAL LIMITED NSE: PAISALO BSE: PAISALO BLOOMBERG: PAISALO:IN

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