

PARTNERSHIP TO ADVANCE CLEAN ENERGY – DEPLOYMENT
 TECHNICAL ASSISTANCE PROGRAM
 MICROFINANCE SUPPORT PROGRAM

PACE-D MFI FACT SHEET

ESAF SMALL FINANCE BANK LTD.

BACKGROUND

Snapshot: ESAF Small Finance Bank Ltd.

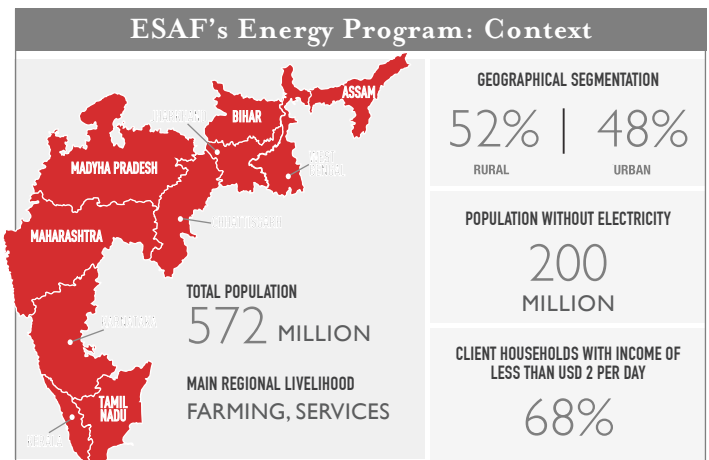
START OF OPERATIONS: 1995	NUMBER OF LOAN OFFICERS: 4,371
NUMBER OF BRANCHES: 309	NUMBER OF CLIENTS (ACTIVE BORROWERS): 1,243,557
WEBSITE: www.esafbank.com	CONTACT EMAIL: chris@esaf.in

ESAF Small Finance Bank (previously ESAF Microfinance and Investments Pvt Ltd.) is a leading microfinance institution (MFI) based in India. ESAF started microfinance lending in 1995, with the vision of creating “sustainable holistic transformation of the poor and the marginalized for a just and fair society”. ESAF recently became a Small Finance Bank and employs more than 4,371 people, across 309 branches, in ten states of India. As of September 30, 2017, ESAF had a customer base of 1,243,577 clients with an outstanding loan portfolio of USD 434 million. ESAF was founded by Mr. Paul Thomas.

ENERGY LENDING

ESAF started its energy lending program in 2012 and expanded operations with technical assistance and support from the USAID-funded Partnership to Advance Clean Energy - Deployment Technical Assistance Program in 2015. ESAF's clean energy business operates through the extensive ESAF Retail network and has the capacity to scale up fast. As of October 31, 2017 under the MSP, ESAF has already provided over 143,000 energy loans to its clients, 100 percent of which are women. ESAF finances a range of clean energy products, including portable solar lanterns with mobile charging, mini solar home systems, improved cookstoves, and water purification devices. ESAF plans to scale its energy program by expanding outreach to existing and new clients in energy-poor states such as Jharkhand, Bihar and Odisha. ESAF plans to reach non-ESAF clients through small NGO partners. These partnerships will be formed in states where ESAF is

not active, and partners will be selected after rigorous due diligence. ESAF will offer support in terms of MIS, extended credit, training support, and a range of clean energy products to these small NGO partners.



ESAF's Microfinance and Energy Loan Products



PHOTO: USAID PACE-D TA PROGRAM

AVERAGE MICROFINANCE LOAN TERM	1 OR 2 YEARS
AVERAGE MICROFINANCE LOAN SIZE	20,000 TO 60,000 INR (USD 308 to USD 923)
MICROFINANCE LOAN REPAYMENT FREQUENCY	EVERY 2 WEEKS
MICROFINANCE LOAN INSTALLMENTS TOTAL	12 TO 104
ENERGY LOAN TERM	6 TO 12 MONTHS
ENERGY LOAN SIZE	1,000 TO 10,000 INR (USD 15 to USD 154)
ENERGY LOAN REPAYMENT FREQUENCY	WEEKLY, BIWEEKLY, OR MONTHLY
ENERGY LOAN INSTALLMENTS TOTAL	6 TO 52

IMPACT*

OUTREACH

- Over 143,000 clients (100% women) have received financing for clean energy products
- Over 715,000 household members have benefitted
- 12% of ESAF's client base now has clean energy products



FINANCIAL ACHIEVEMENTS

- Over USD 5.1 million has been disbursed as energy loans



- Over USD 8 million worth of clean energy products have been sold



ENVIRONMENTAL IMPACT

- 216 kW equivalent of solar capacity has been installed



- Over 60,500 tons of CO₂e have been displaced



*As of October 31, 2017

ABOUT PACE-D TA PROGRAM: The Partnership to Advance Clean Energy – Deployment Technical Assistance Program (PACE-D TA Program) is a five-year bilateral initiative led by the U.S. Agency for International Development (USAID) and the U.S. Department of State, and implemented in partnership with the Ministry of Power (MOP) and the Ministry of New and Renewable Energy (MNRE). The Program has three key components: energy efficiency (EE), renewable energy (RE) and cleaner fossil technologies. One of the focal areas of the Program is to provide technical assistance to microfinance institutions to scale up energy lending. Nexant is the key implementation partner for the PACE-D TA Program and is supported by a consortium of Indian and U.S. companies including Arc Finance which leads the microfinance component of the Program. As a part of this Program, Arc Finance is providing technical assistance to seven partner microfinance institutions in nine different states: Uttar Pradesh, Odisha, Madhya Pradesh, West Bengal, Jharkhand, Kerala, Bihar, Tamil Nadu and Chhattisgarh. For more information, please visit www.pace-d.com.

USAID/India

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PACE-D TA Program

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