

Ref. No. AAVAS/SEC/2020-21/239

Date: August 12, 2020

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|--|--|
| <b>To,</b><br>The National Stock Exchange of India Limited<br>The Listing Department<br>Exchange Plaza,<br>Bandra Kurla Complex,<br>Mumbai - 400051<br><br>Scrip Symbol: AAVAS | <b>To,</b><br>BSE Limited<br>Dept. of Corporate Services<br>Phiroze Jeejeebhoy Towers,<br>Dalal Street, Fort,<br>Mumbai - 400001<br><br>Scrip Code: 541988 |
|--|--|

Dear Sir/Madam,

**Sub: Investor Presentation on the Unaudited Financial Results for the quarter ended June 30, 2020**

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of Investor Presentation of the Company on the Unaudited Financial Results for the quarter ended June 30, 2020.

Further to the disclosure made by the Company on August 07, 2020 vide letter Ref No: AAVAS/SEC/2020-21/222 in accordance with SEBI circular dated May 20, 2020, the presentation *inter-alia* contains update on the impact of COVID-19 on the operations & financials of the Company.

This Investor Presentation may also be accessed on the website of the Company at [www.aavas.in](http://www.aavas.in)

This is for your information and records.

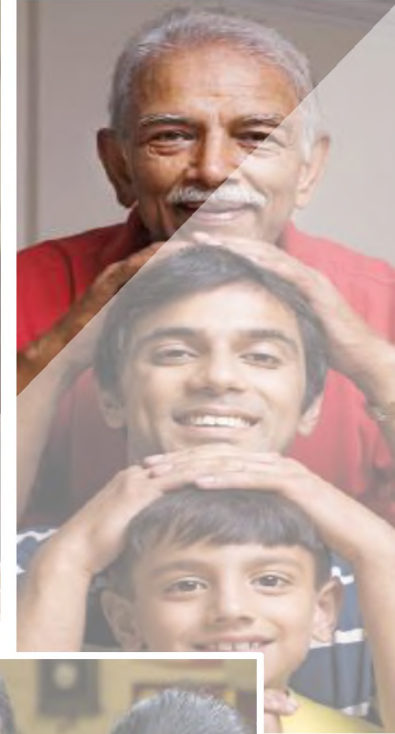
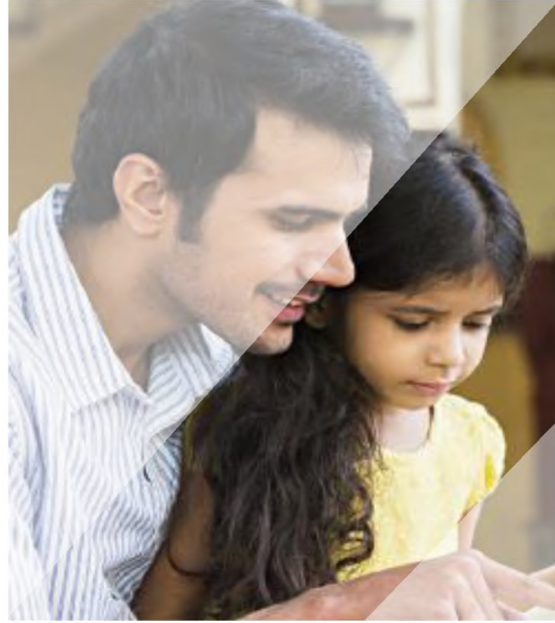
Thanking You,

For Aavas Financiers Limited

  
Sharad Pathak  
Company Secretary & Compliance Officer  
(FCS-9587)



Enclosed: a/a



# AAVAS FINANCIERS LIMITED

Investor Presentation – 3M FY21

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Aavas Financiers Ltd.** (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.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

# Update on Impact of COVID-19

| Particulars                      | Impact of COVID-19   |
|----------------------------------|--|
| <b>Business Operations</b>       | Branches & corporate offices are operational while following necessary precautions like regular sanitization of premises, social distancing protocols & wearing of masks etc. In accordance of the localized lockdowns as & when announced by state/local authorities, some branches had to close on a temporary basis (for a few days or over the weekend).   |
| <b>Disbursement</b>              | Business activity is gradually picking up with the phased reopening of the economy. Disbursements of ₹ 590 Mn by May were followed by ₹ 1,540 Mn in June.  |
| <b>Liquidity &amp; Borrowing</b> | <p>Continue to maintain strong liquidity position of ₹ 23,620 Mn as of quarter end. This includes ₹ 15,050 Mn of cash &amp; cash equivalents and ₹ 8,570 Mn of un-availed documented sanctions.</p> <p>During the quarter, availed ₹ 7,160 Mn from NHB &amp; other lenders.</p>  |
| <b>Moratorium</b>                | <p>In accordance with RBI guidelines, moratorium offered to eligible borrowers has been extended till 31<sup>st</sup> August 2020. The exposure under moratorium has reduced from 24.0% as of April to 17.8% as of June. On the balance exposure, the customers have paid their instalments.</p> <ul style="list-style-type: none"> <li>• Self-Employed Customer Loans: moratorium reduced from 27.7% as of April to 20.2% as of June</li> <li>• Salaried Customer Loans: moratorium reduced from 17.2% as of April to 13.3% as of June</li> <li>• Home Loans: moratorium reduced from 23.1% as of April to 17.0% as of June</li> <li>• Other Mortgage Loans: moratorium reduced from 26.9% as of April to 20.3% as of June</li> <li>• Exposure under moratorium for 4 months from March to June is 3.7%</li> <li>• Exposure under moratorium for 3 months from April to June is 7.7%</li> </ul> |
| <b>Provisioning</b>              | During the quarter, additional provision of ₹ 46.2 Mn made for potential impact of COVID-19 (based on the profiling & risk categorization of the customers as well as their behavior during the moratorium period) taking the overall additional provision for COVID-19 impact to ₹ 90.575 Mn as of June. Total ECL provision (including the COVID-19 provisioning) stood at ₹ 268.7 Mn as of June.  |

# Our Background



Commenced operations in 2011  
from Jaipur, Rajasthan



Regulated by Reserve Bank of India (“RBI”)  
Supervised by National Housing Bank (“NHB”)



Currently being run by professional  
management team backed by  
marquee private equity players  
Kedaara Capital and Partners Group



Recognized by NHB for refinance  
facility



Listed on BSE & NSE in October 2018



Retail network of 251 branches



## Our Pillars of Strength

- ✓ Experienced Board of Directors
- ✓ Professional Management Team
- ✓ In-house Execution Model
- ✓ Technology and Data Analytics
- ✓ Improving Credit Ratings
- ✓ Diversified Shareholding Base

# Experienced Board of Directors



## Sandeep Tandon Chairman & Independent Director

**Qualifications:** Bachelor's in Electrical Engineering from University of Southern California

**Prior Engagements:** Tandon Advance Device, Accelyst Solutions



## Soumya Rajan Independent Director\*

**Qualifications:** Bachelor's in Mathematics & Economics from St. Stephens College, Master's in Mathematics from Oxford University

**Prior Engagements:** Waterfield Advisors, Standard Chartered Bank, ANZ Grindlays Bank



## Kalpana Iyer Independent Director

**Qualifications:** Chartered Accountant

**Prior Engagements:** Citibank N.A., IncValue Advisors



## Sushil Kumar Agarwal Managing Director & CEO

**Qualifications:** Chartered Accountant, Company Secretary

**Prior Engagements:** Au SFB, ICICI Bank, Kotak Mahindra Primus. 19+ years of experience in the field of retail financial services



## K. R. Kamath Non-executive Nominee Director

**Qualifications:** Bachelor's degree in commerce from University of Mysore, Certified Associate of the Indian Institute of Bankers

**Prior Engagements:** Corporation Bank, Punjab National Bank, Allahabad Bank, Bank of India



## Vivek Vig Non-executive Nominee Director

**Qualifications:** PG Diploma in management from IIM Bangalore

**Prior Engagements:** Destimoney Enterprises, Centurion Bank of Punjab, PNB Housing Finance, Citibank N.A., India.



## Manas Tandon Promoter Nominee Director

**Qualifications:** Bachelor's degree in technology (electrical engineering) from IIT Kanpur, MBA from Wharton School, University of Pennsylvania

**Prior Engagements:** Matrix India Asset Advisors, TPG Capital India, Cisco



## Nishant Sharma Promoter Nominee Director

**Qualifications:** Master of Technology in Bio-Chemical Engineering and Bio -Technology from IIT Delhi, MBA from Harvard University

**Prior Engagements:** General Atlantic, Mckinsey & Company, Bill & Melinda Gates Foundation



## Kartikeya Dhruv Kaji Promoter Nominee Director

**Qualifications:** Bachelor's degree Economics from the Dartmouth College, New Hampshire, MBA from Wharton School, University of Pennsylvania

**Prior Engagements:** Perella Weinberg Partners and Merrill Lynch, Temasek

\* Change in designation wef. 22<sup>nd</sup> July 2020 post shareholders' approval in the AGM

# Professional Management Team



## Sushil Kumar Agarwal - Managing Director & CEO

- 19+ years of experience in retail financial services
- Prior associated with Kotak Mahindra Prime, ICICI Bank & Au Small Finance Bank (Business Head – SME & Mortgages)



## Ghanshyam Rawat - Chief Financial Officer

- Experience in financial services & allied sectors
- Prior associated with Indorama Synthetics, Accenture, First Blue Home Finance, Deutsche Postbank Home Finance



## S Ram Naresh - Chief Business Officer

- Experience in mortgages and FMCG distribution
- Prior associated with Nestle, GE Money, ICICI Bank, Bajaj Finance



## Ashutosh Atre - Chief Risk Officer

- Experience in credit management
- Prior associated with Equitas, ICICI Bank, Cholamandalam



## Rajeev Sinha - Senior Vice President - Operations

- Prior associated with Indiabulls, CoinTribe



## Surendra Sihag - Senior Vice President - Collections

- Prior associated with Bajaj Finance, Cholamandalam



## Vijay Sethi - Senior Vice President - Human Resources

- Prior associated with ICICI Bank, Larsen & Toubro, Tata Group



## Anurag Srivastava - Senior Vice President - Data Science

- Prior associated with Deloitte, WNS, American Express

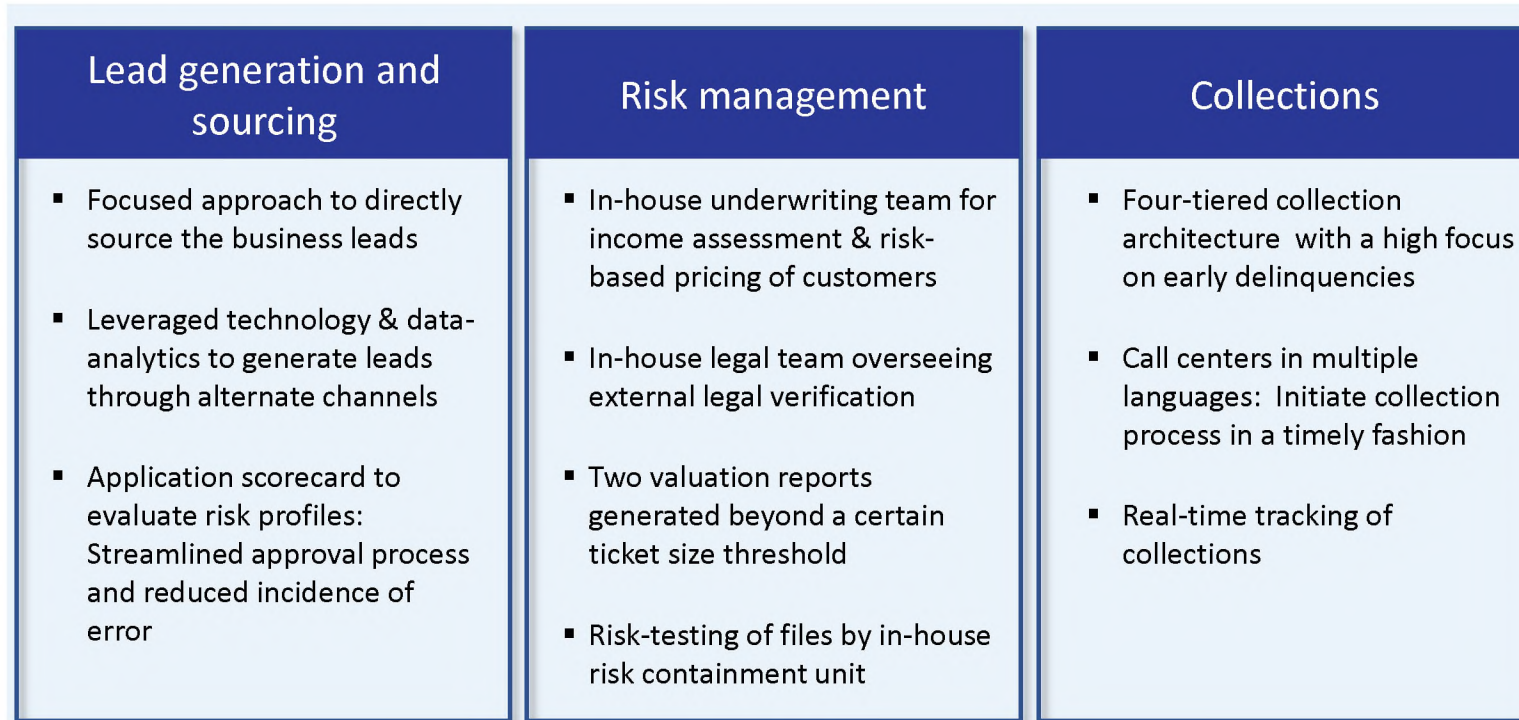


## Sharad Pathak - Company Secretary & Compliance Officer

- Associated with Aavas Financiers since May 2012



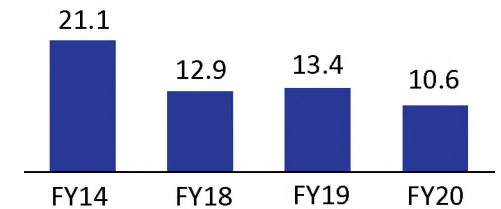
## In-house execution model – Replicated across the states



Superior Business Outcome

### 1. Reduction in average TAT (days)

Turn around time is a key metric for employee incentives



2. Better ability to price risk effectively resulting in yields of 13+%

3. Strong control over loan take-overs by other institutions

4. High collection efficiency and low GNPA

## Lead Generation



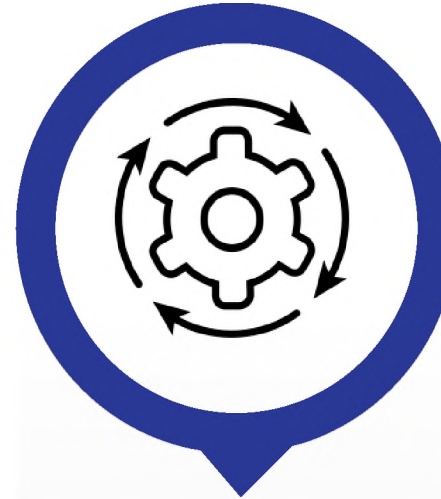
- Majority of the leads are logged in through the sourcing app
- Application scorecard: For Auto-rejection / fast tracking leads
- Mobile app to leverage proponents of housing ecosystem

## Underwriting



- Platform integration with credit bureaus
- Quarterly scrub of credit bureau information
- 60+ profiles to evaluate customers in SENP segment

## Operations



- Tie-up with banks to enable branch-level registration for NACH
- E-disbursement adopted at branches
- Implemented CRM system for better customer servicing

## Collections



- Route optimization for collection personnel
- Analytics model for bounce prediction and assessment of warning signals

# Improving Credit Ratings

## Long-Term Credit Rating

### CARE

Jun-20

AA- /  
Stable



Mar-17

A+ /  
Stable

### ICRA

Jun-20

A+ /  
Positive



Mar-16

A /  
Stable

### CRISIL

Jun-20

A+ /  
Stable



Aug-12

BBB+ /  
Stable

## Short-Term Credit Rating

### Reaffirmed

#### CARE

Jun-20

A1+

Mar-18

A1+

#### ICRA

Jun-20

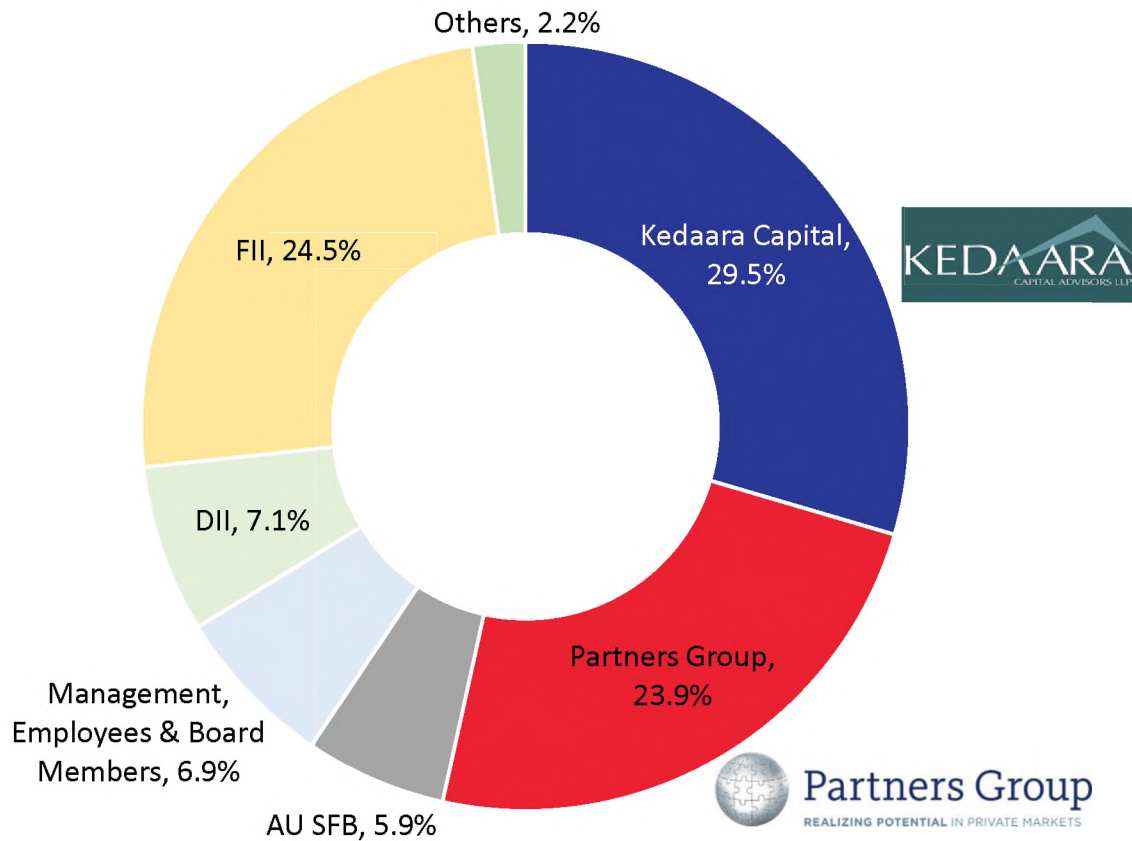
A1+

Mar-18

A1+

# Diversified Shareholding Base

Shareholding Pattern as on 30<sup>th</sup> June 2020



Top Institutional Shareholders as on 30<sup>th</sup> June 2020

| Investor Details                               | % Holding |
|--|-----------|
| AU Small Finance Bank                          | 5.94      |
| Capital Group <sup>^</sup>                     | 5.75      |
| Wasatch Global Advisors <sup>^</sup>           | 5.16      |
| SBI Mutual Fund <sup>^</sup>                   | 3.56      |
| Kotak (Offshore) Asset Management <sup>^</sup> | 2.57      |
| Nomura Asset Management <sup>^</sup>           | 2.55      |
| Wellington Management <sup>^</sup>             | 1.92      |
| Buena Vista Fund Management                    | 1.49      |
| Tata AIA Life Insurance <sup>^</sup>           | 1.10      |

<sup>^</sup>Holding through various schemes/funds

# Housing Sector – Under-penetrated



- ✓ Size of Opportunity
- ✓ Measures from Government and Regulator
- ✓ Long-term Government Support

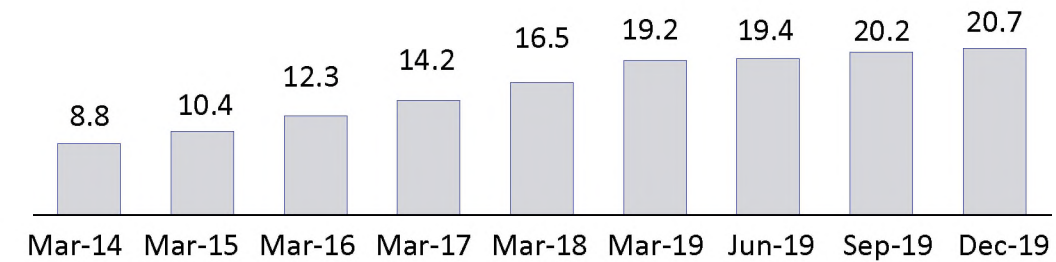
# Size of Opportunity

## Indian Housing Finance

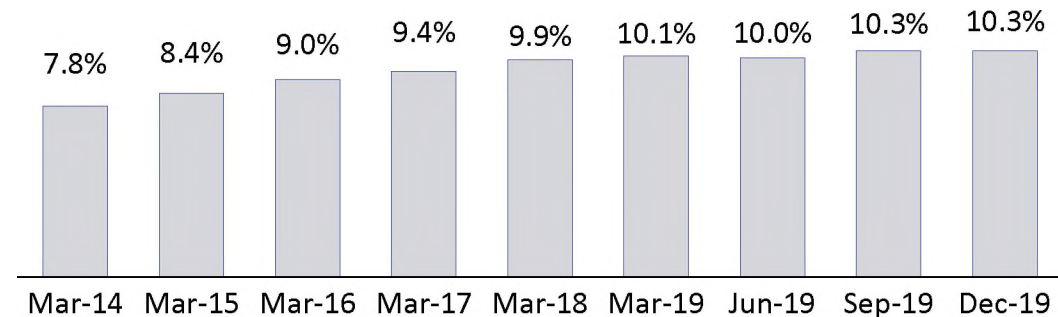
|                                |   |                               |
|--------------------------------|---|-------------------------------|
| Market Size<br>(as on Dec-19)  | ₹ 20.7 Trn                                    |                               |
| YoY Growth<br>(as on Dec-19)   | <b>+13%</b><br>Banks - 18%, HFCs & NBFCs - 6% |                               |
| Market Share<br>(as on Dec-19) | <b>Banks - 66%</b>                            | <b>HFCs &amp; NBFCs - 34%</b> |

|   |  |   |
|---|--|---|
| <p>Housing Credit Growth Outlook</p> <p>FY20 ~ 12-14%</p> <p>FY21 ~ 9-12%</p> | <p>Affordable HFCs YoY Growth<br/>(as on Dec-19)</p> <p><b>26%</b></p> | <p>Affordable segment expected to grow at faster pace than overall industry</p> |
|---|--|---|

## Housing Market (₹ Trn)



## Mortgage Penetration (%)





## Additional refinance for HFCs

NHB has been extended an additional refinance facility of Rs. 50,000 Mn for housing finance companies in August.

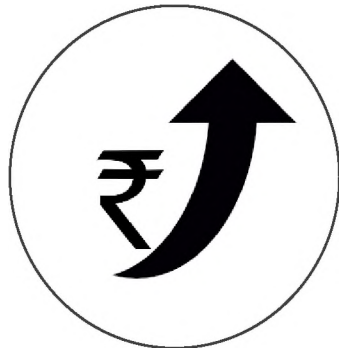


## Moratorium under Covid package

RBI permitted banks & NBFCs/HFCs/MFIs to allow a further 3-month moratorium to their borrowers on the payment of installments till 31 August 2020 without downgrade of asset classification of borrower's rating with credit bureau agencies.

## Enhancement of Partial Credit Guarantee Scheme (PCGS)

The erstwhile PCGS1 launched by Government in Dec-19 provided a 10% first loss guarantee to PSU banks for purchase of pooled assets rated BBB+ or above from NBFCs/HFCs/MFIs. In May-20, Government launched PCGS2 providing a 20% first loss guarantee to PSU banks for purchase of bonds issued by non-AAA rated NBFCs/HFCs/MFIs. The total combined allocation for these 2 schemes is Rs. 100,000 Mn.



## Cut followed by pause in policy rate

During MPC meet in May, RBI reduced the policy repo rate by further 40bps to its lowest ever level of 4.00% for boosting the economy. Due to recent uptick in inflation owing to supply side disruption, a status quo on rates was unanimously voted for during MPC meet in August.

## Demand Side

### Interest Subsidy Scheme (CLSS – Credit Linked Subsidy Scheme)

- Interest rate subsidy scheme under Pradhan Mantri Awas Yojna (PMAY)
- Interest subsidy (between Rs. 0.22 to 0.27 Mn) for first time home buyers with annual income up to Rs. 1.8 Mn

### Improving Affordability

- Additional tax deduction up to Rs. 0.15 Mn for interest paid on loans to purchase homes priced below Rs. 4.5 Mn extended till 31 March 2021

### GST rate reduction

- GST reduced on under-construction housing projects from 12% (with ITC) to 5% (without ITC) & on affordable housing projects from 8% (with ITC) to 1% (without ITC) with effect from 1 April 2019
- Scope of affordable housing expanded to those costing up to Rs. 4.5 Mn & measuring carpet area of 60sqm in metros & 90sqm in non-metros

## Supply Side

### Income Tax Expenses

- Tax holiday on profits generated by developers of affordable housing projects approved till 31 March 2021

### “Infrastructure” status to Affordable Housing

- “Infrastructure” status accorded to affordable housing thereby easing access to institutional credit

### Budgetary Allocation

- Allocation to PMAY has increased from Rs. 2,53,280 Mn for 2019-20 to Rs. 2,75,000 Mn for 2020-21
- Extra budgetary allocation of Rs. 1,00,000 Mn each for PMAY-urban & PMAY-Rural



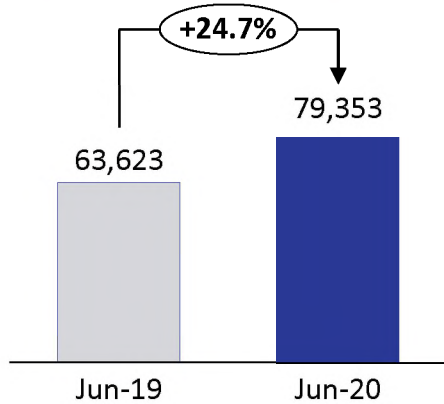


# Financial Performance

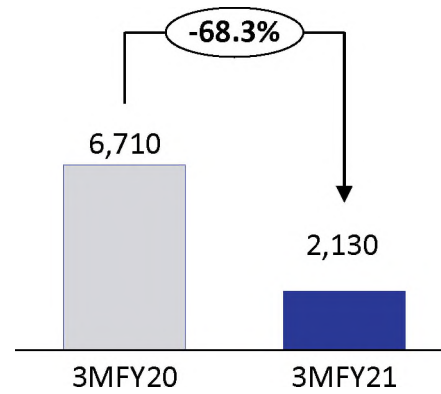
- ✓ Key Business Parameters
- ✓ Geographical Distribution
- ✓ Spreads and Margins
- ✓ Asset Quality
- ✓ Liability Franchise
- ✓ Key Ratios

# Performance Highlights

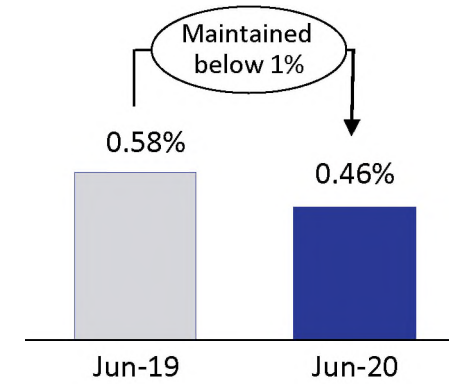
AUM (₹ Mn)



Disbursement (₹ Mn)

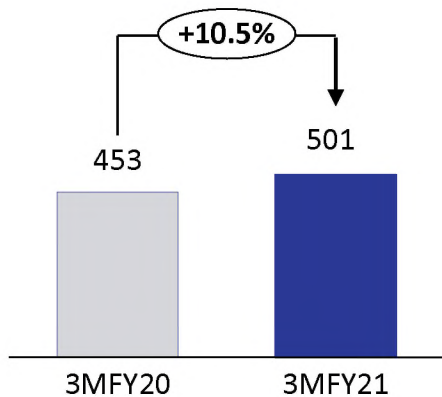


GNPA (%)

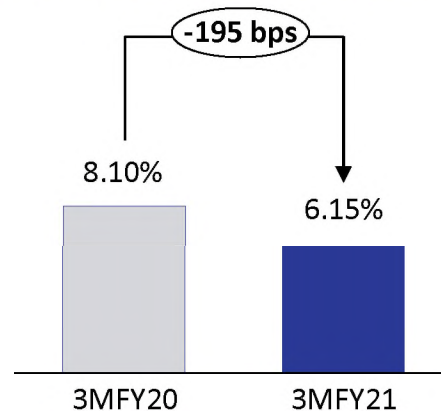


Average Amount<sup>^</sup> per Active Loan Account as on Jun-20  
**₹ 0.83 Mn**

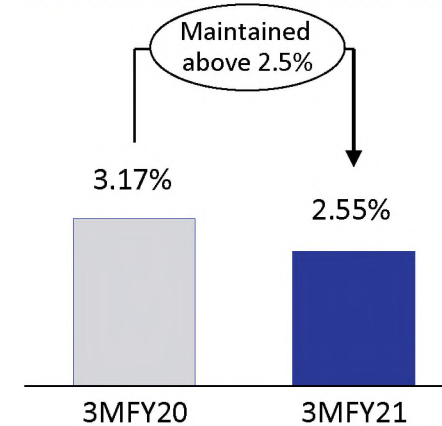
PAT\* (₹ Mn)



NIM (%)



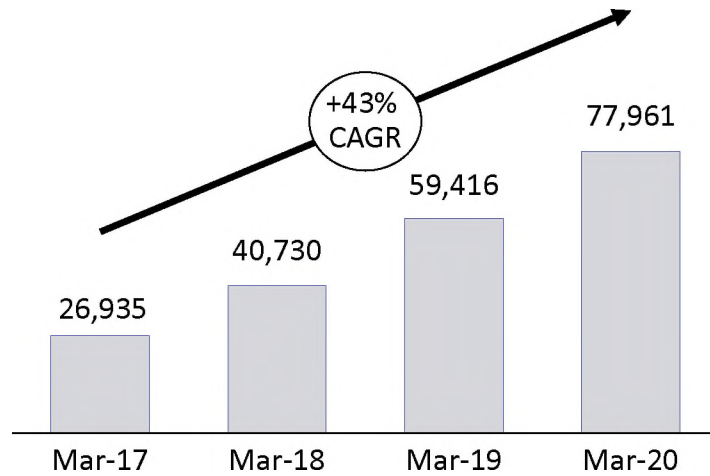
ROA (%)



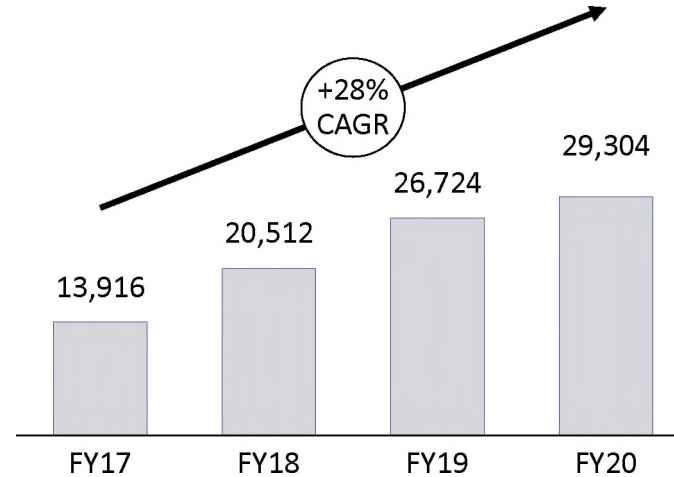
Average Amount<sup>^</sup> per Disbursed Loan Account in 3MFY21  
**₹ 0.70 Mn**

# Healthy Business Growth

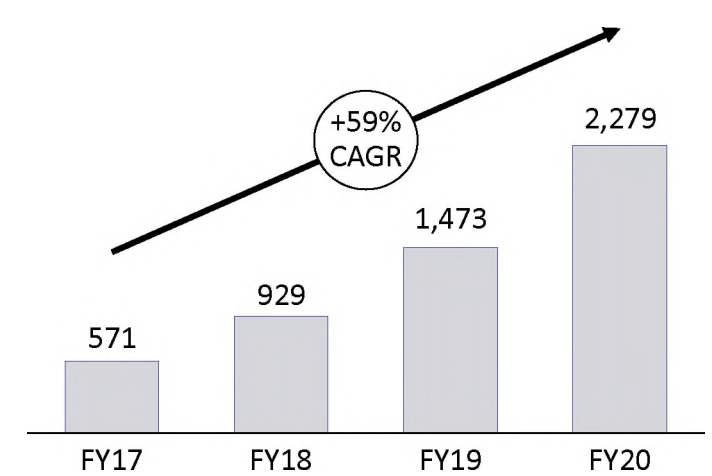
AUM (₹ Mn)



Disbursements (₹ Mn)



PAT\* (₹ Mn)



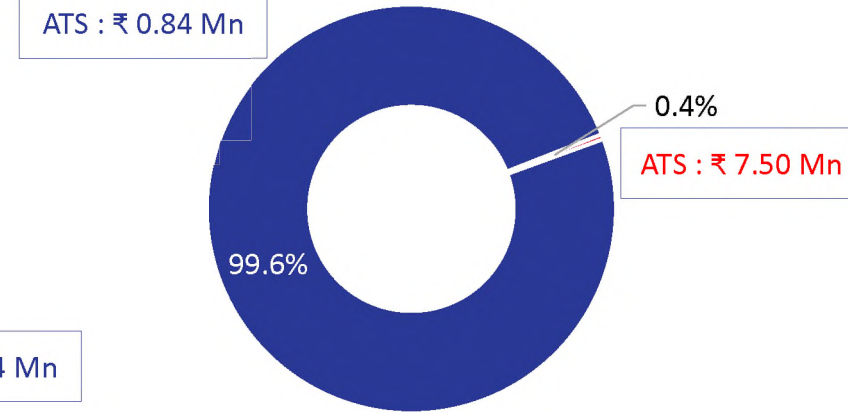
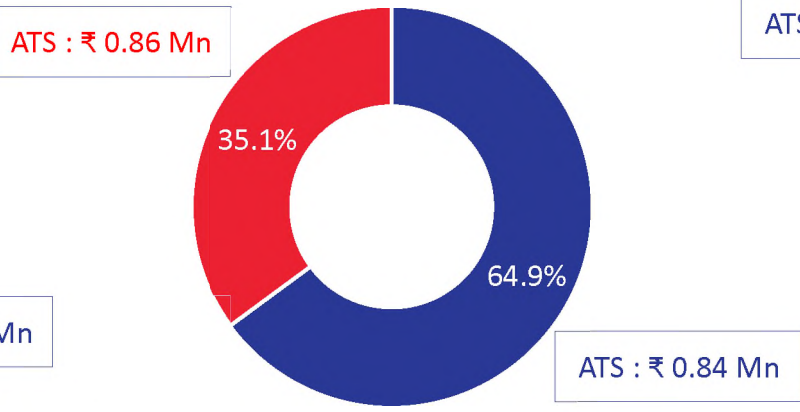
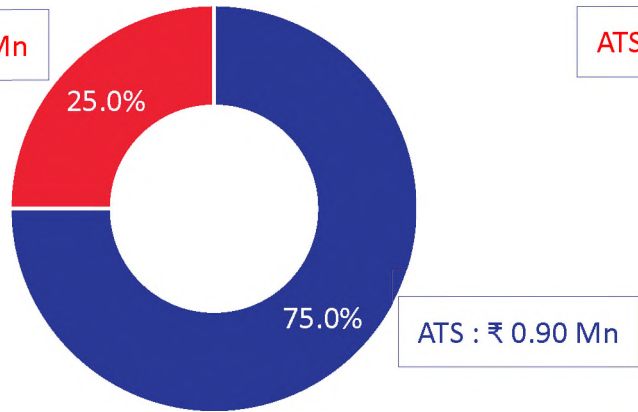
# AUM Break-up

## Product Category

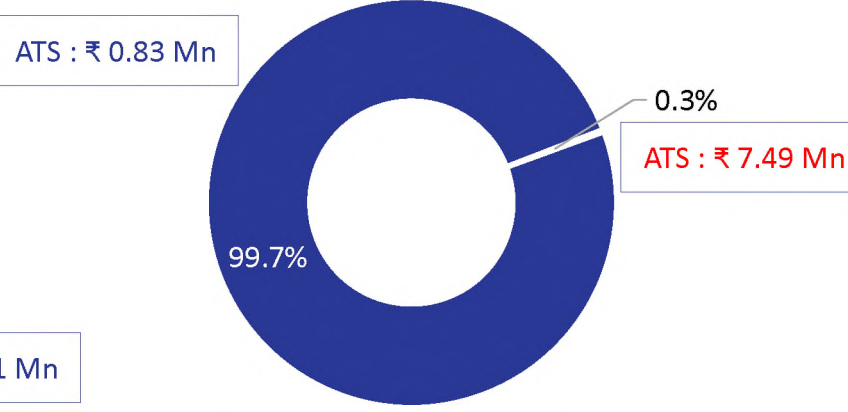
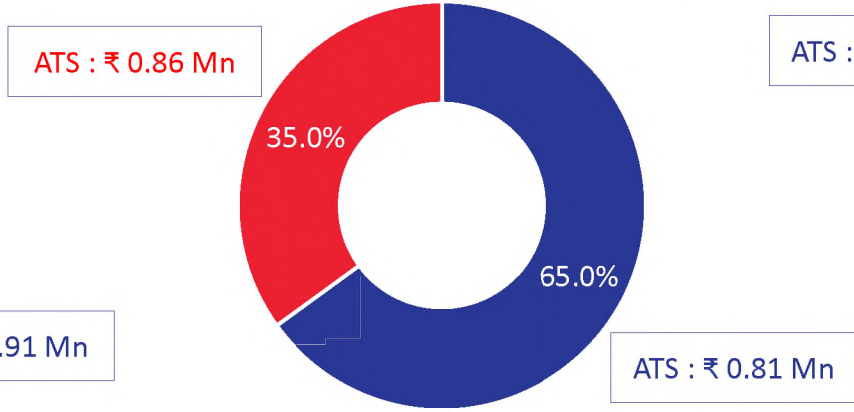
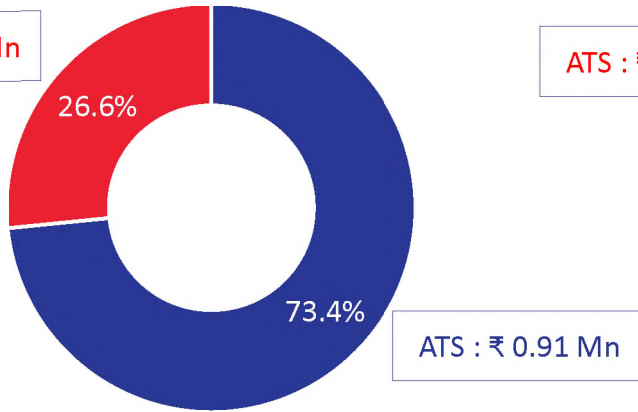
## Occupation Category

## Customer Category

30-Jun-19



30-Jun-20



Home Loan Other Mortgage Loan

Self-Employed Salaried

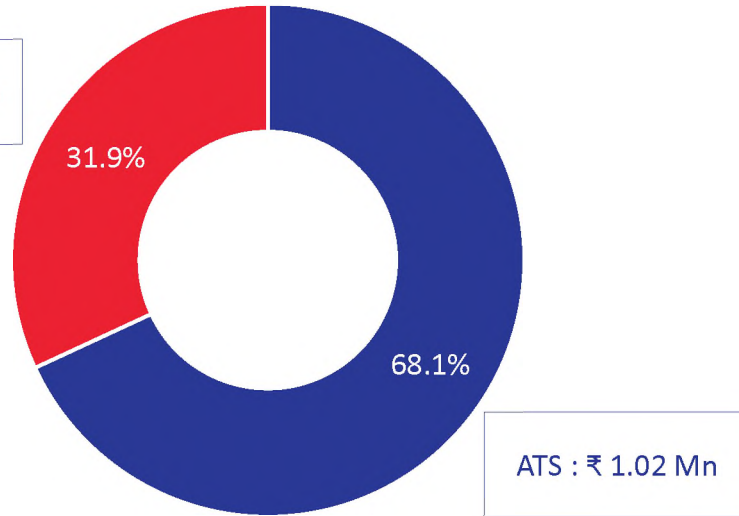
Retail Corporate

ATS : Average Amount (at the time of Sanction) per Active Loan Account

# Disbursement Break-up – Product Category

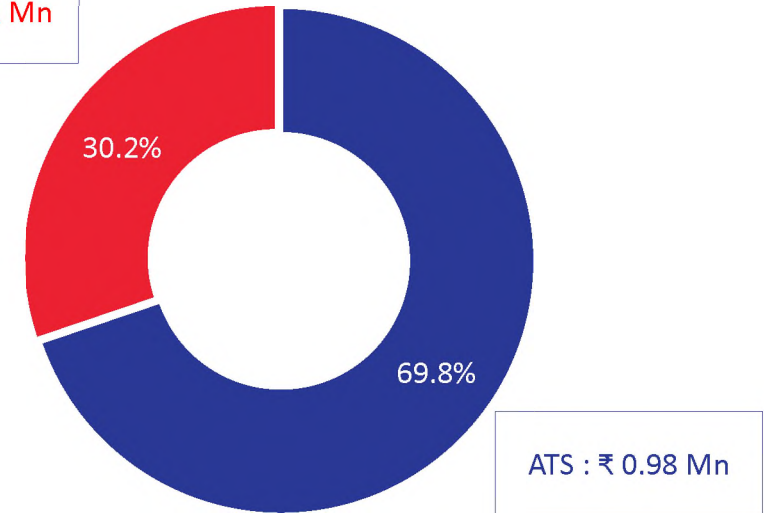
3M FY20

ATS : ₹ 0.52 Mn



3M FY21

ATS : ₹ 0.41 Mn



■ Home Loan ■ Other Mortgage Loan

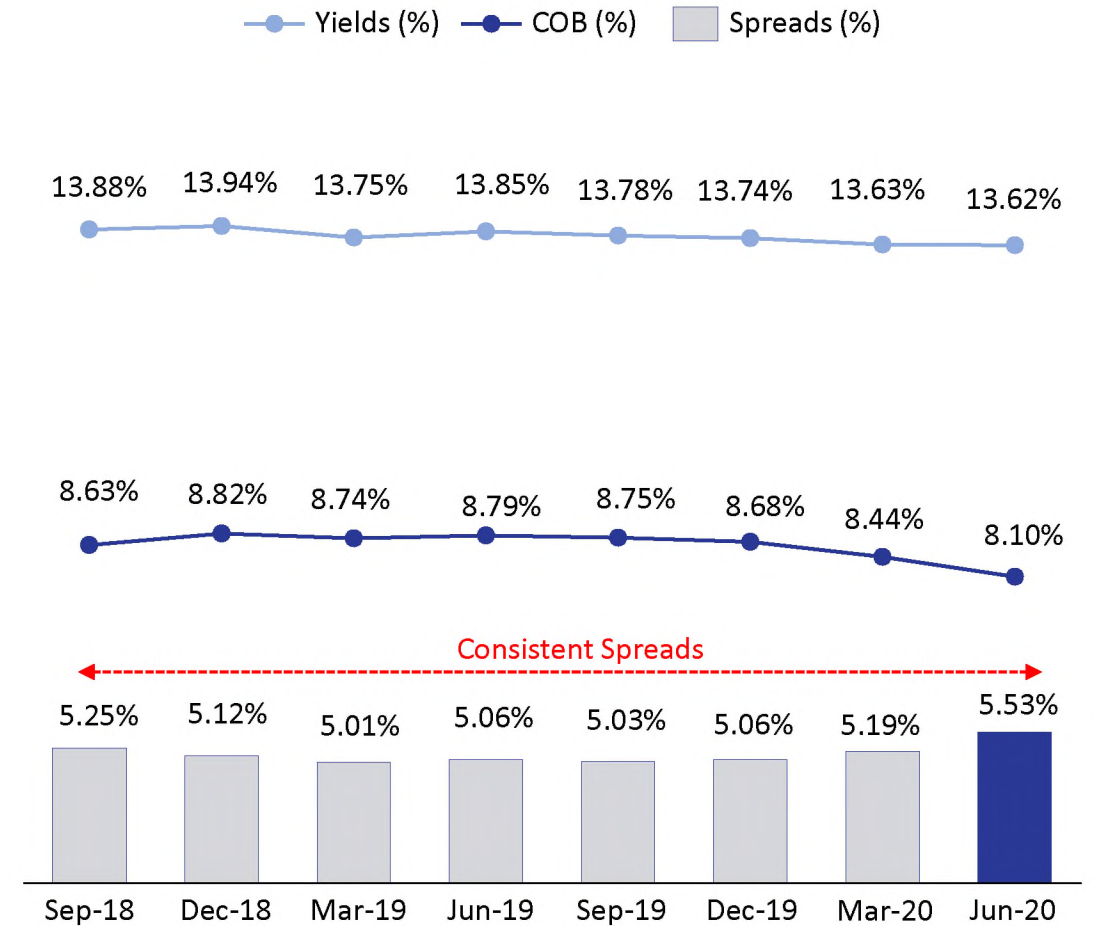
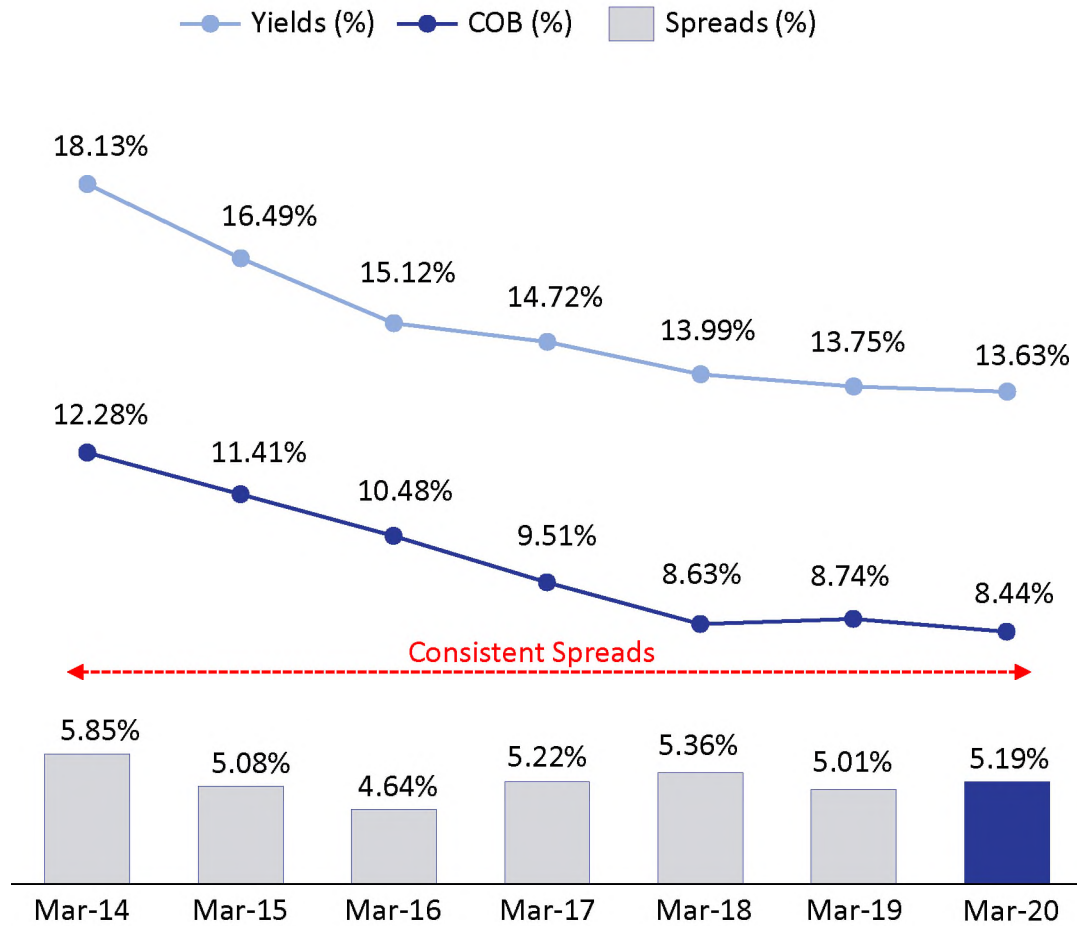
ATS : Average Amount (at the time of Sanction) per Disbursed Loan Account

# Geographical Distribution

| State          | Branches        | Operations Commenced in |
|----------------|-----------------|-------------------------|
| Rajasthan      | 88              | 2012                    |
| Maharashtra    | 42              | 2012                    |
| Gujarat        | 37              | 2012                    |
| Madhya Pradesh | 36              | 2013                    |
| Delhi          | 6 <sup>^</sup>  | 2013                    |
| Haryana        | 14 <sup>*</sup> | 2017                    |
| Chhattisgarh   | 5               | 2017                    |
| Uttar Pradesh  | 14              | 2018                    |
| Uttarakhand    | 9               | 2018                    |
| <b>Total</b>   | <b>251</b>      |                         |

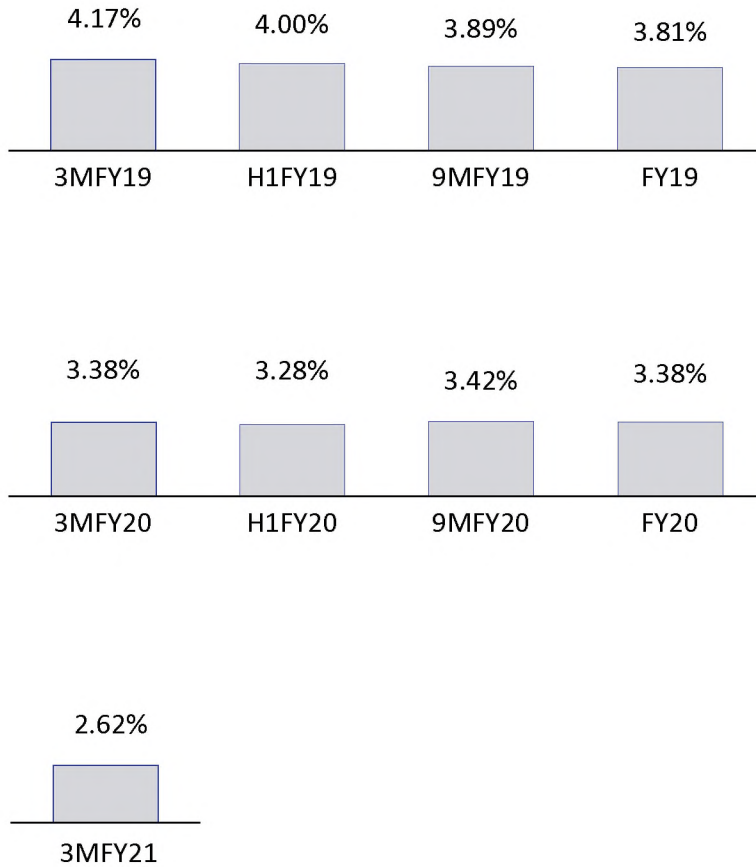
# Consistent Spreads

## Yields, Cost of Borrowings and Spreads (%)

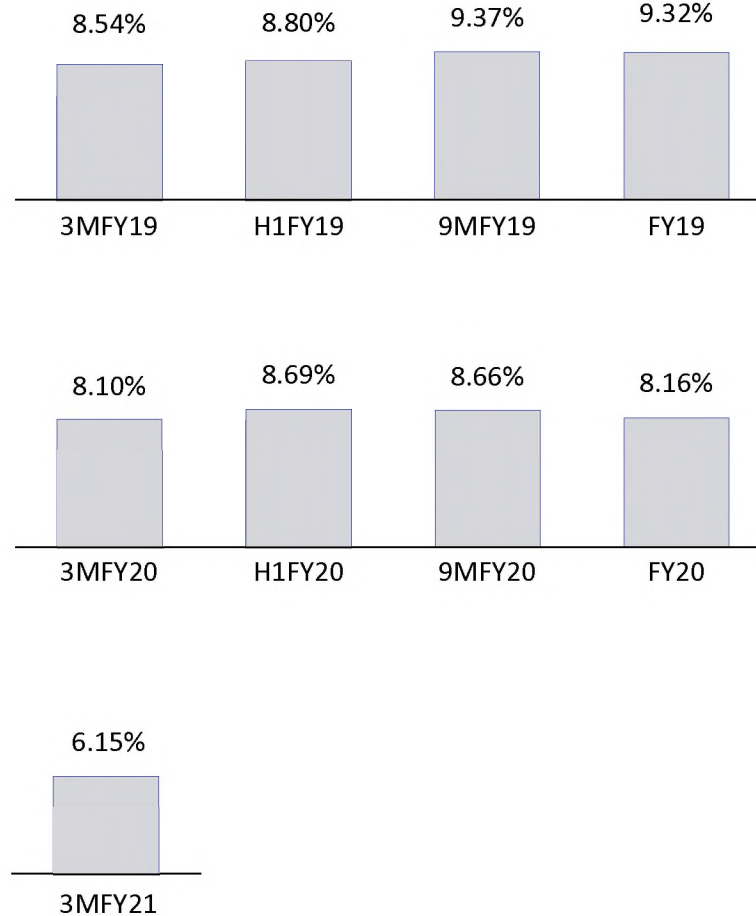


# Margin and Cost Efficiency

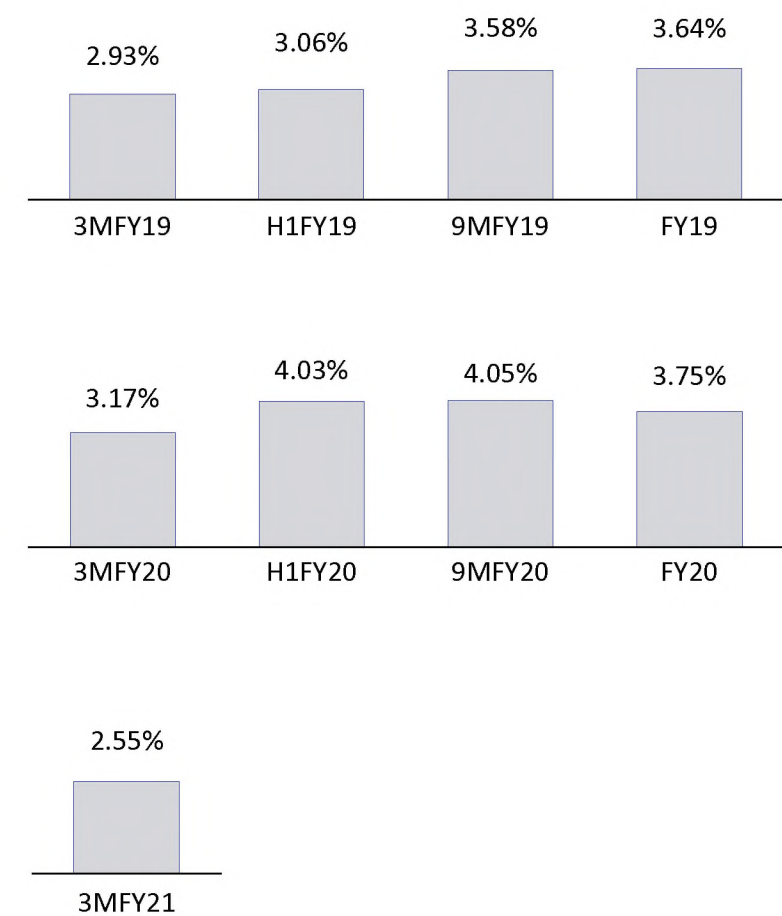
## OpEx (%)



## NIM (%)

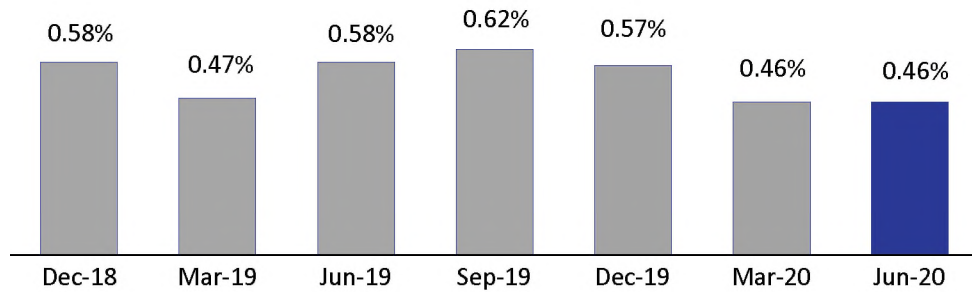


## ROA (%)

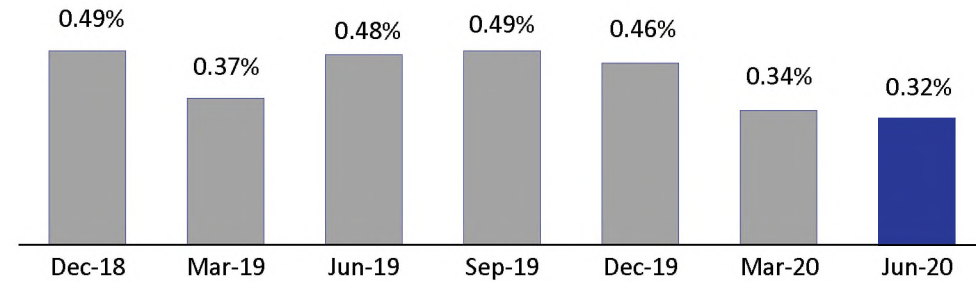




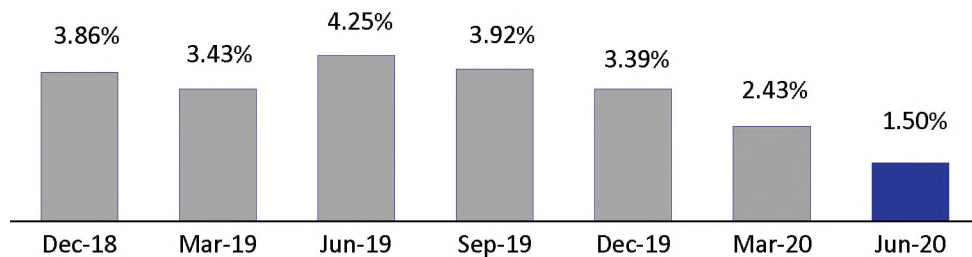
## Gross NPAs (%)



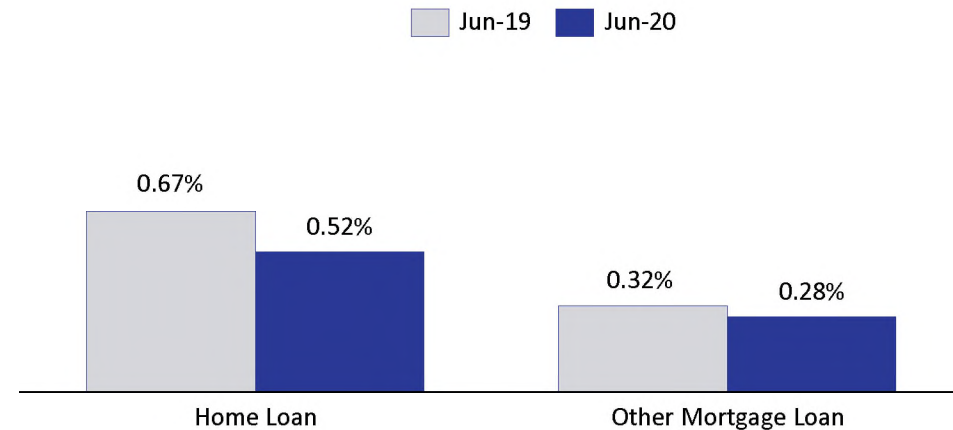
## Net NPAs (%)



## 1+DPD (%)



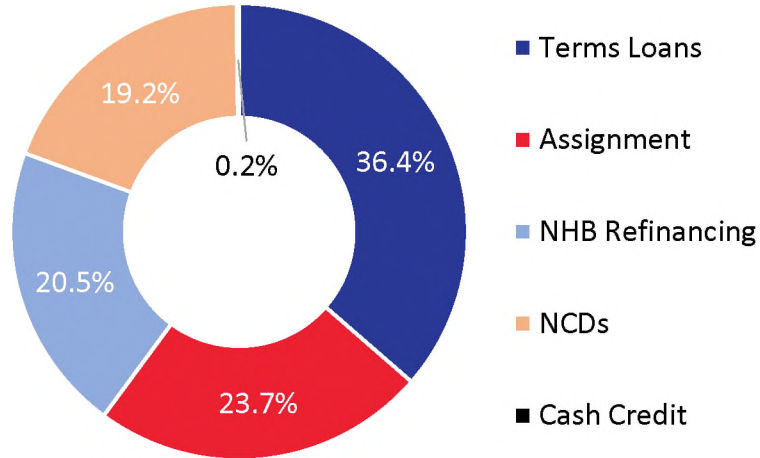
## Segment-wise GNPA's



# Robust Liability Franchise

## Diversified Funding Mix

As on Jun-20



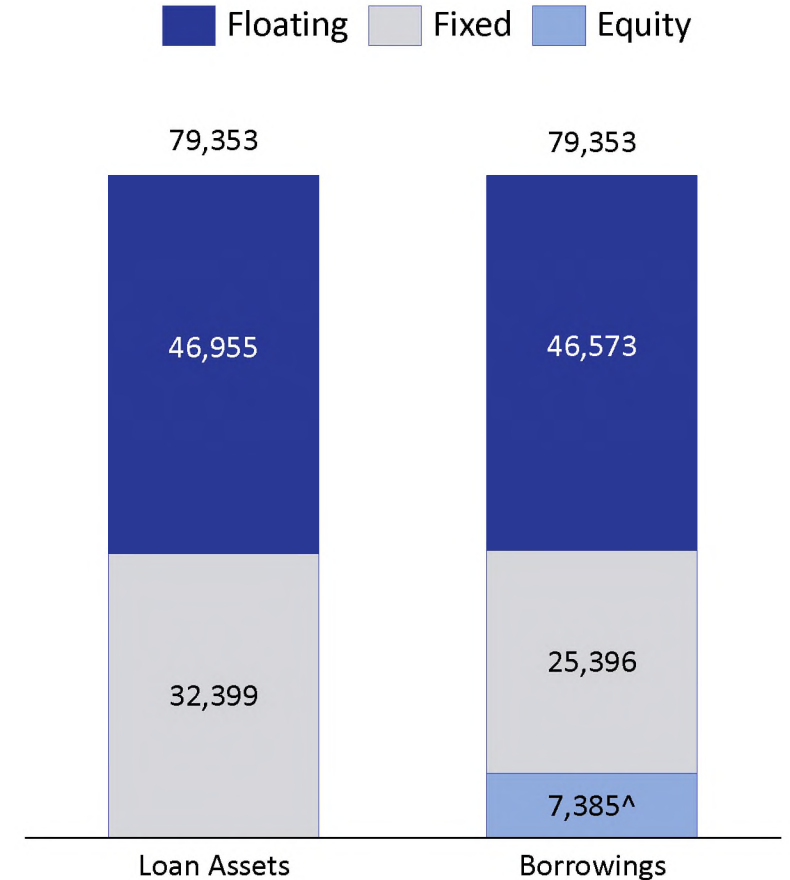
**31 Lenders**  
Diversified Mix

**No exposure**  
to Commercial Papers

**Incremental Q1 FY21 borrowings**  
₹ 7,160 Mn for 43 months at 6.02%

## Loan Assets & Borrowings (₹ Mn)

As on Jun-20



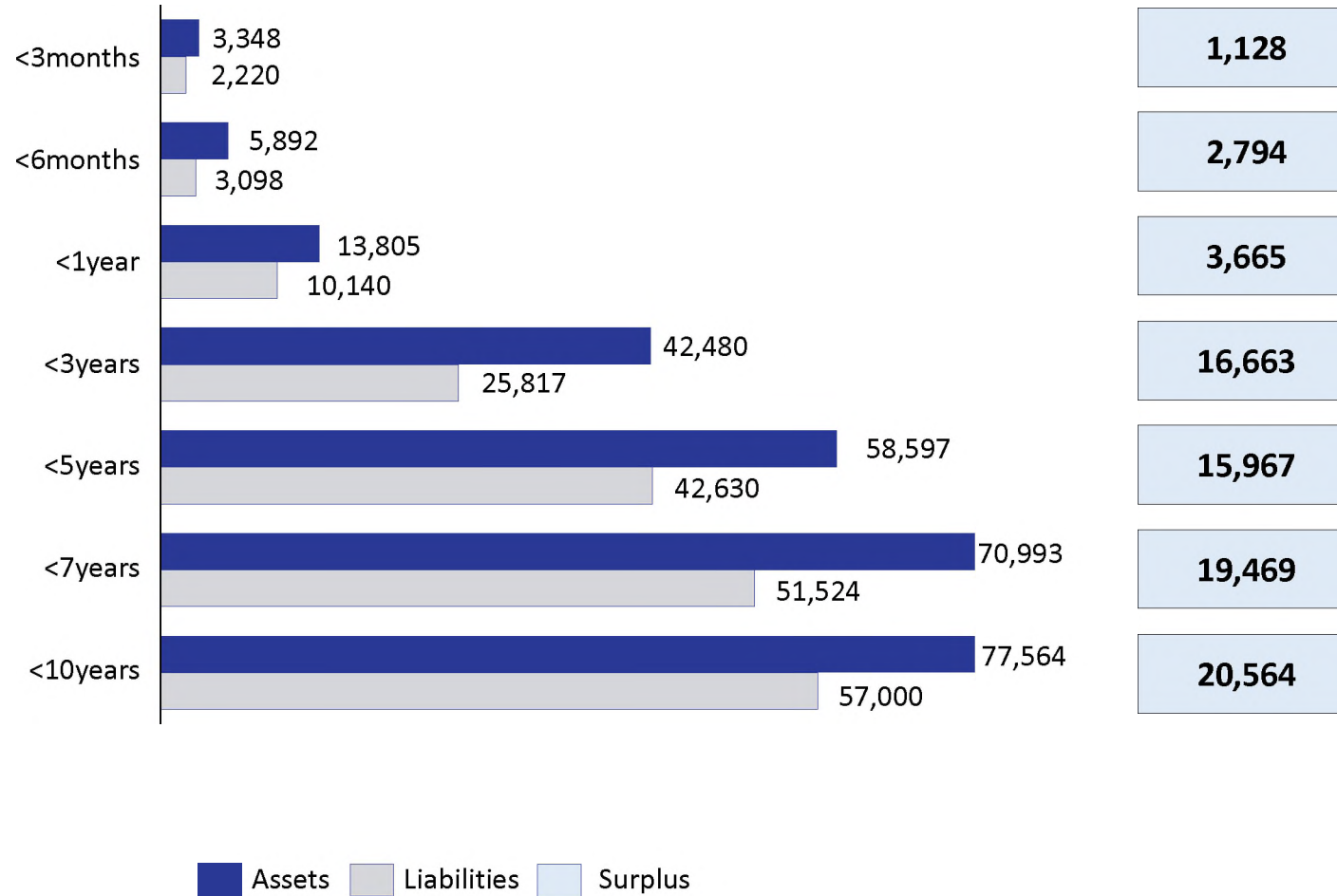
## Payment Schedule of Debt Capital Market Exposure

| NCD Investor      | Exposure (₹ Mn) | Payment Schedule (₹ Mn) |                |                |                |                |                |              |              |
|-------------------|-----------------|-------------------------|----------------|----------------|----------------|----------------|----------------|--------------|--------------|
|                   | 30-Jun-20       | FY21                    | FY22           | FY23           | FY24           | FY25           | FY26           | FY27         | FY28         |
| Mutual Fund       | 250             | -                       | -              | -              | 250            | -              | -              | -            | -            |
| Domestic Bank     | 2,250           | -                       | 1,500          | -              | 750            | -              | -              | -            | -            |
| CDC               | 2,000           | -                       | -              | 500            | 500            | 500            | 500            | -            | -            |
| IFC               | 4,750           | -                       | -              | 1,300          | -              | 3,450          | -              | -            | -            |
| ADB               | 4,444           | -                       | 341.8          | 683.7          | 683.7          | 683.7          | 683.7          | 683.7        | 683.7        |
| Insurance Company | 100             | -                       | -              | -              | 100            | -              | -              | -            | -            |
| <b>Total (Mn)</b> | <b>13,794</b>   | <b>-</b>                | <b>1,841.8</b> | <b>2,483.7</b> | <b>2,283.7</b> | <b>4,633.7</b> | <b>1,183.7</b> | <b>683.7</b> | <b>683.7</b> |

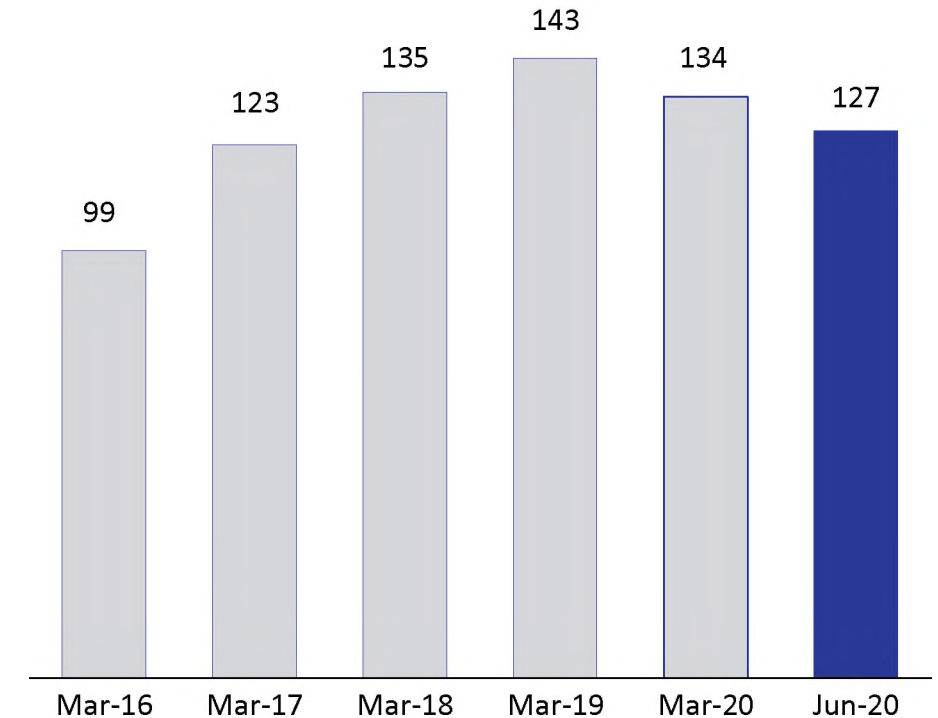
<sup>^</sup> gap between Loan Assets & Borrowings filled by a portion of Equity

## Surplus Management\* (₹ Mn)

As on Jun-20



## Average tenor of outstanding borrowing (months)



\* Data as per IGAAP

# Comfortable Liquidity Position

| Particulars (₹ Mn)                                 | As on Jun-20  |
|--|---------------|
| Cash & Cash Equivalents                            | 15,050        |
| Un-availed CC Limits                               | 1,270         |
| Documented & Un-availed Sanctions from NHB         | 4,000         |
| Documented & Un-availed Sanctions from other Banks | 3,300         |
| <b>Total Liquidity Position</b>                    | <b>23,620</b> |

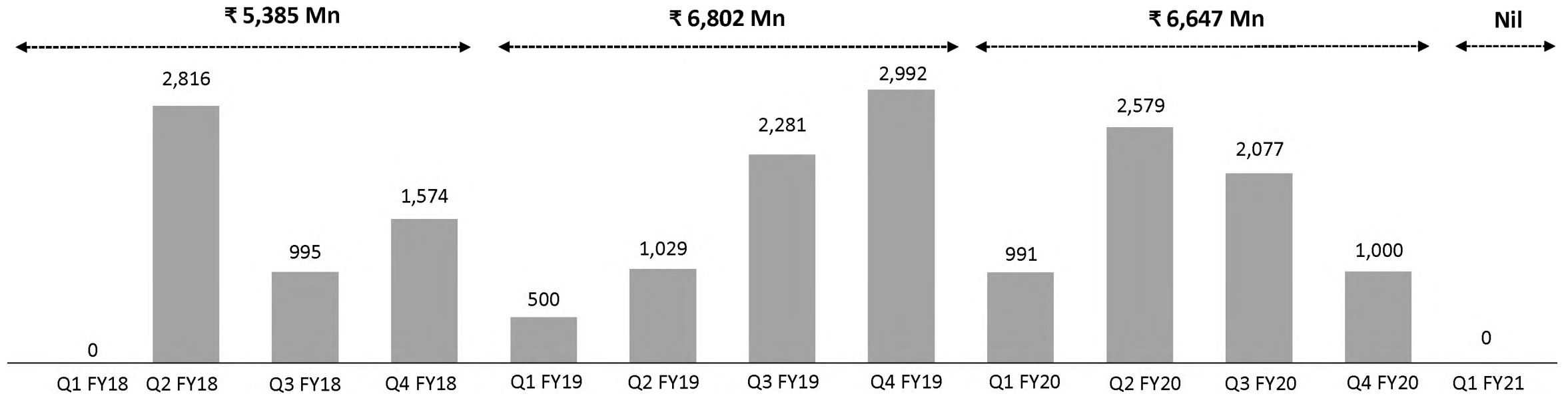
**High Quality  
Liquidity of  
₹ 20,320 Mn**

| Particulars (₹ Mn )                                  | Q2 FY21       | Q3 FY21       | Q4 FY21       |
|--|---------------|---------------|---------------|
| <b>Opening Liquidity</b>                             | <b>23,620</b> | <b>24,527</b> | <b>26,821</b> |
| Add: Principal Collections & Surplus from Operations | 1,735         | 3,053         | 3,117         |
| Less: Debt Repayments                                | 828           | 759           | 910           |
| <b>Closing Liquidity</b>                             | <b>24,527</b> | <b>26,821</b> | <b>29,028</b> |

**~ ₹ 29,028 Mn of Surplus Funds\* available for business**

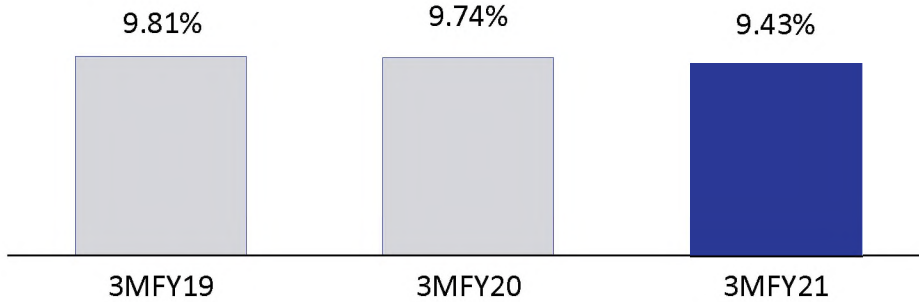
\* without including any incremental borrowings

# Net Securitization Volume

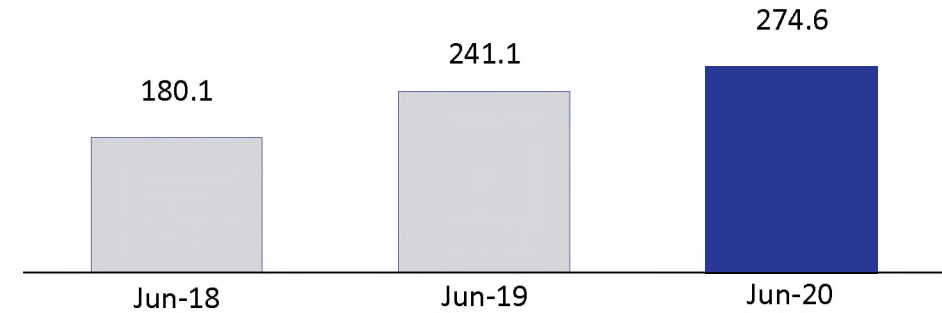


# Key Financial Ratios

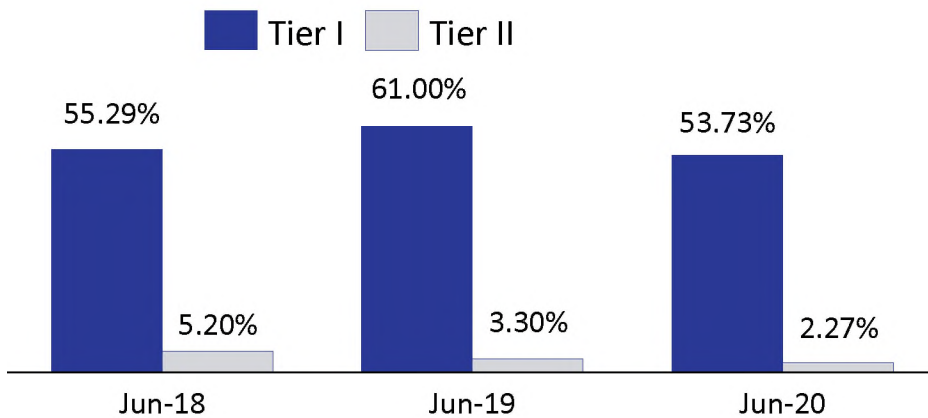
## ROE (%)



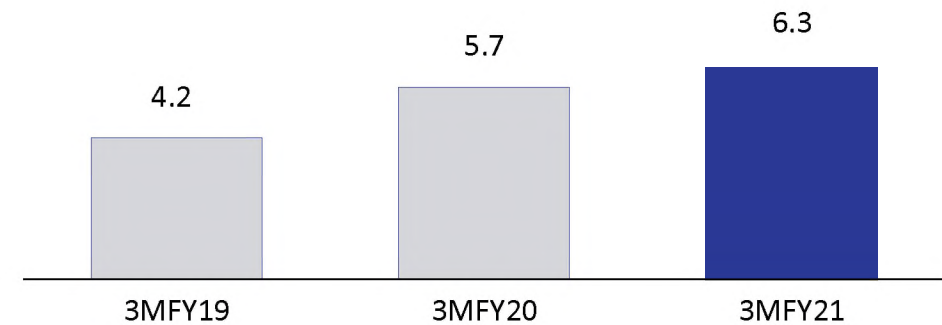
## Book Value Per Share (₹)



## Capital Adequacy Ratio (%)



## Earning Per Share\* (₹)





## Annexures

- ✓ Quarterly Profit & Loss Statement
- ✓ Balance Sheet
- ✓ PAT Reconciliation
- ✓ ECL Provisioning
- ✓ Networth Reconciliation

# Quarterly Profit & Loss Statement

| Particulars (₹ Mn)   | Q1 FY21        | Q1 FY20        | Y-o-Y        |
|--|----------------|----------------|--------------|
| Interest Income (incl. Processing Fee)                                       | 2,297.5        | 1,836.5        | <b>25.1%</b> |
| Gain on derecognition of financial instruments under amortized cost category | -              | 69.3           |              |
| Non-Interest Income  | 38.4           | 69.5           |              |
| Interest Expense (incl. Finance Charges)                                     | (1,130.5)      | (815.6)        |              |
| <b>NIM</b>   | <b>1,205.4</b> | <b>1,159.6</b> | <b>3.9%</b>  |
| Operating Expenses   | 513.6          | 483.8          |              |
| Credit Costs   | 59.6           | 32.5           |              |
| <b>Profit Before Tax</b>   | <b>632.3</b>   | <b>643.4</b>   | <b>-1.7%</b> |
| Provision for Taxation   | 131.5          | 190.3          |              |
| <b>Profit After Tax</b>  | <b>500.8</b>   | <b>453.1</b>   | <b>10.5%</b> |
| Total Comprehensive Income   | 500.8          | 453.1          | 10.5%        |
| <b>EPS (Diluted)</b>   | <b>6.3</b>     | <b>5.7</b>     |              |



# Balance Sheet

| Particulars (₹ Mn )            | 30-Jun-20       | 31-Mar-20       |
|--------------------------------|-----------------|-----------------|
| <b>Sources of Funds</b>        |                 |                 |
| Share Capital                  | 783.2           | 783.2           |
| Reserves & Surplus             | 20,722.6        | 20,196.1        |
| Borrowings                     | 56,762.3        | 53,520.4        |
| Deferred Tax Liability (Net)   | 262.6           | 317.0           |
| Other Liabilities & Provisions | 1,748.5         | 1,763.7         |
| <b>Total</b>                   | <b>80,279.4</b> | <b>76,580.4</b> |
| <b>Application of Funds</b>    |                 |                 |
| Loan Assets                    | 63,564.0        | 61,808.0        |
| Investments                    | 45.0            | 45.0            |
| Fixed Assets                   | 305.2           | 318.6           |
| Liquid Assets                  | 14,057.8        | 11,920.6        |
| Other Assets                   | 2,307.4         | 2,488.3         |
| <b>Total</b>                   | <b>80,279.4</b> | <b>76,580.4</b> |

# PAT Reconciliation

| Particulars (₹ Mn )  | Q1 FY21      | Q1 FY20      | Y-o-Y        |
|--|--------------|--------------|--------------|
| <b>Net Profit as per IGAAP</b>   | <b>601.2</b> | <b>453.7</b> | <b>32.5%</b> |
| <b><u>Add / (Less) : Adjustments as per IndAS on account of:</u></b>   |              |              |              |
| Adoption of effective interest rate (EIR) for amortisation of Income and expenses - financial assets at amortised cost / net interest on credit impaired loans | 9.6          | 9.0          |              |
| Fair valuation of employee stock options (ESOP)  | (24.8)       | (9.3)        |              |
| Adoption of effective interest rate (EIR) for amortisation of expenses - financial liabilities at amortised cost   | (8.8)        | (1.7)        |              |
| Net gain from excess interest spread on assignment transactions  | (154.5)      | (61.7)       |              |
| Expected Credit Loss (ECL) provision   | (3.4)        | 2.0          |              |
| Other Adjustments  | 6.7          | 3.7          |              |
| Deferred Tax impact on above adjustments and reversal of DTL on special reserve  | 74.8         | 57.4         |              |
| <b>Net Profit Before Other Comprehensive Income as per IndAS</b>   | <b>500.8</b> | <b>453.1</b> | <b>10.5%</b> |
| Other Comprehensive Income after Tax   | -            | -            |              |
| <b>Total Comprehensive Income as per IndAS</b>   | <b>500.8</b> | <b>453.1</b> | <b>10.5%</b> |

# ECL Provisions

| Particulars (₹ Mn )                    | 30-Jun-20     | 30-Jun-19     |
|--|---------------|---------------|
| Gross Stage 3 GNPA                     | 294.8         | 299.4         |
| % portfolio in Stage 3 (GNPA%)         | 0.46%         | 0.58%         |
| ECL Provision Stage 3                  | 89.4          | 55.2          |
| Net Stage 3                            | 205.4         | 244.2         |
| <b>Coverage Ratio % Stage 3</b>        | <b>30.31%</b> | <b>18.43%</b> |
| Gross Stage 1 & 2                      | 63,537.9      | 50,976.9      |
| % portfolio in stage 1 & 2             | 99.54%        | 99.42%        |
| ECL Provision Stage 1 & 2              | 179.3         | 86.1          |
| Net Stage 1 & 2                        | 63,358.6      | 50,890.8      |
| <b>ECL Provision % Stage 1 &amp; 2</b> | <b>0.28%</b>  | <b>0.17%</b>  |
| Gross Stage 1, 2 & 3                   | 63,832.7      | 51,276.3      |
| ECL Provision Stage 1, 2 & 3           | 268.7         | 141.3         |
| <b>Total ECL Provision %</b>           | <b>0.42%</b>  | <b>0.28%</b>  |

# Networth Reconciliation

| Particulars (₹ Mn )  | 30-Jun-20       |
|--|-----------------|
| <b>Net worth as per previous GAAP</b>  | <b>19,953.2</b> |
| Adjustments increasing/(decreasing) net worth as reported under previous GAAP:   |                 |
| Adoption of EIR for amortisation of Income and expenses - financial assets at amortised cost / net interest on credit impaired loans | (219.7)         |
| Adoption of EIR for amortisation of expenses - financial liabilities at amortised cost   | 119.0           |
| Net gain from excess interest spread on assignment transactions  | 1,479.8         |
| Expected Credit Loss (ECL)   | 12.1            |
| Other Adjustments  | (31.7)          |
| Deferred Tax impact on above adjustments and reversal of DTL on special reserve  | 193.2           |
|  |                 |
| <b>Net worth as per Ind AS</b>   | <b>21,505.9</b> |



SAPNE AAPKE, SAATH HAMAARA

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(Formerly known as Au HOUSING FINANCE LIMITED)

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**Thank You !**