

# AAVAS FINANCIERS LTD

Investor Presentation – FY25



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# 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 397 branches

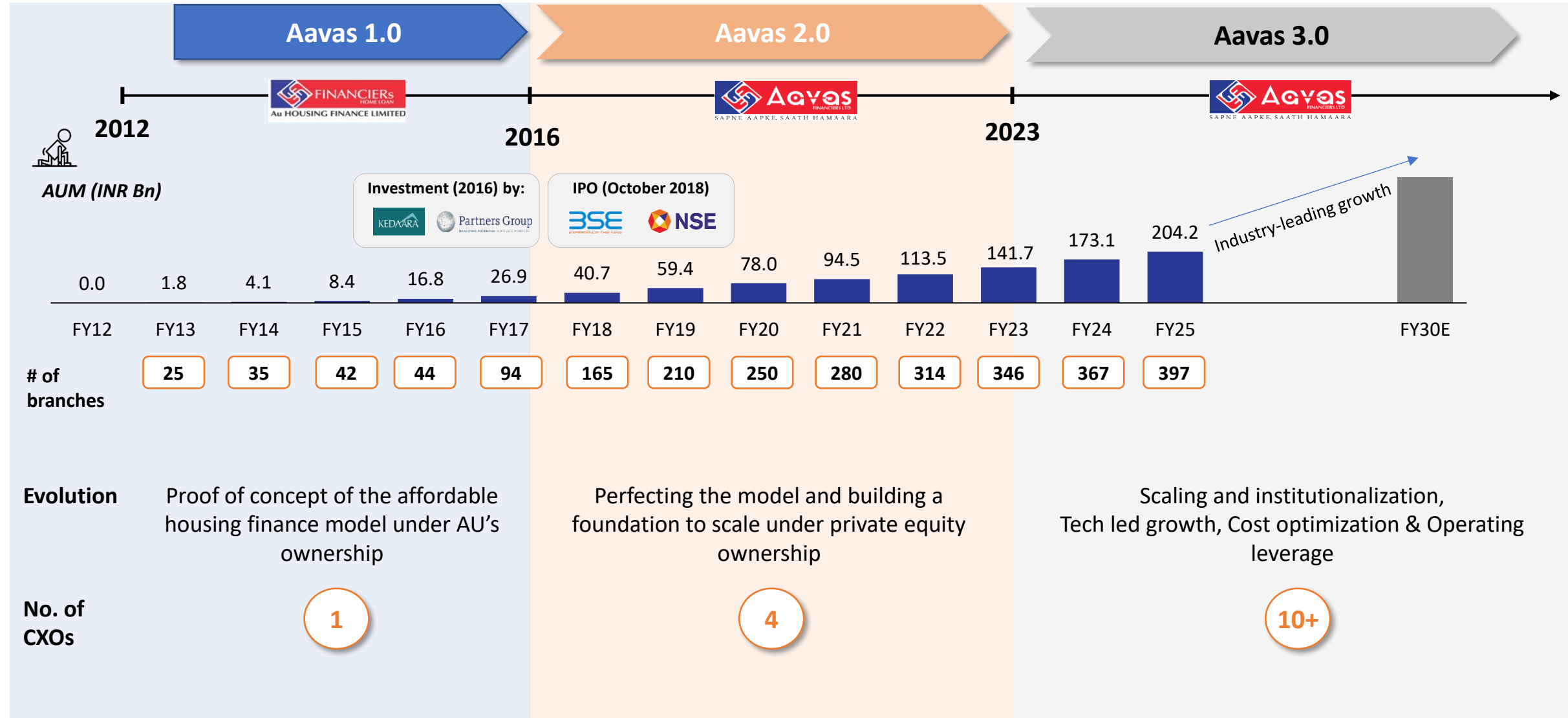


## Our Pillars of Strength

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



# Aavas 3.0: Building a lasting institution



Note: FY30E bar is only for illustrative purposes

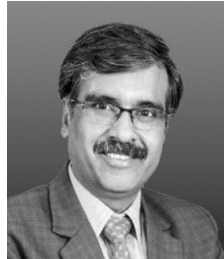
# Strong Management Depth continues to drive Aavas's Outperformance



## **Sachinder Bhinder**

### **Managing Director & CEO**

- 27+ years of experience
- Prior associated with Kotak Mahindra Bank (EVP and Business Head of Home Finance), HDFC Ltd., ICICI Lombard, Standard Chartered



## **Ghanshyam Rawat**

### **President & Chief Financial Officer**

- 30+ years of experience in financial services
- Prior associated with Accenture, First Blue Home Finance, Deutsche Postbank, Indo Rama Synthetics



## **Ashutosh Atre**

### **President & Chief Risk Officer**

- 30+ years of experience in credit management
- Prior associated with Equitas, ICICI Bank, Cholamandalam



## **Selvin Uthaman**

### **Chief Business Officer**

- 22+ years of experience Affordable Home Loans, SME Loans, Retail Ops, Business Development
- Prior associated with Axis Bank, IIFL, Kotak Mahindra Bank, Dewan Housing



## **Ripudaman Bandral**

### **Chief Credit Officer**

- Prior associated with Indiabulls, ICICI Bank, HDFC Ltd
- Experience in financial services & allied sectors



## **Surendra Sihag**

### **Chief Collection Officer**

- Prior associated with Bajaj Finance, Cholamandalam
- Experience in financial services & allied sectors



## **Anshul Bhargava**

### **Chief People Officer**

- Prior associated with Power System Operation Corporation Limited, PNB Housing Finance Ltd. and Indian Army



## **Jijy Oommen**

### **Chief Technology Officer**

- Prior associated with Kinara Capital, Wonderla Holidays, Manappuram Finance, Bajaj Capital



## **Rajaram**

### **Balasubramaniam**

#### **Chief Strategy Officer & Head of Analytics**

- Prior associated with Citibank, Standard Chartered Bank



## **Ramachandran Venkatesh**

### **Head of Internal Audit**

- Prior associated with Standard Chartered Bank, American Express, HDFC Bank, Fullerton India, and Aditya Birla Finance Ltd.



## **Sharad Pathak**

### **Chief Compliance Officer**

- Associated with Aavas Financiers since May 2012



## **Saurabh Sharma**

### **Company Secretary & Compliance Officer**

- Prior associated with H.G. Infra Engineering Ltd.
- Associated with Aavas Financiers since Sep 2021

# Experienced Board has guided Aavas's journey since inception



## **Sandeep Tandon**

**Chairperson of Board, Independent Director & Chairperson of Stakeholders Relationship Committee**

**25+ years of experience**

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

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



## **Soumya Rajan**

**Independent Director & Chairperson of Nomination & Remuneration Committee**

**25+ years of experience**

**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 Kaushik Mazumdar**  
**Independent Director & Chairperson of Audit Committee**

**30+ years of experience**

**Qualifications:** Chartered Accountant

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



**Sachinder Bhinder**  
**Managing Director & CEO**

**27+ years of experience**

**Qualifications:** Bachelor's degree in Engineering from Gujarat University, MBA from Nirma University

**Prior Engagements:** Kotak Mahindra Bank, HDFC Ltd, ICICI Lombard, Standard Chartered



## **K. R. Kamath**

**Non-executive Nominee Director**

**35+ years of experience**

**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**

**30+ years of experience**

**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 & Chairperson of Risk Management Committee**

**20+ years of experience**

**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**

**20+ years of experience**

**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



## **Rahul Mehta**

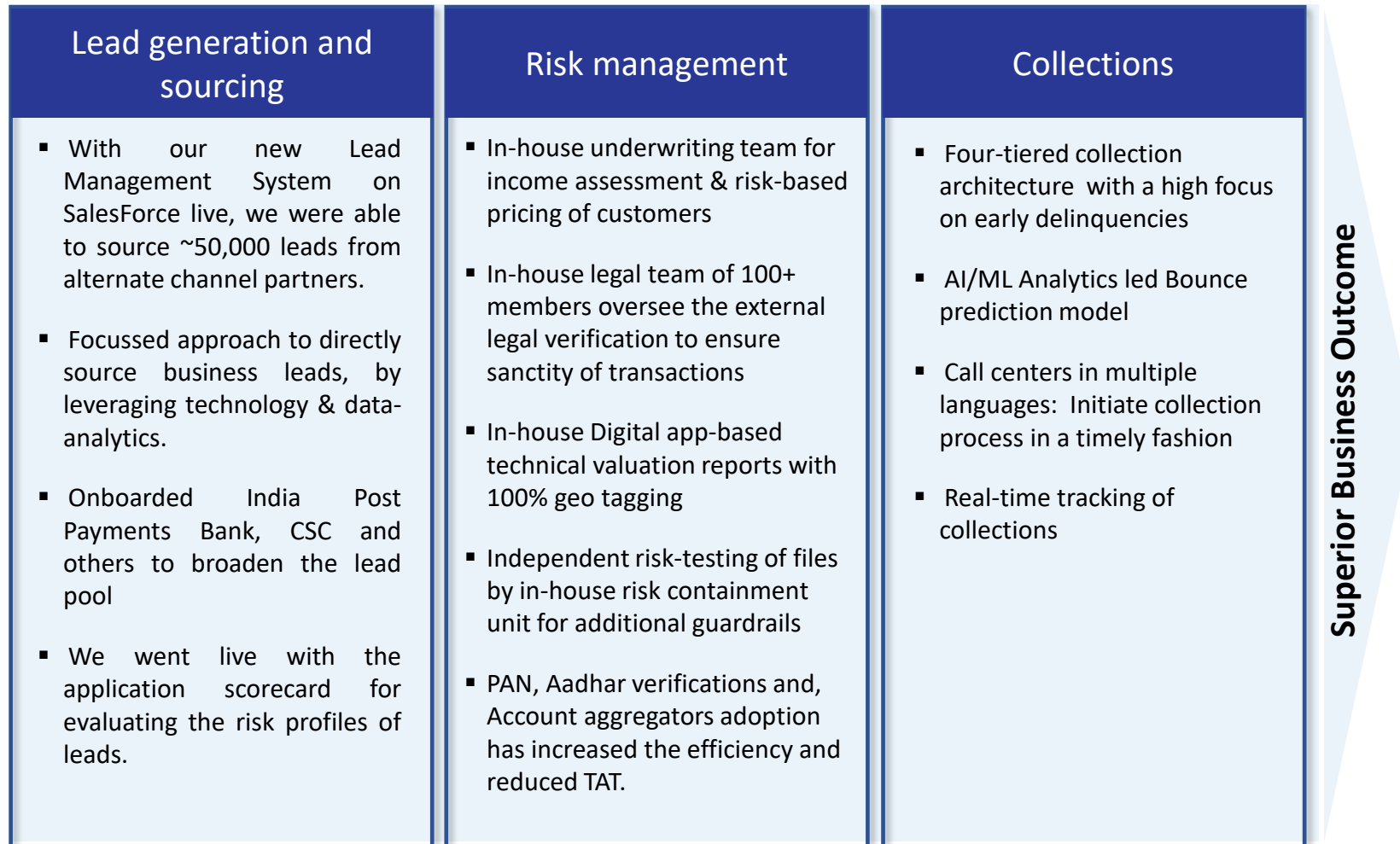
**Promoter Nominee Director & Chairperson of CSR and ESG Committee**

**10+ years of Investment banking & private Equity experience**

**Qualifications:** Chartered Accountant

**Prior Engagements:** Rothschild & Co. , HDFC Bank, E&Y

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



### 1. Reduction in average login to sanction TAT (days)

Turn around time is a key metric for customer centricity



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

### 3. High collection efficiency and low GNPA



# State-of-the art technology implementation enabling digital & analytical capabilities

gati

unnati



3 Guiding principles:



Linear Growth with  
Non-Linear Inputs

Be a “Bank” by  
Technology Capability

Create Remarkable  
Customer Experience

Building a modern, innovative, and future-ready digital ecosystem to provide a 360-degree view from transaction origination to reporting

Future Ready

Customer Experience

Scalable systems

Speed and Efficiency

Integrated Ecosystem

Improved Controls

Driving digital and analytical capabilities across the loan life cycle and operations

Sales &  
Marketing



Comprehensive  
sales dashboard



Analytics aided  
channel optimization

*Optimized, analytics-based lead generation & analysis*

Portfolio  
Monitoring



Payment &  
settlement analytics



Cash flow  
forecasting

*Digitized supervision & analysis of loan life cycle operations*

Credit & Risk



Risk-based,  
analytical pricing



360° customer  
view

*Data driven risk assessment, pricing and mitigation*

# Major Technology Transformation Completed

salesforce

## Loan Origination



- ✓ Reimagined customer journeys
- ✓ **Consolidation of processes** into a single platform
- ✓ **Multiple Fintech** integrations for data enrichment and verifications
- ✓ **Analytics & BRE** integrations for decisioning

ORACLE  
FLEXCUBE

## Loan Management



- ✓ Migrated to **core banking based LMS platform**
- ✓ Seamless integrations across loan journey
- ✓ Connected **multiple banks for smooth disbursal payments**
- ✓ Extensive automations and controls

salesforce

## CRM



- ✓ **Omni-channel customer service** enabled
- ✓ Extensive automations in customer service with **120+ workflows implemented**
- ✓ Internal/external Lead sources connected in real time with CRM
- ✓ **Seamless digital integrations** enabled through web, social, customer app, referral apps, chatbots, etc.

ORACLE  
ERP CLOUD

## ERP



- ✓ Adopted **worldclass Enterprise GL Application**
- ✓ Enabled fully automated workflows across all processes with extensive financial controls
- ✓ Implemented **Oracle Enterprise Performance Management** for planning, P&L, reporting and account reconciliations
- ✓ Integrated with entire application ecosystem

### Key Transformation Partners:

Deloitte.



ORACLE  
ERP CLOUD

ORACLE  
FLEXCUBE



sas



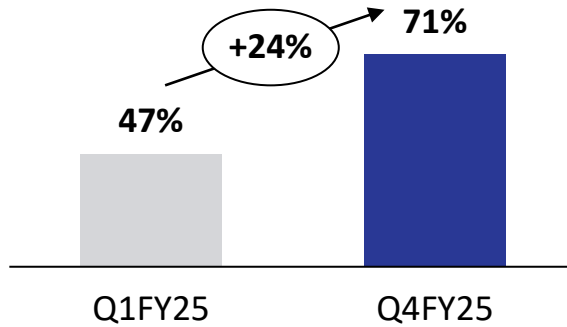
Perfios  
REALTIME ANALYTICS & MONITORING SOLUTION

karza  
TECHNOLOGIES

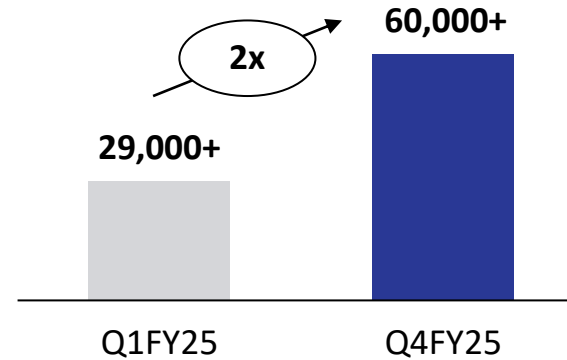


# Technology Transformation Outcomes

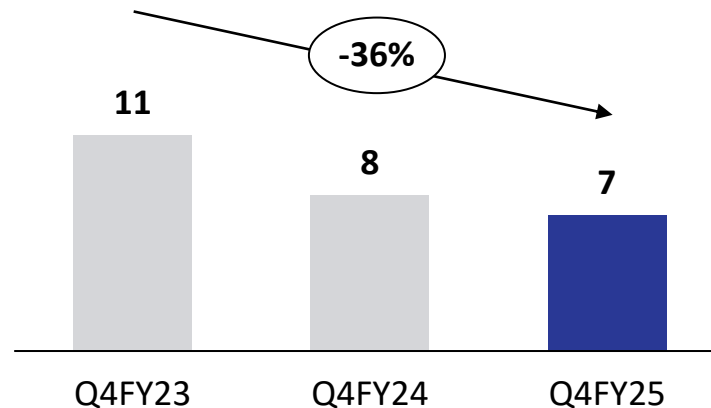
## Requests served via App



## Unique Customer login in App



## Login to Sanction TAT (Days)



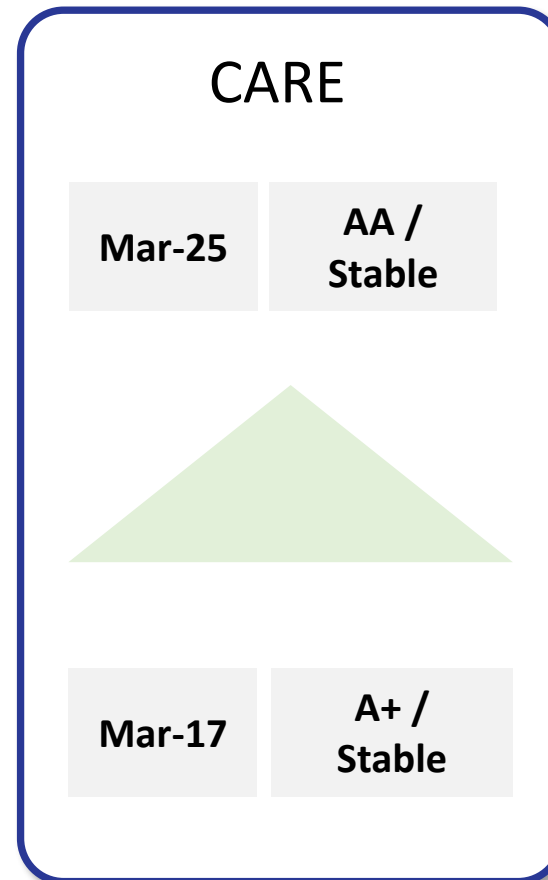
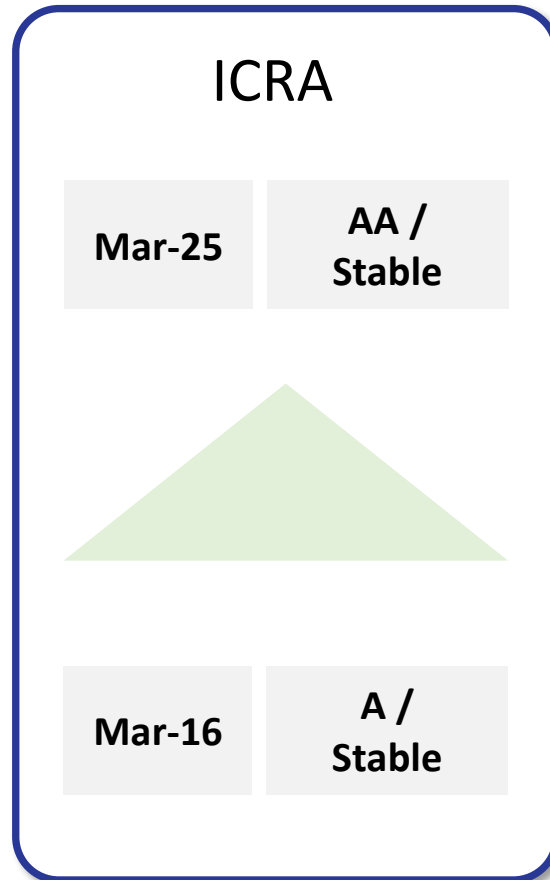
## Outcomes



- Scalable enterprise architecture to **support 10X+ scale** with > 99% business uptime
- **Bank level systems** with robust regulatory compliances
- **Automations and integrations** in banking transaction authorizations leading to reduction in financial risks
- Continuing our digital capability scale up, the **collections made through the customer app has doubled in FY25**.
- **Fully integrated systems leading to better visibility**, inter team collaborations and seamless customer service
- This also facilitated, Aavas to become eco-friendly and **cut the paper usage by 53% to 49 papers /file**, post technology upgrade and we are in advanced stage of transitioning to near paperless processes.
- **21,000+** GenAI Bot Conversations which enabled swift customer serving
- **75%** of Active Loans represented in Customer App Logins

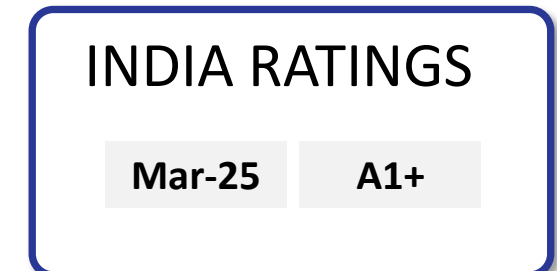
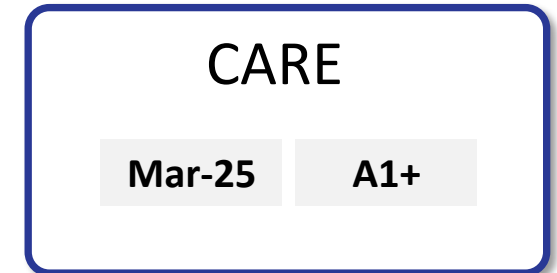
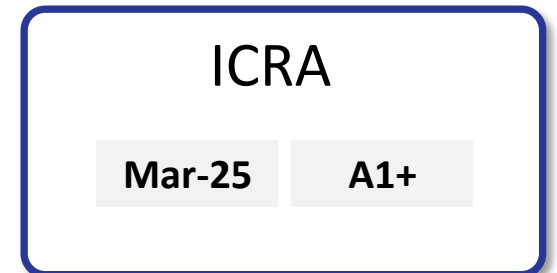
# Strong Credit Ratings

## Long-Term Credit Rating



## Short-Term Credit Rating

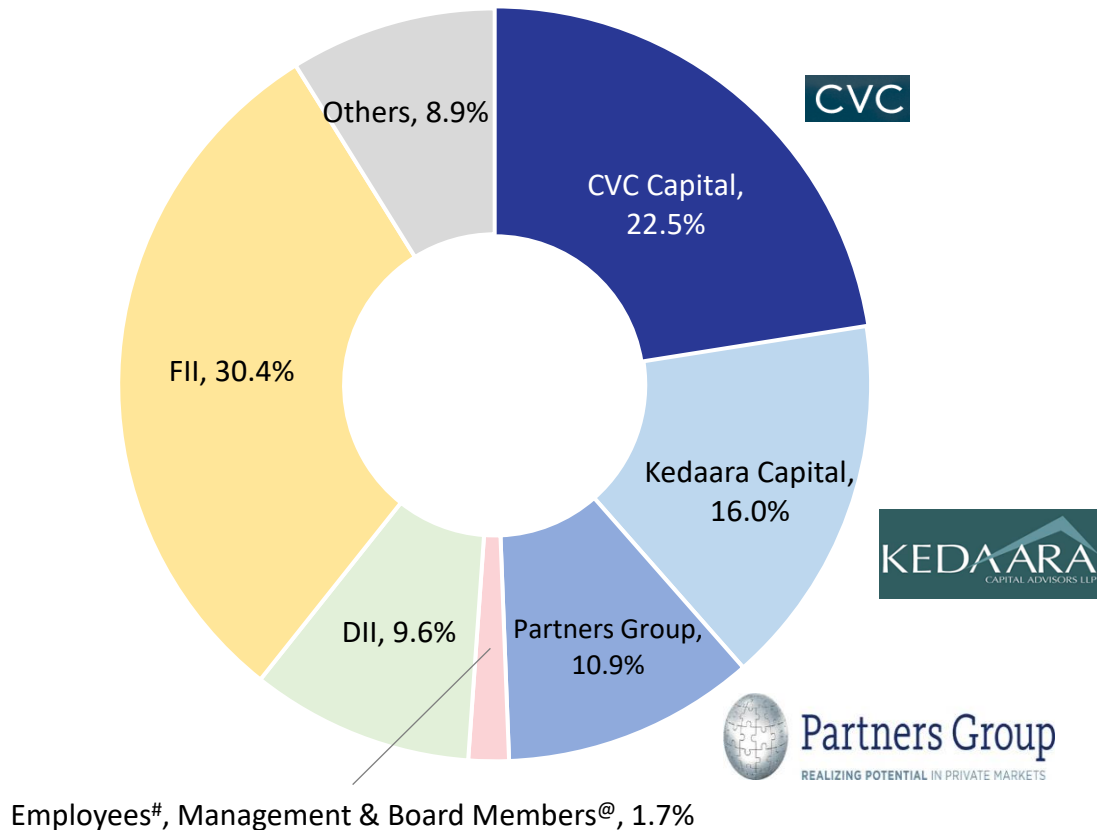
### Reaffirmed





# Diversified Shareholding Base

Shareholding Pattern as on  
31<sup>st</sup> Mar 2025



DII includes Mutual Funds, Insurance Companies, Financial Institutions & Alternate Investment Funds (Category III)

<sup>#</sup> Employees refers to employees who are covered under SEBI (PIT) Regulations, 2015  
<sup>@</sup> Includes holding by Board's immediate relative.

Top Institutional Shareholders as on 31<sup>st</sup> Mar 2025

Investor Details	% Holding
CVC Capital <sup>#</sup>	22.50
Kedaara Capital <sup>^</sup>	16.02
Partners Group <sup>^</sup>	10.87
Stewart Investors <sup>^</sup>	6.38
UTI Asset Management <sup>^*</sup>	3.27
Nippon Asset Management <sup>^*</sup>	3.19
Wasatch <sup>^</sup>	3.17
Blackrock Asset Management <sup>^*</sup>	2.99
IIFL Asset Management <sup>^*</sup>	2.68
Capital Group <sup>^</sup>	2.48
Vanguard Index Funds <sup>^</sup>	2.38
GPF Global <sup>^</sup>	2.17
ADIA <sup>^</sup>	1.40
Axis Max Life	1.07

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

<sup>\*</sup> includes Mutual Funds & Offshore Funds

<sup>#</sup> Aquilo (belonging to CVC Capital) Ltd acquired this stake in the open offer triggered pursuant to the SSAs executed on August 10, 2024 between Aquilo House Pte Ltd, Company and certain members of the promoter and promoter group

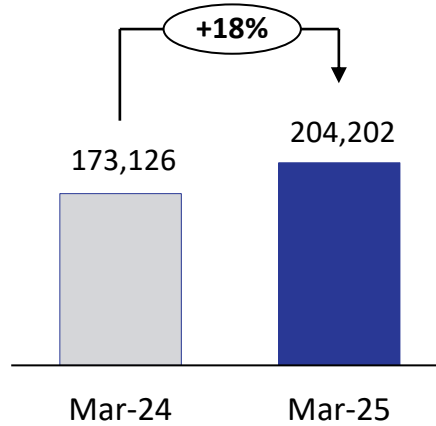


# Financial Performance

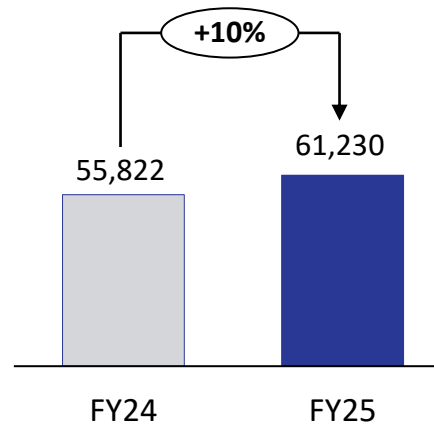
- ✓ Key Business Parameters
- ✓ Geographical Distribution
- ✓ Spreads and Margins
- ✓ Asset Quality
- ✓ Liability Franchise
- ✓ Key Ratios

# Performance Highlights

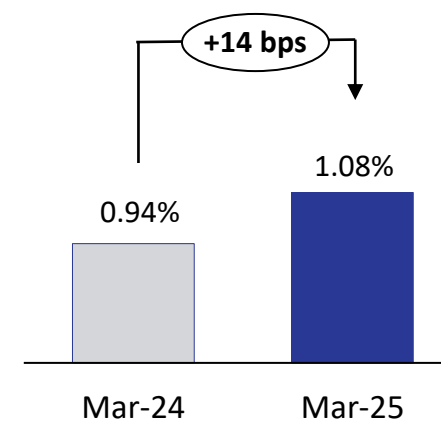
**AUM (₹ Mn)**



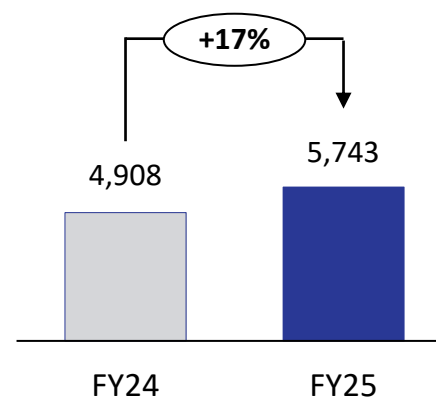
**Disbursement (₹ Mn)**



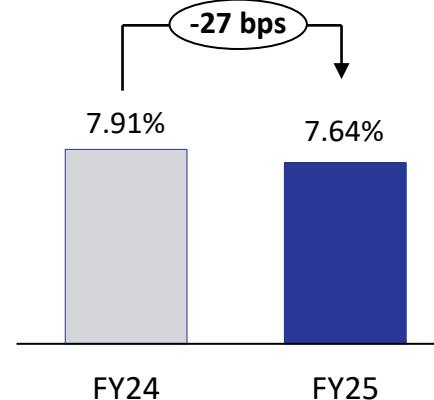
**Gross Stage 3 (%)**



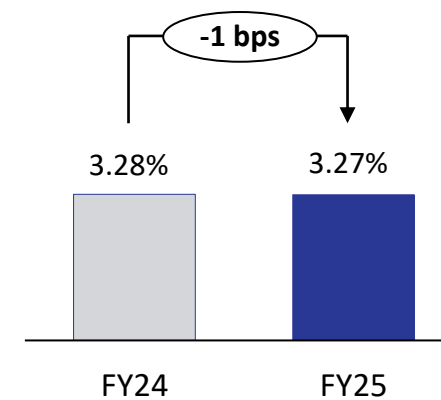
**PAT\* (₹ Mn)**



**NIM (%)**

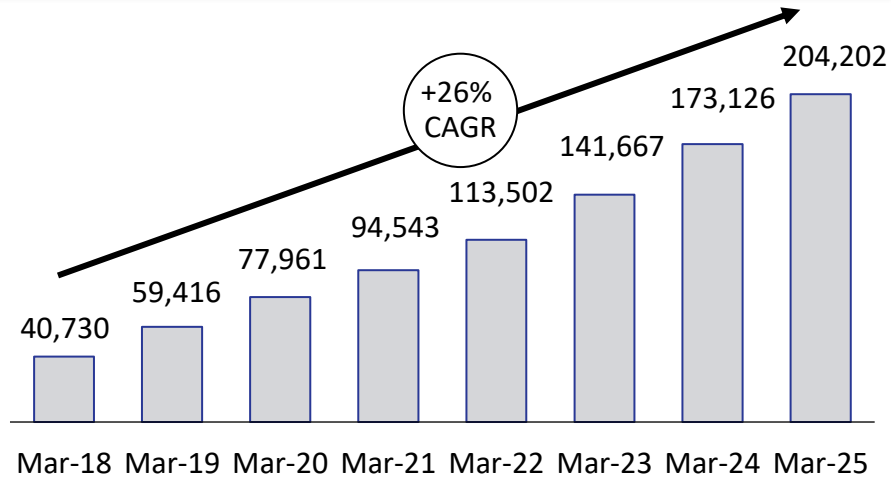


**ROA (%)**

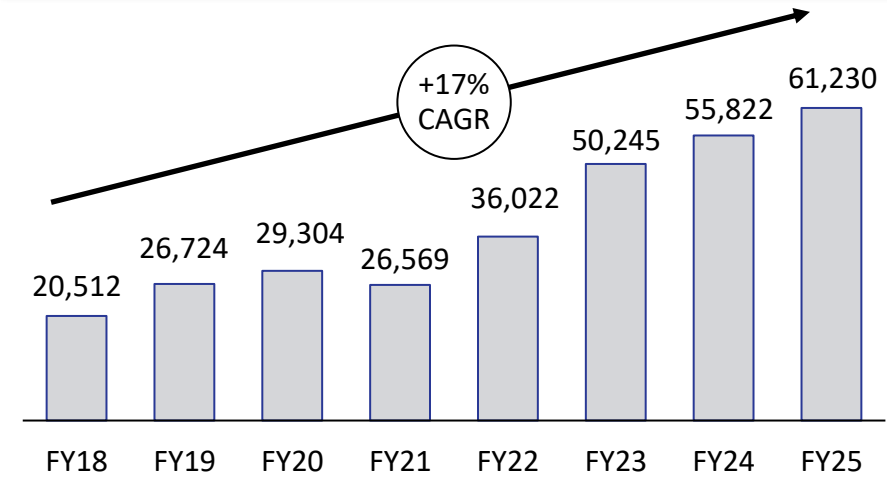


# Healthy Business Growth

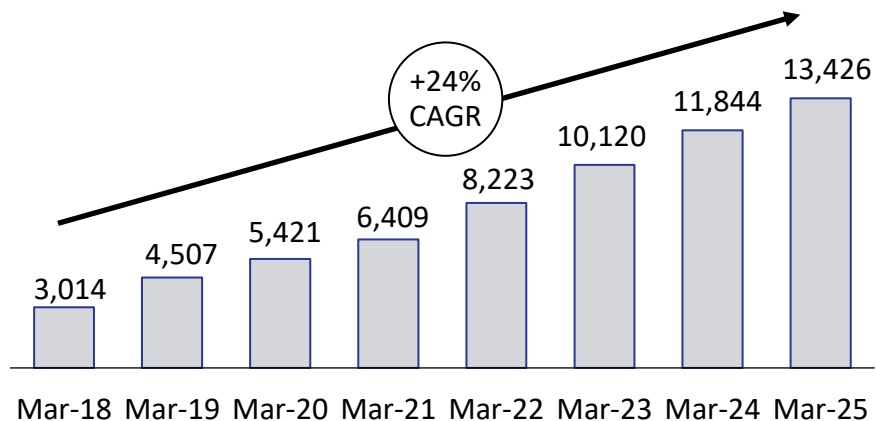
**AUM (₹ Mn)**



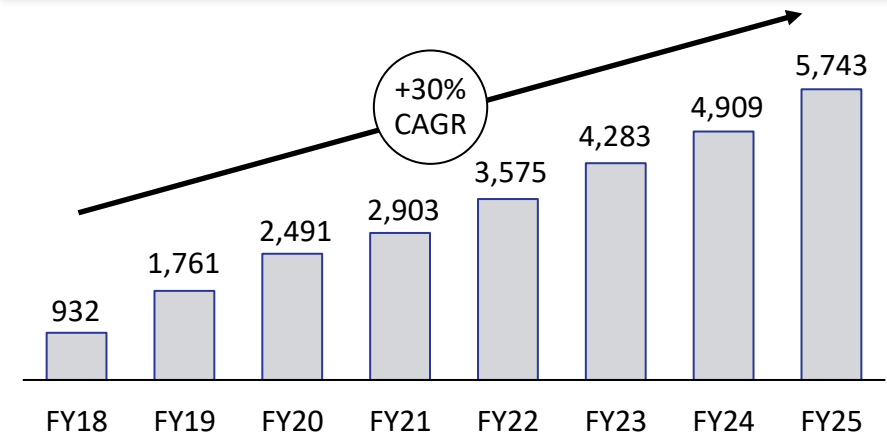
**Disbursements (₹ Mn)**



**NIM (₹ Mn)**



**PAT\* (₹ Mn)**

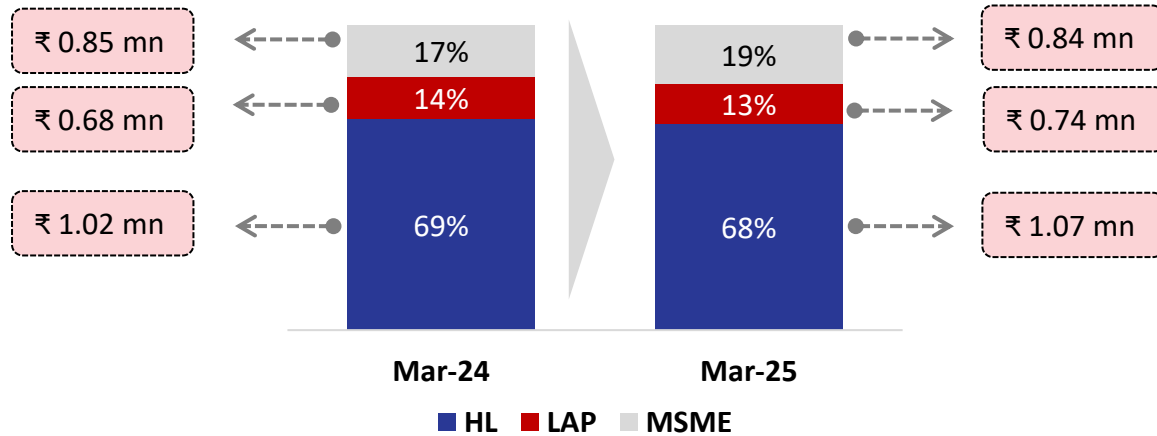




# Diversified Portfolio Mix

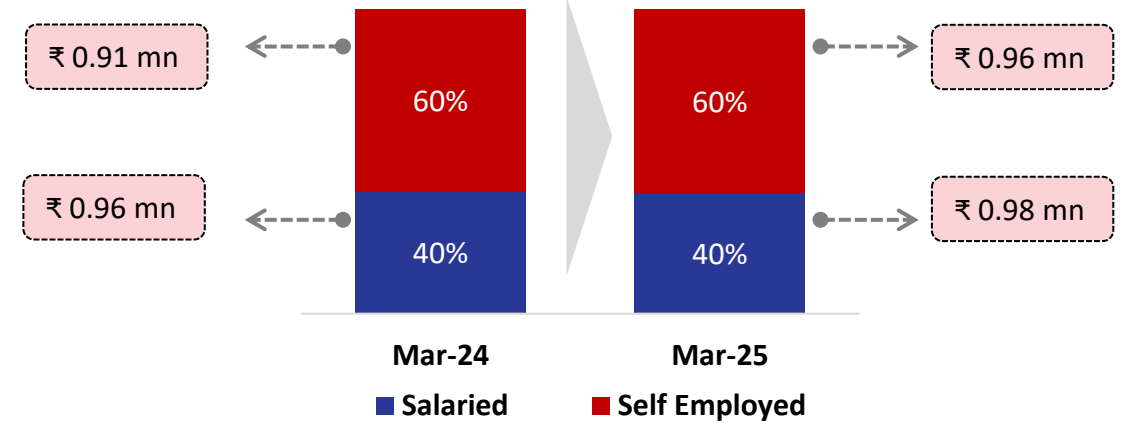
## AuM by Product

Average ticket size

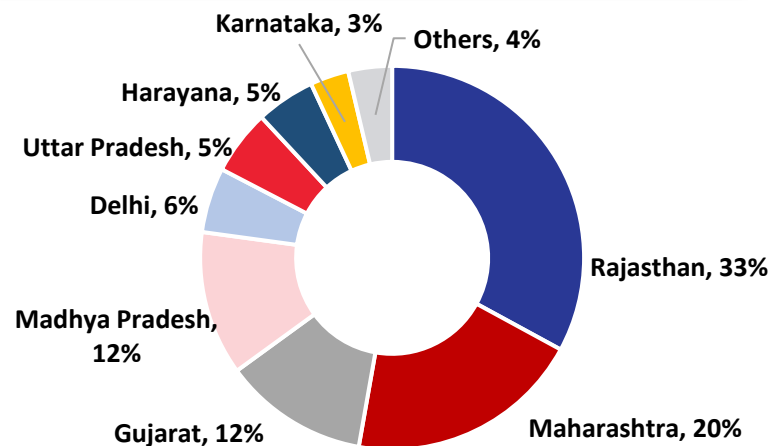


## AuM by Occupation

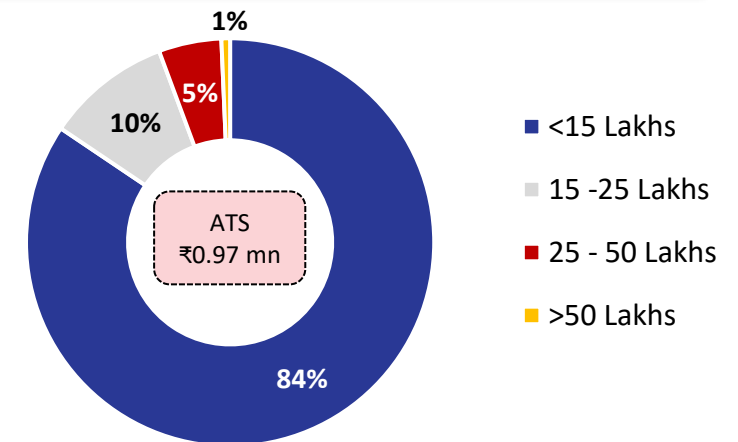
Average ticket size



## AuM by State

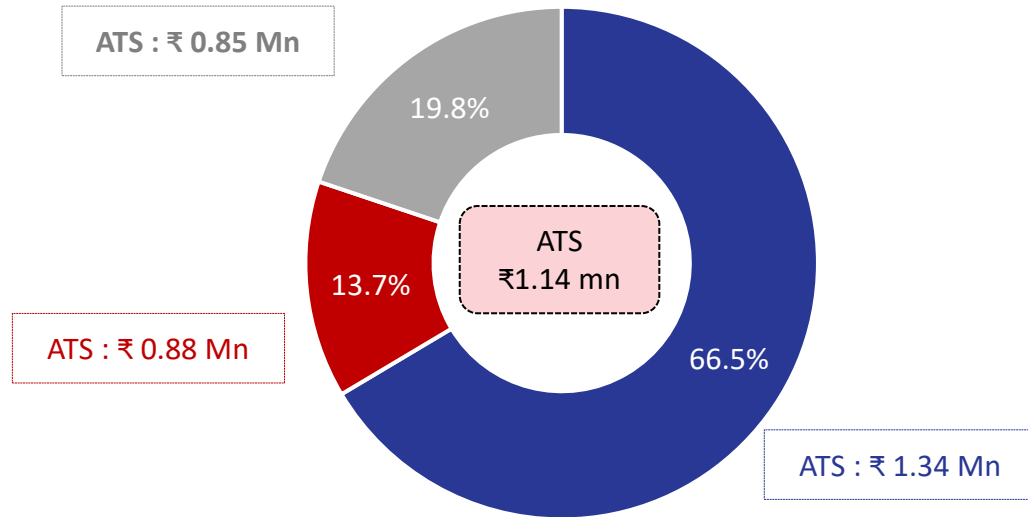


## AuM by Ticket-size (No of Active Loans)

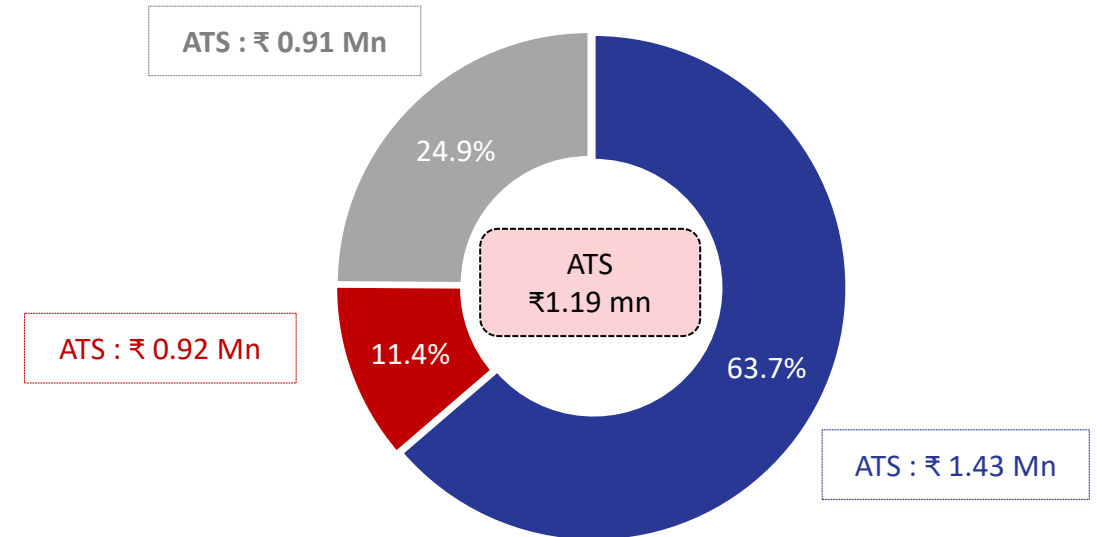


# Disbursement break-up – Product category

FY24



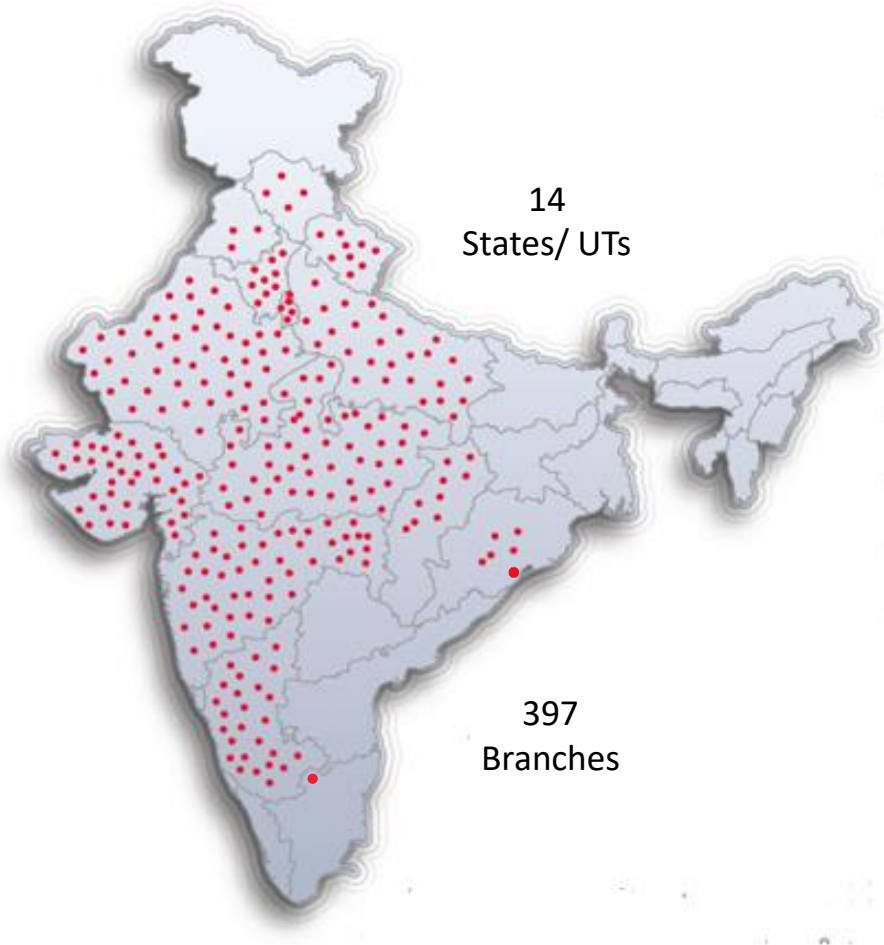
FY25



MSME Loans are mortgaged-backed and classified under Priority Sector Lending

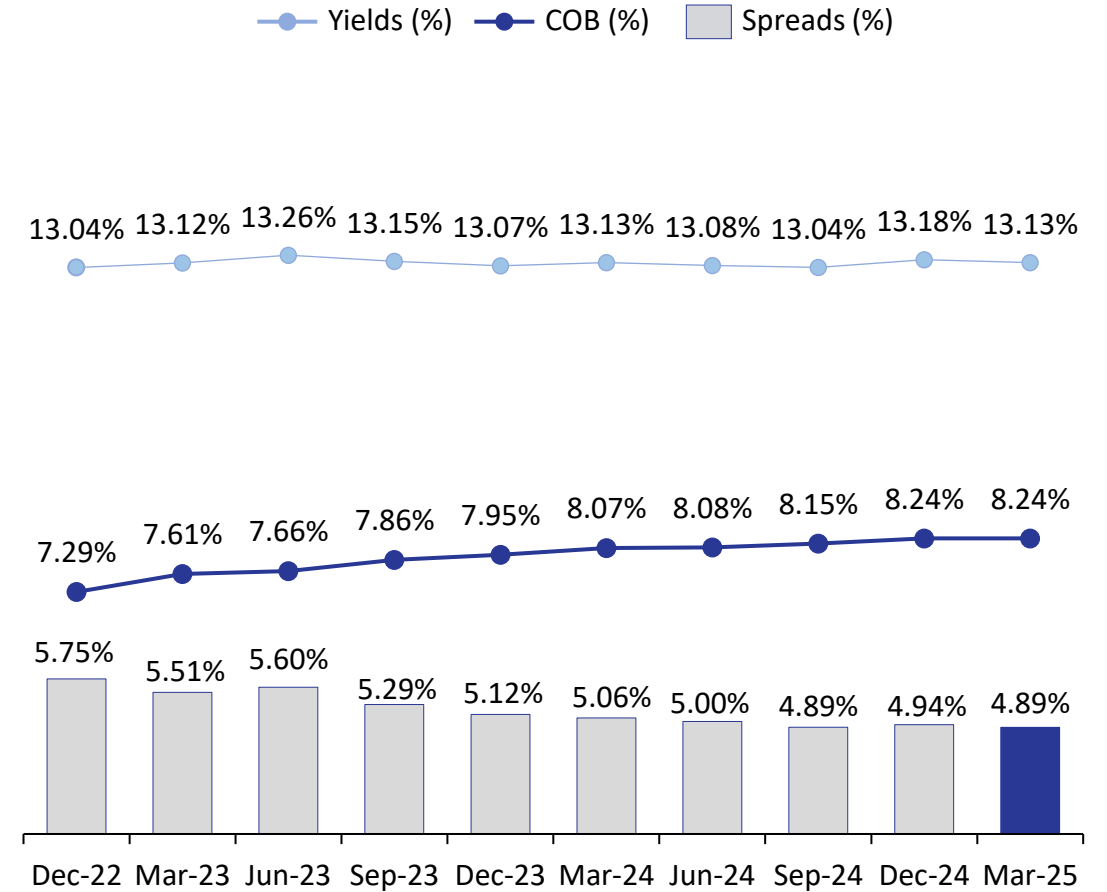
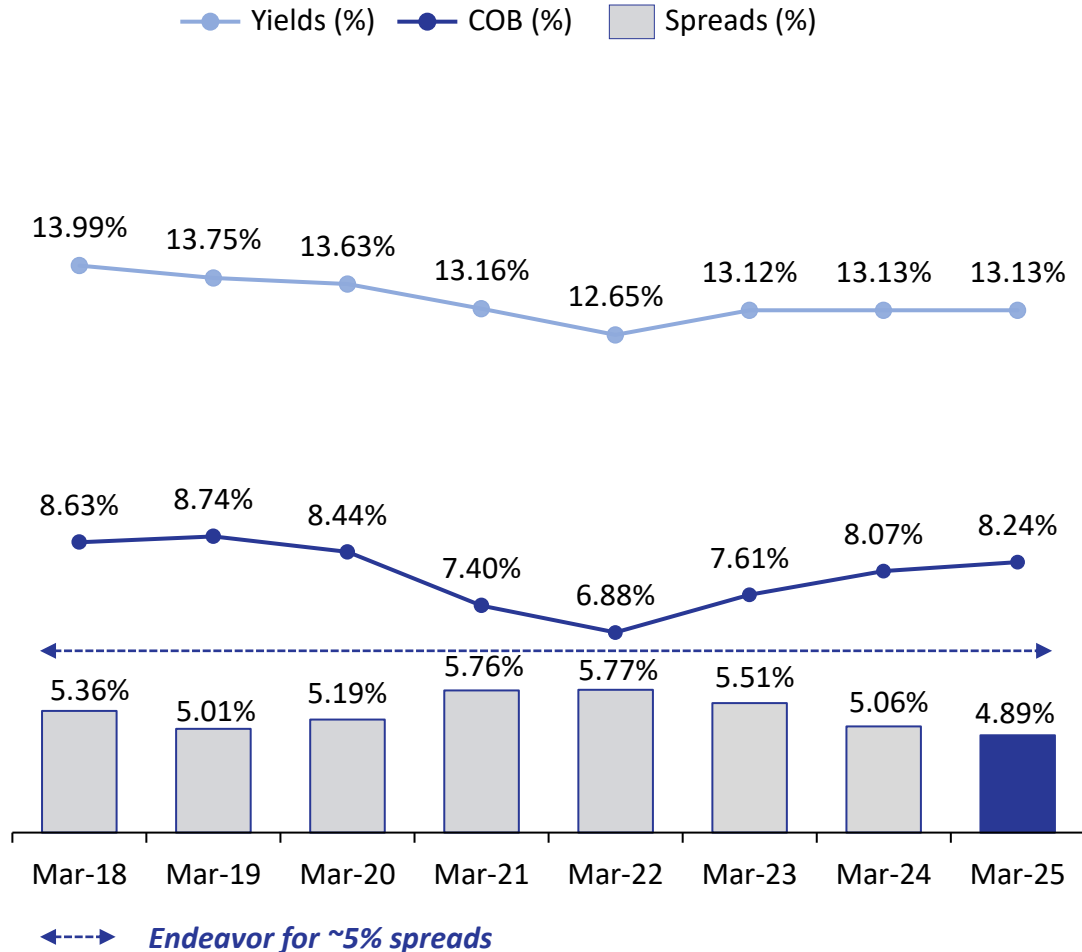
■ Home Loan ■ Other Mortgage Loan ■ MSME (secured by mortgage)

# Well diversified geographical distribution



State	Branches	Operations Commenced in	Branches added in FY25
Rajasthan	109	2012	1
Maharashtra	51	2012	2
Gujarat	46	2012	1
Madhya Pradesh	55	2013	4
Delhi	5	2013	-
Haryana & Punjab	25	2017	2
Chhattisgarh	9	2017	-
Uttar Pradesh	39	2018	7
Uttarakhand	9	2018	-
Himachal Pradesh	4	2020	-
Orissa	6	2021	-
Karnataka	38	2021	12
Tamil Nadu	1	2024	1
<b>Total</b>	<b>397</b>		<b>30</b>

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

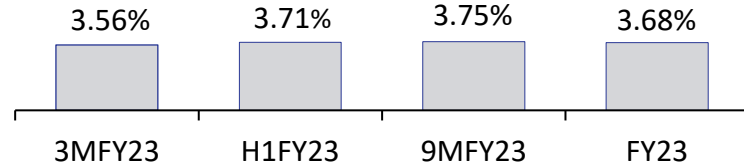




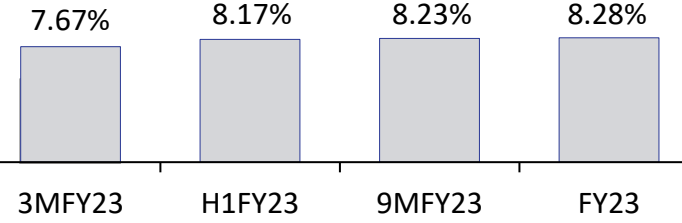
# Margin and Cost Efficiency

## OpEx (%)

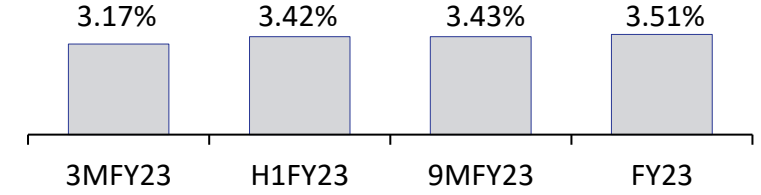
FY23



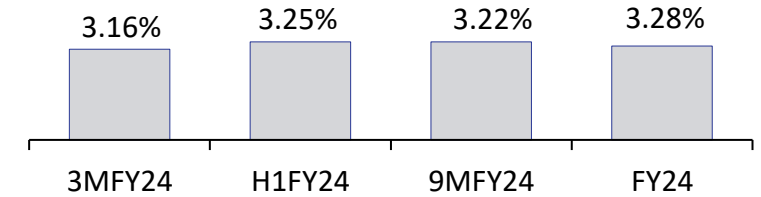
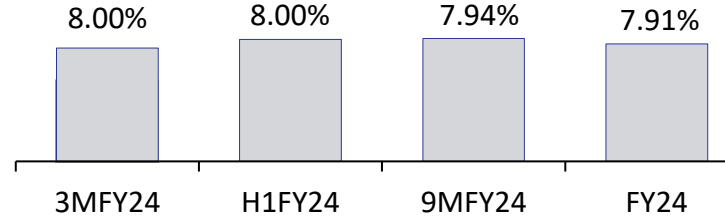
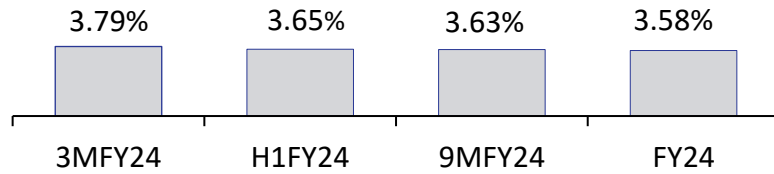
## NIM (%)



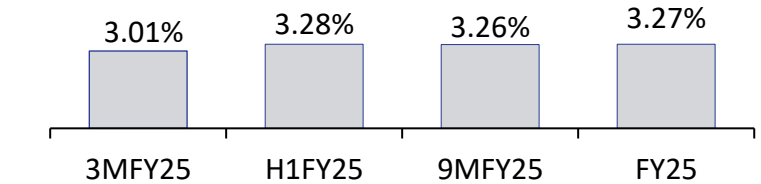
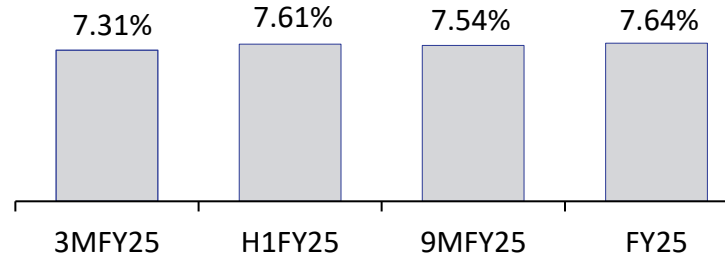
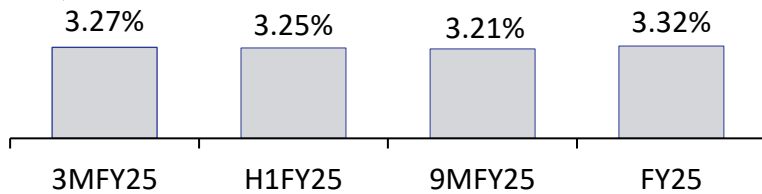
## ROA (%)



FY24



FY25

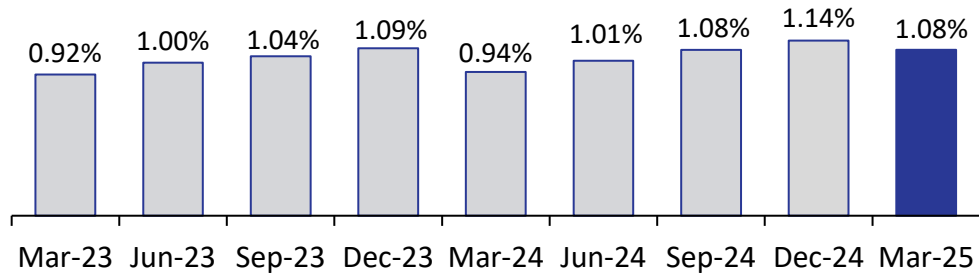


Data as per Ind-AS and cumulative for the mentioned period

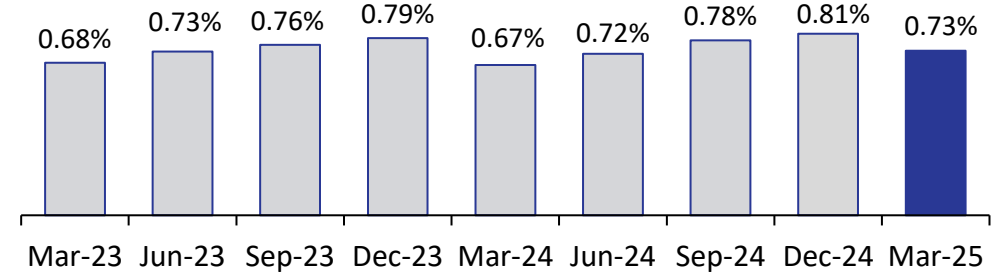
OpEx as % of Avg. total assets

NIM as % of Avg. total assets

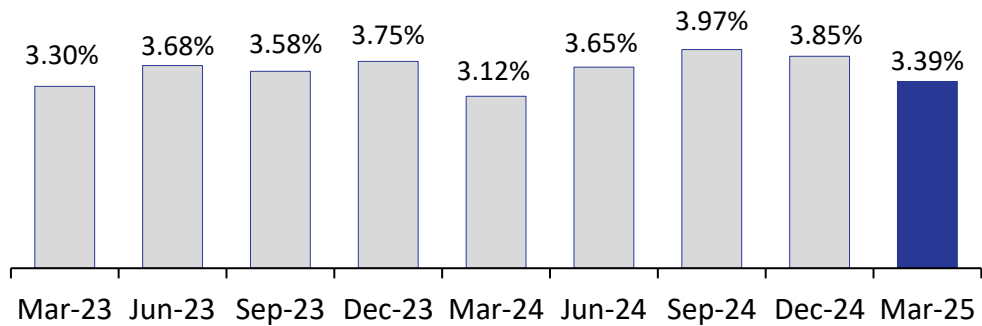
## Gross Stage 3 (%)



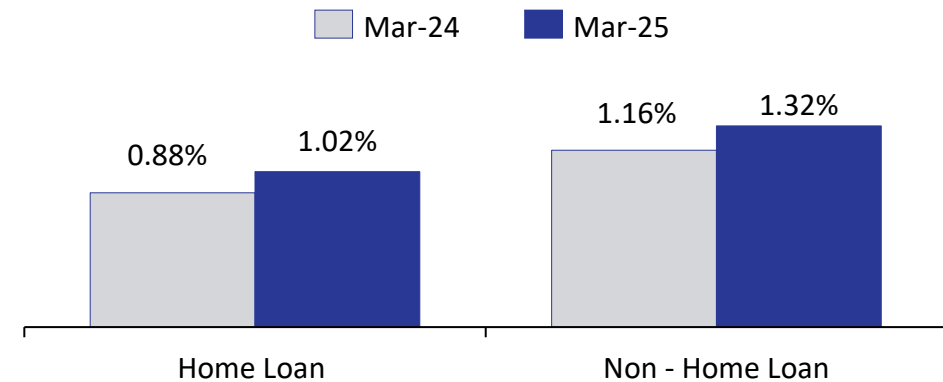
## Net Stage 3 (%)



## 1+DPD (%)



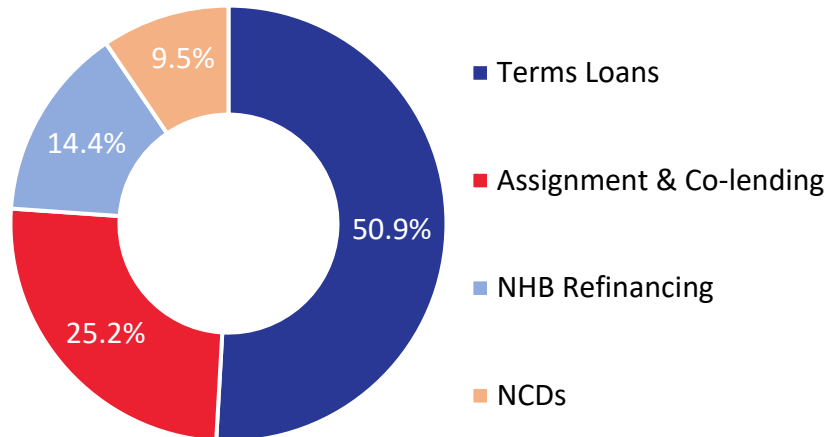
## Segment-wise Gross Stage 3 (%)



# Robust Liability Management

## Diversified Funding Mix

As on Mar-25



Successfully raised NCDs amounting to ₹ 2 Bn from Marquee Mutual Fund in Jan-25 at a competitive pricing.

Diversified Mix : **34 Lenders**  
**No exposure to Commercial Papers**

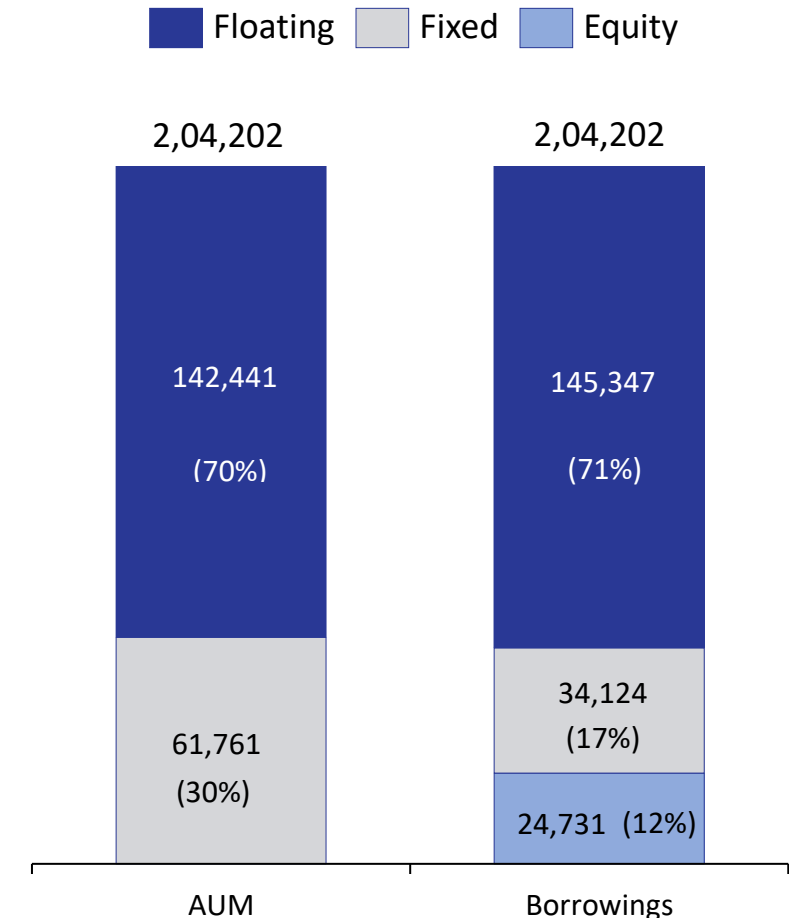
**Incremental Borrowings –**  
**Q4 FY25** - ₹ 15,765 Mn at 8.47% for 122 months  
**FY25** - ₹ 61,983 Mn at 8.42% for 115 months

## Payment Schedule of Debt Capital Market Exposure

NCD Investor	Exposure (₹ Mn)	Payment Schedule (₹ Mn)				
	As on 31-Mar-25	FY26	FY27	FY28	FY29	FY30
Mutual Fund	2,990	-	990	-	-	2,000
Banks	1,600	650	500	300	150	-
BII (erstwhile CDC)	4,100	1,400	900	900	900	-
IFC	6,300	-	-	-	-	6,300
ADB	2,051	684	684	684	-	-
<b>Total (Mn)</b>	<b>17,041</b>	<b>2,734</b>	<b>3,074</b>	<b>1,884</b>	<b>1,050</b>	<b>8,300</b>

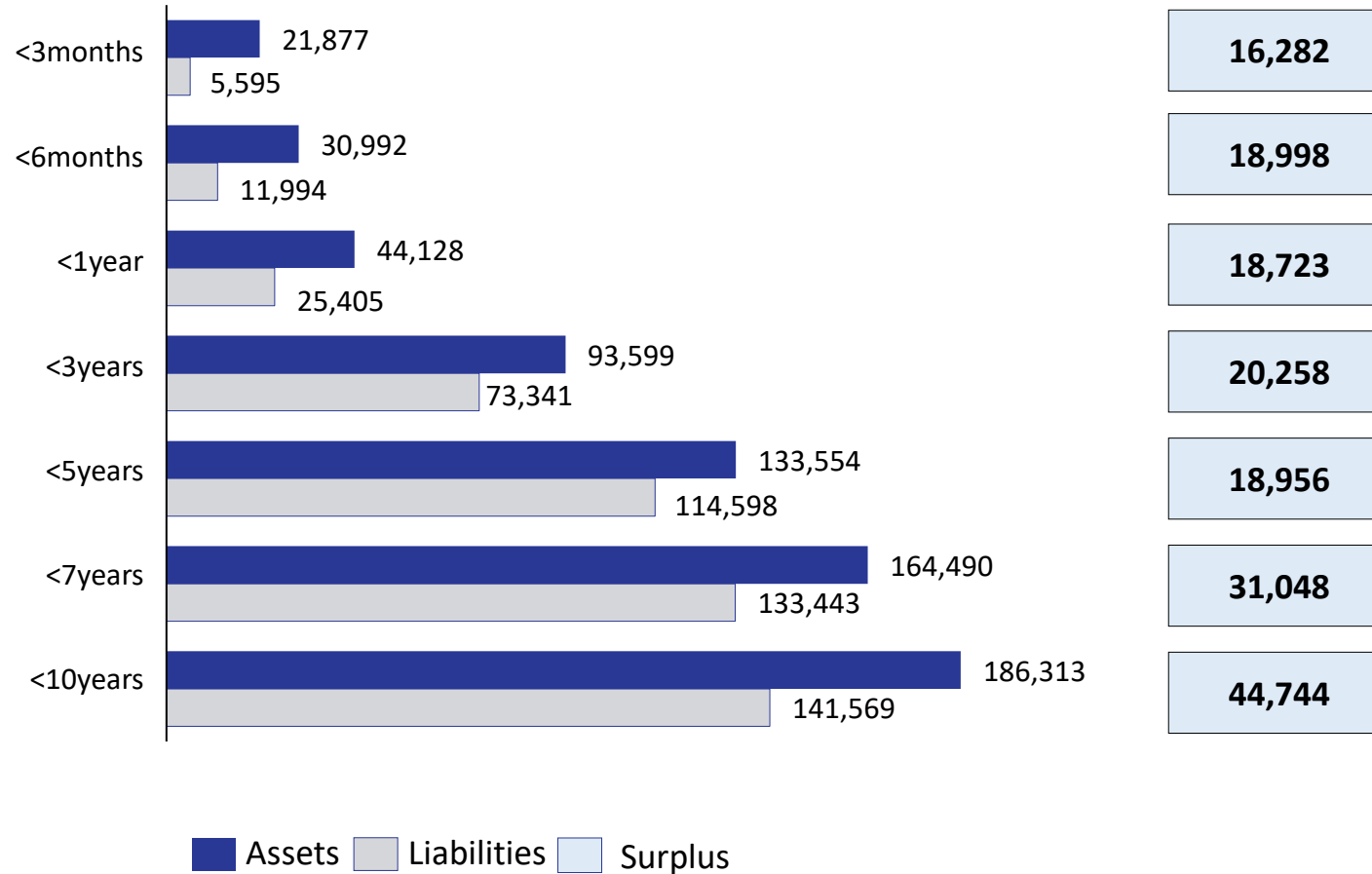
## AUM & Borrowings (₹ Mn)

As on Mar-25

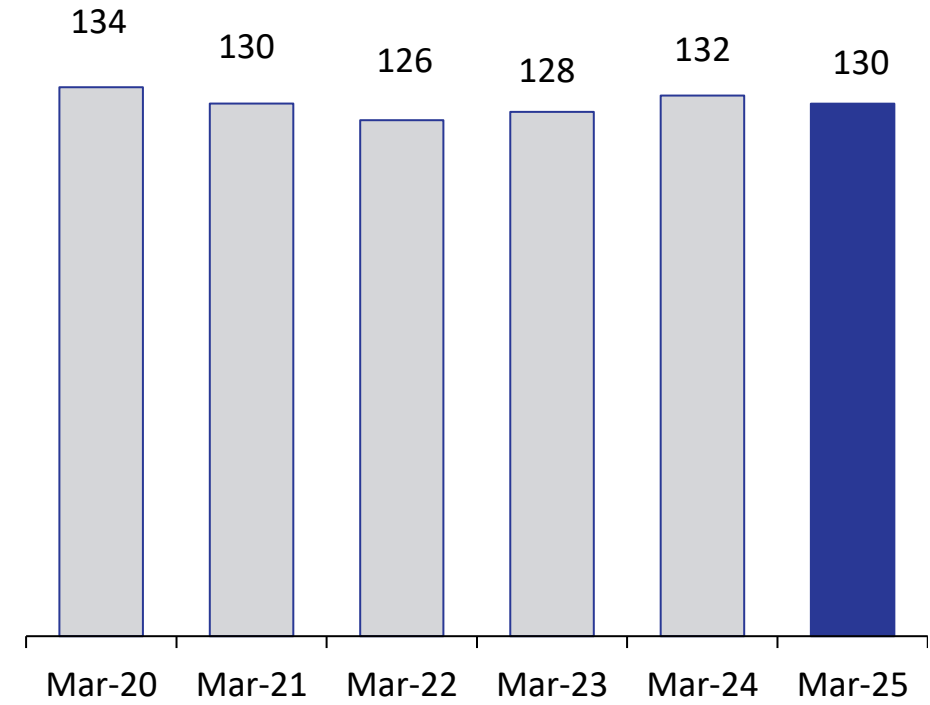


## Surplus Management\* (₹ Mn)

As on Mar-25



## Average tenor of outstanding borrowing (months)



# Comfortable Liquidity Position

Particulars (₹ Mn)	As on Mar-25
Cash & Cash Equivalents	15,320
Un-availed CC Limits	1,200
Documented & Un-availed Sanctions from NHB	-
Documented & Un-availed Sanctions from other Banks	13,470
<b>Total Liquidity Position</b>	<b>29,990</b>

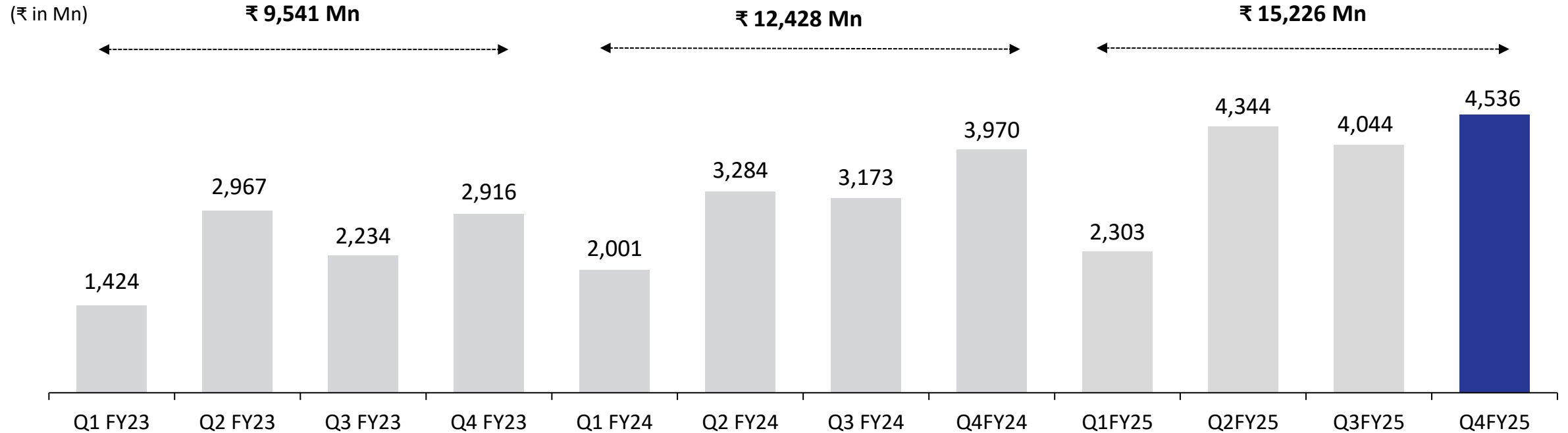
**High-Quality Liquidity of  
₹ 16,520 Mn**

Particulars (₹ Mn )	Q1FY26	Q2FY26	Q3FY26	Q4FY26
<b>Opening Liquidity</b>	29,990	28,169	30,024	31,405
Add: Principal Collections & Surplus from Operations	4,270	8,040	7,520	8,129
Less: Debt Repayments	6,091	6,185	6,139	6,085
<b>Closing Liquidity</b>	<b>28,169</b>	<b>30,024</b>	<b>31,405</b>	<b>33,449</b>

**₹ 33,449 Mn of Surplus Funds\* available for business**

\* without including any incremental sanctions

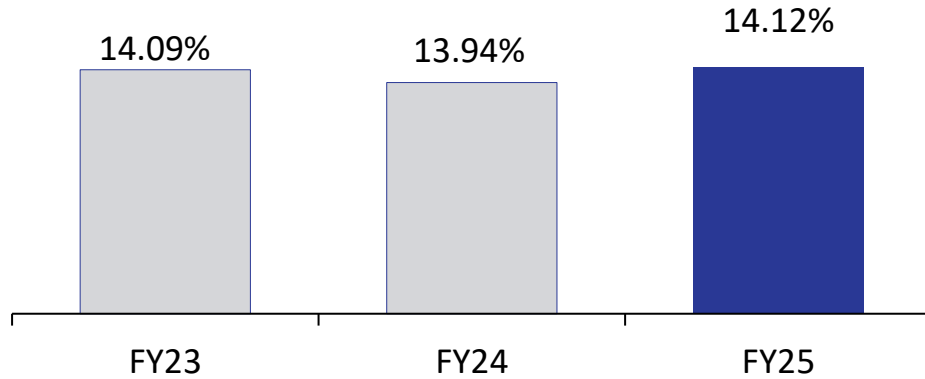
# Net Securitization Volume



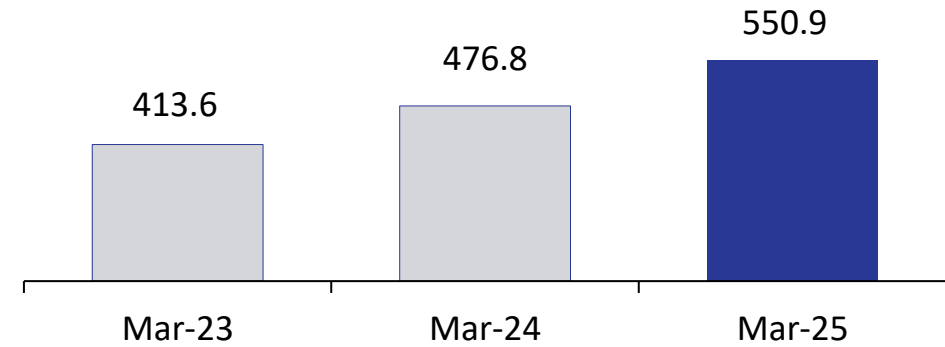


# Key Financial Ratios

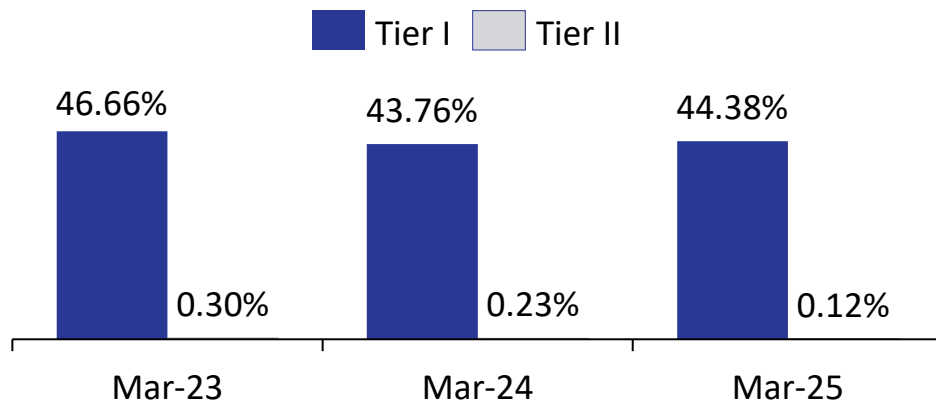
## ROE (%)



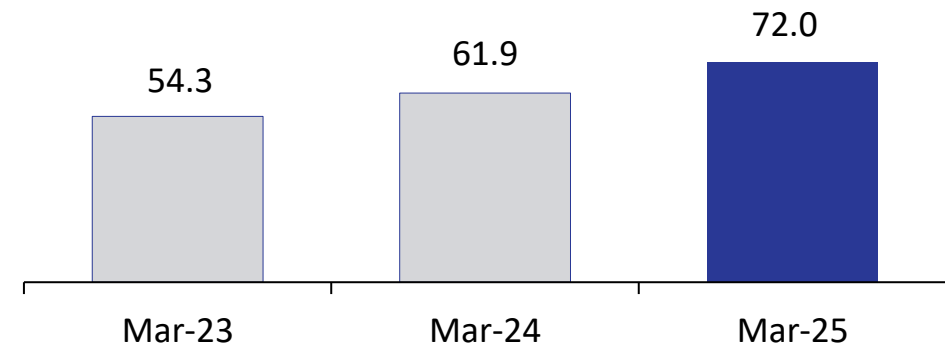
## Book Value Per Share (₹)



## Capital Adequacy Ratio (%)



## Earning Per Share\* (₹)





## Annexures

- ✓ Quarterly Profit & Loss Statement
- ✓ Balance Sheet
- ✓ PAT Reconciliation
- ✓ ECL Provisioning
- ✓ Net worth Reconciliation
- ✓ ESG

# Profit & Loss Statement

Particulars (₹ Mn )	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q	FY25	FY24	Y-o-Y
Interest Income on Loans (incl. Processing Fee)	5,419.1	4,598.2	17.9%	5,188.0	4.5%	20,410.3	17,301.6	18.0%
Interest Income on Fixed Deposits	358.4	372.9		352.9		1,376.9	1,413.8	
Upfronting Income on Fresh Assigned Loans	651.6	551.2		532.0		2,074.4	1,795.5	
Reversal Income on Earlier Assigned Loans	(424.9)	(384.9)		(420.4)		(1,610.5)	(1,368.9)	
Non-Interest Income	370.6	330.6	12.1%	326.7	13.5%	1,333.0	1,061.0	25.6%
Interest Expense (incl. Finance Charges)	(2,673.2)	(2,227.9)	20.0%	(2,612.4)	2.3%	(10,157.9)	(8,359.1)	21.5%
<b>NIM</b>	<b>3,701.7</b>	<b>3,240.1</b>	<b>14.2%</b>	<b>3,366.7</b>	<b>9.9%</b>	<b>13,426.2</b>	<b>11,843.8</b>	<b>13.4%</b>
Operating Expenses	1,693.0	1,422.0	19.1%	1,422.1	19.1%	5,829.1	5,354.6	8.9%
Credit Costs	76.4	43.2	77.0%	60.7	25.8%	271.2	244.7	10.8%
<b>Profit Before Tax</b>	<b>1,932.2</b>	<b>1,774.9</b>	<b>8.9%</b>	<b>1,884.0</b>	<b>2.6%</b>	<b>7,325.9</b>	<b>6,244.5</b>	<b>17.3%</b>
Provision for Taxation	395.4	348.8	13.4%	419.7	(5.8%)	1,584.8	1,337.6	18.5%
<b>Profit After Tax</b>	<b>1,536.8</b>	<b>1,426.2</b>	<b>7.8%</b>	<b>1,464.2</b>	<b>5.0%</b>	<b>5,741.1</b>	<b>4,906.9</b>	<b>17.0%</b>
Total Comprehensive Income	1,540.3	1,428.8	7.8%	1,464.2	5.2%	5,743.4	4,908.5	17.0%
<b>EPS – in ₹ (Diluted) – non annualized</b>	<b>19.3</b>	<b>18.0</b>		<b>18.4</b>		<b>72.0</b>	<b>61.9</b>	

# Balance Sheet

Particulars (₹ Mn )	31-Mar-25	31-Mar-24
<b>Sources of Funds</b>		
Share Capital	792	791
Reserves & Surplus	42,817	36,942
Borrowings	1,39,185	1,24,119
Deferred Tax Liability (Net)	756	602
Other Liabilities & Provisions	2,636	2,740
<b>Total</b>	<b>1,86,185</b>	<b>1,65,195</b>
<b>Application of Funds</b>		
Loan Assets	1,62,297	1,40,044
Investments	2,300	1,822
Fixed Assets	824	715
Liquid Assets	15,596	17,978
Other Assets	5,167	4,636
<b>Total</b>	<b>1,86,185</b>	<b>1,65,195</b>

# PAT Reconciliation

Particulars (₹ Mn )	FY25	FY24	Y-o-Y	Q4 FY25	Q4 FY24	Y-o-Y
<b>Net Profit as per IGAAP</b>	<b>5,291.0</b>	<b>4,435.1</b>	<b>19.3%</b>	<b>1,424.1</b>	<b>1,200.7</b>	<b>18.6%</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	(36.9)	24.1		(8.8)	36.4	
Fair valuation of employee stock options (ESOP)	(127.5)	(86.0)		(98.7)	11.2	
Adoption of effective interest rate (EIR) for amortisation of expenses - financial liabilities at amortised cost	(16.3)	(20.7)		(9.4)	(10.6)	
Net gain from excess interest spread on assignment transactions	463.9	426.6		226.7	166.3	
Expected Credit Loss (ECL) provision	18.5	2.7		3.6	22.5	
Other Adjustments	(28.6)	(16.0)		(29.3)	(3.8)	
Deferred Tax impact on above adjustments and reversal of DTL on special reserve and other tax impact	176.9	141.1		28.6	3.6	
<b>Net Profit Before Other Comprehensive Income as per IndAS</b>	<b>5,741.1</b>	<b>4,906.9</b>	<b>17.0%</b>	<b>1,536.8</b>	<b>1,426.2</b>	<b>7.8%</b>
Other Comprehensive Income after Tax	2.4	1.5		3.5	2.6	
<b>Total Comprehensive Income as per IndAS</b>	<b>5,743.4</b>	<b>4,908.5</b>	<b>17.0%</b>	<b>1,540.3</b>	<b>1,428.8</b>	<b>7.8%</b>

# ECL Provisions

Particulars (₹ Mn )	Stage 1	Stage 2	Stage 3*	Total
<b>For the period ended Mar'25</b>				
Gross Loan Principal Outstanding	1,59,199	2,408	1,763	1,63,370
% of Portfolio	97.45%	1.47%	1.08%	100%
ECL Provision Amt.	234	267	572	1,073
<b>ECL Provision %</b>	<b>0.15%</b>	<b>11.11%</b>	<b>32.43%</b>	<b>0.66%</b>
<b>For the period ended Dec'24</b>				
Gross Loan Principal Outstanding	1,50,047	2,372	1,757	1,54,176
% of Portfolio	97.32%	1.54%	1.14%	100%
ECL Provision Amt.	225	256	524	1,005
<b>ECL Provision %</b>	<b>0.15%</b>	<b>10.81%</b>	<b>29.80%</b>	<b>0.65%</b>
<b>For the period ended Mar'24</b>				
Gross Loan Principal Outstanding	1,37,507	2,066	1,319	1,40,892
% of Portfolio	97.60%	1.47%	0.94%	100%
ECL Provision Amt.	316	152	380	848
<b>ECL Provision %</b>	<b>0.23%</b>	<b>7.38%</b>	<b>28.81%</b>	<b>0.60%</b>



# Net Worth Reconciliation

Particulars (₹ Mn )	31-Mar-25	31-Mar-24
<b>Net Worth as per previous GAAP</b>	<b>39,927.1</b>	<b>34,650.8</b>
<b>Adjustments increasing/(decreasing) net worth as reported under previous GAAP:</b>		
Adoption of EIR for amortisation of Income and expenses - financial assets at amortised cost / net interest on credit impaired loans	(230.7)	(193.8)
Adoption of EIR for amortisation of expenses - financial liabilities at amortised cost	110.7	75.7
Net gain from excess interest spread on assignment transactions	3,557.6	3,093.7
Expected Credit Loss (ECL)	(43.7)	(62.2)
Other Adjustments	(293.6)	(235.1)
Deferred Tax impact on above adjustments and reversal of DTL on special reserve and other tax impact	581.0	404.1
<b>Net Worth as per Ind AS</b>	<b>43,608.3</b>	<b>37,733.2</b>

## Pillars for Sustainable Future

### Green Planet

Create a healthy planet by reducing our carbon footprint, optimizing energy consumption & mitigating climate change.

### Nurturing Workplace

Create a healthy & diverse workplace where talent is nurtured, recognized & rewarded.

### Responsible Lending

Create a positive impact on the environment & society through our responsible lending practices.

### Secure Customer

Ensure the highest level of customer privacy and data security by ensuring zero data breaches & fraud risk minimization.

### Robust Governance

Stay committed to upholding transparency and business integrity.

### Empowered Community

Commit to welfare & empowerment of communities by reducing inequality, promoting education, health & gender equality.

## Robust Corporate Governance

The Board of Directors helps improve corporate credibility and governance standards and manage risk and independent oversight in the Company.

The company has also implemented the following policies to promote ethical, transparent, and accountable behavior:

- Code of practices and procedures for fair disclosure of unpublished price sensitive information ([Link](#))
- Code of conduct for the Board of Directors and Senior Management personnel ([Link](#))
- Internal Guidelines on Corporate Governance ([Link](#))
- Vigil mechanism/whistle-blower policy ([Link](#))
- Anti-Bribery Corruption Policy ([Link](#))
- Know Your Customer and Anti-Money Laundering Measures ([Link](#))
- Fair Practice Code([Link](#))
- ESG Policy ([Link](#))

### Separate Chairperson & Managing Director position

**Independent Directors : 3 out of 9**

**Women Directors : 2 out of 9**

## Environmental Initiatives

- **Green Homes** – The company has financed 300 EDGE-certified Self-Built Green Homes and boasts a team of four qualified EDGE auditors and has completed pilot phase of Jan Griha Certification Program.
- **Solar Drive** – The Company has Installed total of 620 KWP solar plants across five government hospitals located in Jaipur, Pune, Indore, Ahmedabad, Jamnagar, and Gokak. This effort to promote solar and contributes to reducing the carbon footprint.

## Social Initiatives

- **Road Safety Awareness** – The Company during the quarter has trained 3,500+ youth and installed 30 traffic booths till date.
- **Health Care Facility** – 200 persons with disabilities (PWDs) from various regions in Gujarat, Maharashtra, and Madhya Pradesh were provided with artificial limbs additionally four ambulances were donated to government hospitals in Jaipur, Ujjain, and Gokak. A free eye check-up drive benefitted over 6,000 patients and successfully conducted 200 cataract surgeries.
- **Education** – Two schools in Jaipur were renovated, and five mini science centers were set up across Jaipur and Bhilwara districts, benefiting 2,548 students. Additionally, over 50 candidates were trained through the Aavas Udaan Skill Development Program.

## Governance Initiatives

- **Defined ESG Targets** - The company has demonstrated its commitment to sustainability by establishing clear and measurable ESG targets.
- **ESG Reporting-** The **enhancement in ESG risk assessment rating score to 63 from 61** is due to better ESG reporting, the introduction of an ESG policy, the setting of ESG targets and continuous initiatives aimed at meeting those targets.



### Ratings

Rating Agencies	Rating- Dec'24	Rating- Mar'25
CRISIL	61 – Strong	63 – Strong
ESG RISK ASSESSMENT	70.62 – Strong	70.62 – Strong
MORNINGSTAR* (Sustainalytics)	23.94 – Medium Risk	23.94 – Medium Risk

*\*Note: A lower ESG risk rating indicates better performance.*

For further information, please contact :



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Thank You !