

**Ref. No. AAVAS/SEC/2018-19/308**

**Date: January 30, 2019**

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

**Sub: Investor Release on the Financial and Operational Performance of the Company for Quarter and Nine Months ended December 31, 2018.**

**Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Please find enclosed herewith the Investor Release on the Financial and Operational performance of the Company for Quarter and Nine Months ended December 31, 2018.

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

This is for your information and record.

Thanking You,

For Aavas Financiers Limited

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



Enclosed: a/a

## Aavas Financiers Limited

### 9M-FY19 Results

- **AUM of Rs. 52,834 Mn; Growth of 49% YoY**
- **PAT at Rs. 1,218 Mn; Growth of 66% YoY**
- **Gross NPA at 0.58%; Improved by 24bps**
- **ROA at 3.58%; Maintained above 3%**
- **Positive ALM & Strong Liquidity of ~ Rs. 17,400 Mn**

**Investor Release: 30<sup>th</sup> January 2019, Jaipur**

Aavas Financiers Limited has declared Un-audited Financial Results for the quarter and nine-months ended 31<sup>st</sup> December 2018.

#### Key Performance Metrics for 9MFY19:

Particulars (Rs. Mn)	9M FY19	9M FY18	Y-o-Y
AUM	52,834	35,477	49%
Disbursements	17,994	13,090	37%
PAT	1,218	732	66%
GNPA (%)	0.58%	0.82%	Improved by 24 bps
ROA (%)	3.58%	3.22%	Maintained above 3%
Incremental Loan Accounts (No.)	21,923	15,697	40%
NIMs (Incl. Fee & Other Income)	9.39%	8.86%	Improved by 53 bps

#### Performance Highlights:

- AUM as on 31<sup>st</sup> December 2018 is Rs. 52,834 Mn of which
  - Home Loans contributed 75% with ATS of Rs. 0.88 Mn
  - Other Mortgage Loans contributed 25% with ATS of Rs. 0.77 Mn
- 71 new branches opened in last 12 months. The total number of branches stands at 210 as on 31<sup>st</sup> December 2018
- Gross NPAs is 0.58% improved by 24 bps and Net NPAs is 0.49% improved by 21 bps of the Outstanding Loan Book
- The Company has diversified borrowings. 87% of our borrowings are from Term Loans, Assignment, NHB Refinancing and Cash Credit. Only 13% of our borrowings are from debt capital market with no borrowings by way of Commercial Papers

- The Company continues to maintain positive ALM across tenors & has strong liquidity of ~ Rs. 17,400 Mn as on 31<sup>st</sup> December 2018

### **Key Performance Metrics for Q3FY19:**

Particulars (Rs. Mn)	Q3FY19	Q3FY18	Y-o-Y PY	Q2FY19	Q-o-Q CY
Disbursements	7,106	5,159	38%	5,788	23%
PAT	563	259	117%	353	59%

**Commenting on the performance Mr. Sushil Kumar Agarwal, CEO said,** “Last few months have been very challenging for the entire industry. There has been decline in business across various housing finance companies. Our Company worked diligently to mitigate the headwinds and has reported high disbursement growth in Q3FY19 of 38% Y-o-Y PY & 23% Q-o-Q CY while maintaining best-in-class asset quality with GNPA of 0.58% as on 31<sup>st</sup> December 2018.

We successfully raised funds through a maiden issue of Rupee denominated Masala bonds of Rs.2,000 Mn with CDC Group (UK’s Development Finance Institution) and NHB Refinance assistance of Rs.5,000 Mn. Such long-term investment commitment especially in the current liquidity scenario demonstrates their trust on us.

The current liquidity position will allow us to continue our growth trajectory over the year.

Our ratings continue to be A+ for Long-term credit from CRISIL, CARE & ICRA and A1+ for Short-term credit from ICRA & CARE.

Our strategy of focusing on funding of purchase and construction of single unit dwellings of small average ticket size for self-occupation is playing out well. We continue in our endeavor to service the customers in the segment of sub Rs. 1 Mn average ticket size along with good asset quality.

At Aavas, we continue to reaffirm our commitment to deliver a sustainable long-term business and earnings growth by leveraging our key enablers – Technology & Data Analytics, 100% in-house sourcing model and high qualified and professional team.”

## About Aavas Financiers Limited

Aavas Financiers Limited (formerly known as Au Housing Finance Limited), incorporated in 2011 in Jaipur is a retail, affordable housing finance company, primarily serving low and middle income self-employed customers in semi-urban and rural areas in India. A majority of the customers have limited access to formal banking credit. The Company's product offering consists of Home loans for the purchase or construction of residential properties, and for the extension and repair of existing housing units. The Company has Fully in-house sourcing model leading to superior business outcomes. The Company has 210 branches spread across 122 districts in 10 states as on 31<sup>st</sup> December 2018.

## Safe Harbor Statement

This document may contain forward-looking statements about the Company, which are based on the beliefs, opinions and expectations of the Company's management as the date of this press release and the companies do not assume any obligation to update their forward looking statements if those beliefs, opinions, expectations, or other circumstances should change, These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict. Consequently, readers should not place any undue reliance on such forward-looking statements.

### For more Information, please contact:

**Aavas Financiers Limited**

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