

Ref. No. AAVAS/SEC/2019-20/356

Date: January 24, 2020

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, 2019

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, 2019.

This Investor Release may also be accessed on the website of the company at 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

(Formerly known as "Au HOUSING FINANCE LIMITED")

An ISO 9001:2015 Certified Company

CIN NO.: L65922RJ2011PLC034297

Regd. & Corp. Office: 201-202, 2nd Floor, Southend Square,

Mansarovar Industrial Area, Jaipur - 302020 | Tel: +91 141 661 8888

E-Mail: info@aavas.in, Website: www.aavas.in

Aavas Financiers Limited

9M FY20 Results

- **AUM of Rs. 71,951 Mn; Growth of 36% YoY;**
- **PAT at Rs. 1,893 Mn; Growth of 55% YoY;**
- **Gross NPA at 0.57%; Maintained below 1%**
- **ROA at 4.05%; Maintained above 2.5%**
- **Positive ALM & Strong Capital Base**

Investor Release: 24th January 2020, Jaipur

Aavas Financiers Limited has declared Un-audited Financial Results for the quarter & nine months ended 31st December 2019.

Key Performance Metrics for 9M FY20:

Particulars (Rs. Mn)	9M FY20	9M FY19	Y-o-Y
AUM	71,951	52,834	36%
Disbursements	20,682	17,994	15%
PAT (incl. Other Comprehensive Income)	1,893	1,218	55%
GNPA (%)	0.57%	0.58%	Maintained below 1%
ROA (%)	4.05%	3.58%	Maintained above 2.5%
Active Loan Accounts (No.)	97,304	69,195	41%
NIMs (incl. Fee & Other Income)	8.66%	9.37%	Reduced by 71 bps

Performance Highlights:

- AUM as on 31st December 2019 is Rs. 71,951 Mn of which
 - Home Loans contributed 73.9%
 - Other Mortgage Loans contributed 26.1%
- The total number of branches stands at 245 as on 31st December 2019
- Gross NPAs is 0.57% maintained below 1% and Net NPAs is 0.46%
- 85.4% of our borrowings are from Term Loans, Assignment and NHB Refinancing. Only 14.6% of our borrowings are from debt capital market, majority from large financial institutions, with no borrowings by way of Commercial Papers.
- The Company has a capital of Rs. 20,356 Mn as on 31st December 2019

Commenting on the performance Mr. Sushil Kumar Agarwal, CEO said: “At Aavas, we strongly believe in a consistent long-term growth. Our disbursements have grown by 15% Y-o-Y while AUM has grown by 36% Y-o-Y and our asset quality continues to remain strong with GNPA of 0.57% as on 31st December 2019. Even in the current environment where liquidity remains tight, we continue to borrow prudently at reasonable rates; during the last quarter we raised Rs. 6,177 Mn at 8.73% for a tenor of 133 months.

At Aavas, right from inception it has been our motto to upgrade the life of our customer. So that was also the theme for the first TV commercial that we launched last quarter which showed how we enable our customers upgrade their life by owning their dream home. Such campaigns help in improving the recall value with our existing as well as new customers and so we will continue to make investment in brand building with a view on long-term.

We have built up a strong network of 245 branches to deliver best service to our customers by reducing the turnaround time and focusing on building efficiency within the Company. We continue to reaffirm our commitment to deliver sustainable long-term business and earnings growth by leveraging our key enablers – Technology & Data Analytics, in-house execution model and a professional management 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 our 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 in-house execution model leading to superior business outcomes.

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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Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

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