

Ref. No. AAVAS/SEC/2020-21/37

Date: May 14, 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
---	---

Dear Sir/Madam,

Sub: Investor Release on the Financial and Operational Performance of the Company for quarter and year ended March 31, 2020

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 year ended March 31, 2020.

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

FY20 Results

- **AUM of Rs. 77,961 Mn; Growth of 31% YoY;**
- **PAT at Rs. 2,491 Mn; Growth of 41% YoY;**
- **Gross NPA at 0.46%; Maintained below 1%**
- **ROA at 3.75%; Maintained above 2.5%**
- **Sufficient Liquidity of Rs. 25,320 Mn**
- **Positive ALM & Strong Capital Base**

Investor Release: 14th May 2020, Jaipur

Aavas Financiers Limited has declared Audited Financial Results for the quarter & year ended 31st March 2020.

Key Performance Metrics for FY20:

Particulars (Rs. Mn)	FY20	FY19	Y-o-Y
AUM	77,961	59,416	31%
Disbursements	29,304	26,724	10%
PAT (incl. Other Comprehensive Income)	2,491	1,761	41%
GNPA (%)	0.46%	0.47%	Maintained below 1%
ROA (%)	3.75%	3.64%	Maintained above 2.5%
Active Loan Accounts (No.)	104,745	77,488	35%
NIMs (incl. Fee & Other Income)	8.16%	9.32%	Reduced by 116 bps

Performance Highlights:

- AUM as on 31st March 2020 is Rs. 77,961 Mn of which
 - Home Loans contributed 73.5%
 - Other Mortgage Loans contributed 26.5%
- The total number of branches stands at 250 as on 31st March 2020
- Gross NPAs is 0.46% maintained below 1% and Net NPAs is 0.34%
- 81.6% of our borrowings are from Term Loans, Assignment, NHB Refinancing and Cash Credit. Only 18.4% of our borrowings are from debt capital market (of which 87.5% is from development finance institutions like IFC, CDC & ADB), with no borrowings by way of Commercial Papers.
- The Company has a Networth of Rs. 20,979 Mn as on 31st March 2020

Commenting on the performance Mr. Sushil Kumar Agarwal, CEO said: “The whole world is going through unprecedented times due to Covid-19 pandemic outbreak which has impacted almost every aspect of human life. For any lending institute, it becomes very important to lend prudently in such times & also maintain sufficient liquidity on the balance sheet.

At Aavas, we have always believed in doing a consistent & sustainable growth while giving utmost importance to maintaining a pristine asset quality. I am happy to share that our asset quality continues to remain strong with GNPA of 0.46% as on 31st March 2020 while still delivering AUM growth of 31% Y-o-Y. At the same time, we have continued to borrow judiciously & raised Rs. 11,794 Mn at 8.12% for a tenor of 120 months during Q4FY20. This included Rs. 4,444 Mn invested by Asian Development Bank through NCDs thereby adding another prestigious development finance institute to the list of our lenders. As on 31st March 2020, we have sufficient liquidity of Rs. 25,320 Mn in the form of cash & cash equivalents and un-availed documented sanctions

We have built up a strong network of 250 branches to deliver best service to our customers & reduce the turnaround time. Even after announcement of nationwide lockdown in March, our BCP centers were live ensuring continuous services to our customers. We also reached out to all our existing customers to educate them about our moratorium policy & if they want to avail the moratorium.

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, a professional management team and a strong customer connect.”

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

CIN: L65922RJ2011PLC034297

Mr. Himanshu Agrawal

Email: investorrelations@aavas.in

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

Ms. Neha Shroff

Email: neha.shroff@sgapl.net