

**Ref. No. AAVAS/SEC/2019-20/271**

**Date: October 25, 2019**

<b>To,</b> The National Stock Exchange of India Limited The Listing Department Exchange Plaza, Bandra Kurla Complex, Mumbai - 400051  Scrip Symbol: AAVAS	<b>To,</b> 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 half year ended September 30, 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 half year ended September 30, 2019.

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

### H1 FY20 Results

- AUM of Rs. 67,530 Mn; Growth of 42% YoY;
- PAT at Rs. 1,214 Mn; Growth of 85% YoY;
- Gross NPA at 0.62%; Maintained below 1%
- ROA at 4.03%; Maintained above 2.5%
- Positive ALM & Strong Capital Base

**Investor Release: 25<sup>th</sup> October 2019, Jaipur**

Aavas Financiers Limited has declared Un-audited Financial Results for the quarter & half year ended 30<sup>th</sup> September 2019.

#### Key Performance Metrics for H1 FY20:

Particulars (Rs. Mn)	H1 FY20	H1 FY19	Y-o-Y
AUM	67,530	47,592	42%
Disbursements	13,151	10,888	21%
PAT (incl. Other Comprehensive Income)	1,214	655	85%
GNPA (%)	0.62%	0.57%	Maintained below 1%
ROA (%)	4.03%	3.06%	Maintained above 2.5%
Active Loan Accounts (No.)	90,139	63,098	43%
NIMs (incl. Fee & Other Income)	8.69%	8.80%	Reduced by 11 bps

#### Performance Highlights:

- AUM as on 30<sup>th</sup> September 2019 is Rs. 67,530 Mn of which
  - Home Loans contributed 74.6%
  - Other Mortgage Loans contributed 25.4%
- The total number of branches stands at 216 as on 30<sup>th</sup> September 2019
- Gross NPAs is 0.62% maintained below 1% and Net NPAs is 0.49%
- 84.4% of our borrowings are from Term Loans, Assignment and NHB Refinancing. Only 15.6% 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. 19,620 Mn as on 30<sup>th</sup> September 2019

**Commenting on the performance Mr. Sushil Kumar Agarwal, CEO said:** “Dear All. At Aavas, it has always been our endeavor to build long-term & diversified borrowing profile. I am happy to inform you that this quarter, we have availed a term-loan amounting to Rs. 1,000 Mn from SBI Life Insurance for a tenor of 8 years. Further, as a testament to their trust & belief in our business model, International Finance Corporation has invested Rs. 3,450 Mn through NCDs of 5 years tenor during this quarter.

The regulator is making continued efforts to provide liquidity to NBFCs/HFCs & boost the housing sector. In this regard, the limit of bank lending to NBFCs/HFCs for on-lending to housing has been increased from Rs. 1 Mn to Rs. 2 Mn per borrower for classification as priority sector lending.

At Aavas, we strongly believe in a consistent long-term growth. Our disbursements have grown by 21% Y-o-Y while AUM has grown by 42% Y-o-Y but our asset quality continues to remain strong with GNPA of 0.62% as on 30<sup>th</sup> September 2019. We are well capitalized to continue our growth trajectory for the near-term.

We have built up a strong network of 216 branches to deliver best service to our customers by reducing the turnaround time and focusing on building efficiency within the Company. We continue to strive for strong asset quality, sustainable profitability & consistent 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.**

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