

**Ref.No. AAVAS/SEC/2023-24/196**

**Date: May 03, 2023**

<b>To,</b>  <b>The National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Mumbai – 400051</b>  <b>Scrip Symbol: AAVAS</b>	<b>To,</b>  <b>BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001</b>  <b>Scrip Code: 541988</b>
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Dear Sir/Madam,

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

In accordance with captioned regulation, we hereby inform you that the Management of the Company will be interacting with the investors/analysts through virtual and/or physical mode from Thursday, May 04, 2023 onwards.

Please find enclosed the Investor Presentation, which Company will present to the Investors while interacting with them.

The details of meetings held between the Management and Investors/analysts will be given to the Stock Exchanges as per the statutory timelines in accordance with the SEBI (LODR) Regulations, 2015

The above information will also be made available on the website of the Company at [www.aavas.in](http://www.aavas.in)

You are requested to take the same on record.

Thanking You,

**FOR AAVAS FINANCIERS LIMITED**

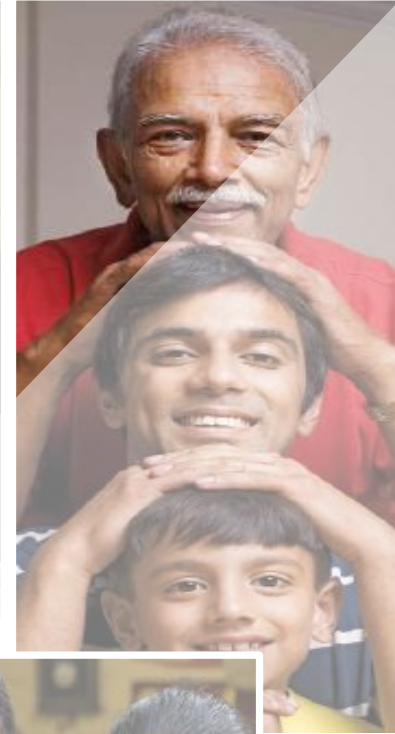
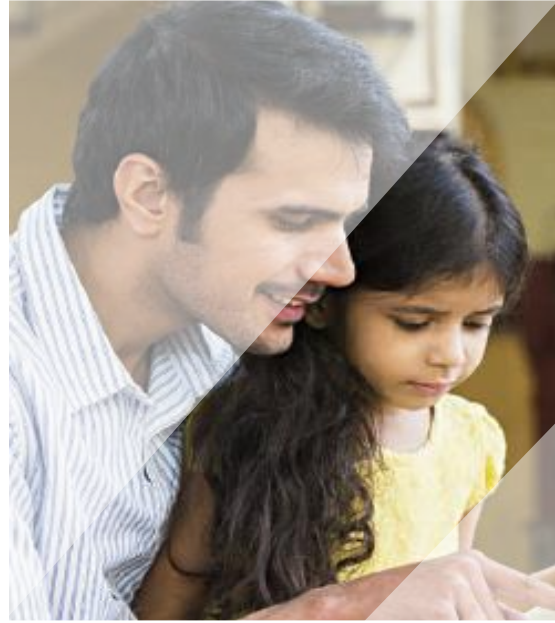
**SHARAD PATHAK  
COMPANY SECRETARY AND COMPLIANCE OFFICER  
(FCS-9587)**

**AAVAS FINANCIERS LIMITED**

**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](mailto:info@aavas.in), **Website:** [www.aavas.in](http://www.aavas.in)



# AAVAS FINANCIERS LIMITED

NDR Presentation

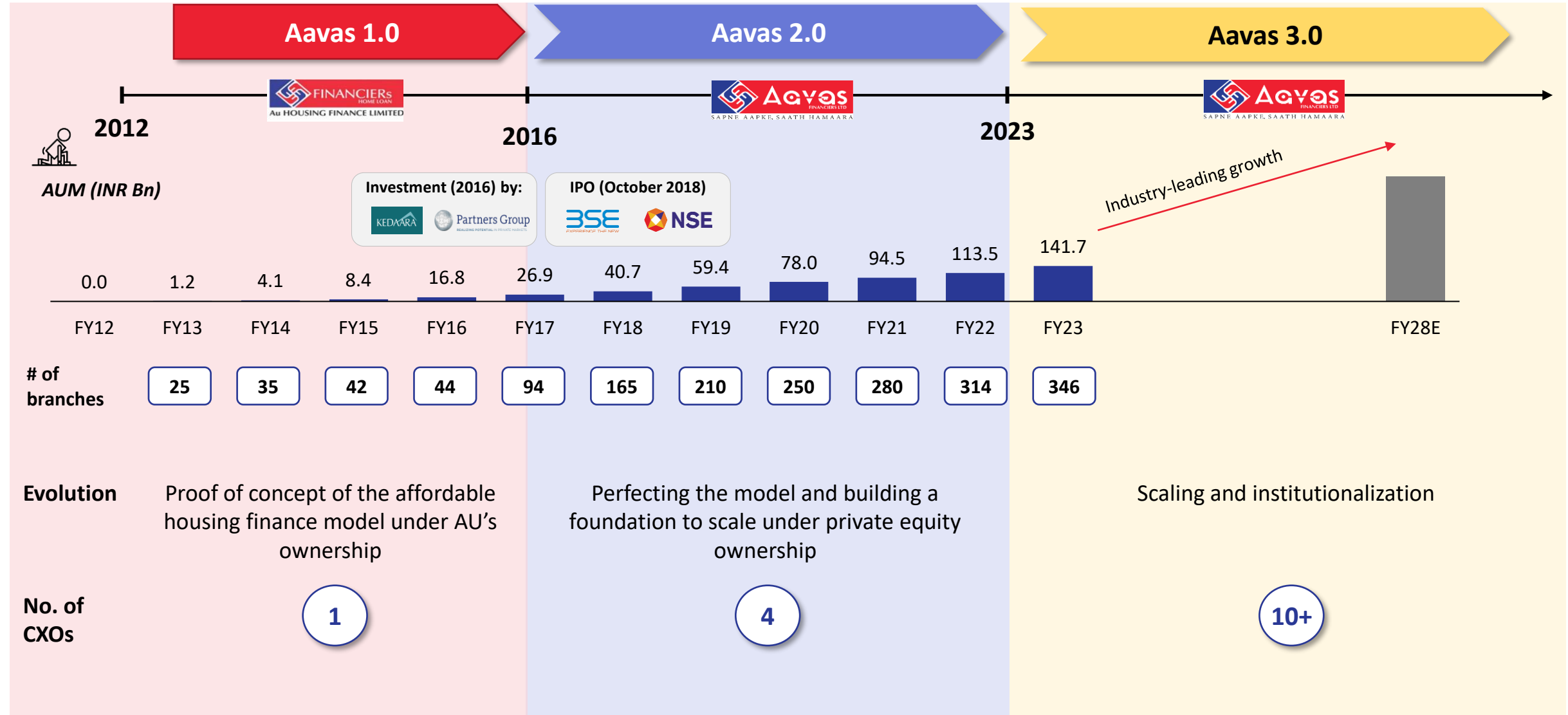


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# Aavas 3.0: Building a lasting institution



Note: FY28E bar is only for illustrative purposes



# Exceptional top-level management with significant experience in Financial Services...



**Sachinder Bhinder**  
Managing Director & CEO  
25+ years of experience

25+ years



**Siddharth Srivastava**  
Chief Business Officer  
20+ years of experience

20+ years



**Anshul Bhargava**  
Chief People Officer  
35+ years of experience

13 years



**Rajeev Sinha**  
Executive VP, Operations  
23+ years of experience

23+ years



**Ghanshyam Rawat**  
President & CFO  
30+ years of experience

30+ years



**Surendra Sihag**  
Chief Collections Officer  
22+ years of experience

22+ years



**Jijy Oommen**  
Chief Technology Officer  
25+ years of experience

23+ years



**Ramchandran Venkatesh**  
Head of Internal Audit  
26+ years of experience

26+ years



**Ashutosh Atre**  
President & Chief Risk Officer  
30+ years of experience

30+ years



**Ripudaman Bandral**  
Chief Credit Officer  
25+ years of experience

20+ years



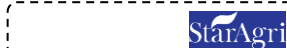
**Rajaram Balasubramaniam**  
Chief Strategy Officer & Analytics Head  
24+ years of experience

24+ years



**Sharad Pathak**  
Company Secretary & Compliance Officer  
12+ years of experience

12 years



# ...supported by strong middle layer under three core business functions...

## Business origination

 **100**

**6** NSM<sup>1</sup>   **7** Circle Heads   **8** Zonal Heads   **79** State Heads

**43%** employees with 3+ years with Aavas

## Credit & Risk

 **234**

**97** Area Credit managers   **54** State Credit Managers

**71%** employees with 3+ years with Aavas

**97** Legal Employees   **174** Technical Employees   **98** RCU Employees

← **Strong Credit & Risk Team** →

## Collections

 **54**

**5** National Heads   **6** Zonal Heads   **34** Area collection managers

**78%** employees with 3+ years with Aavas

**Strong track record retaining key middle layer employees across all the major business functions**

**Successfully displayed mobility of key employees for incubating new geographies while maintaining core-Aavas principles**

# ...and governed by a highly experienced Board of Directors



## 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

5+ years



## Soumya Rajan

*Independent Director & Chairperson of Nomination & Remuneration Committee*

**25+ years of experience**

**Qualifications:** Bachelor's in Mathematics & Economics - St. Stephens College, Master's in Mathematics - Oxford University  
**Prior Engagements:** Waterfield Advisors, Standard Chartered Bank, ANZ Grindlays Bank

3+ years



## Kalpana Iyer

*Independent Director & Chairperson of Audit Committee*

**30+ years of experience**

**Qualifications:** Chartered Accountant  
**Prior Engagements:** Citibank N.A., IncValue Advisors

7+ years



## Sachinder Bhinder

*Managing Director & CEO*

**25+ 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

3+ years



## 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

7+ years



## 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.

7+ years



## 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

7+ years



## 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

7+ years



## Kartikeya Dhruv Kaji

*Promoter Nominee Director & Chairperson of CSR Committee*

**15+ years of experience**

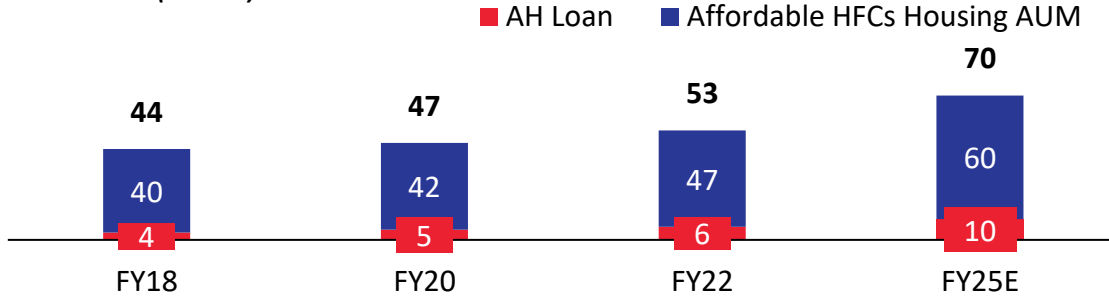
**Qualifications:** Bachelor's degree Economics from the Dartmouth College, New Hampshire, MBA from Wharton School, University of Pennsylvania  
**Prior Engagements:** Perella Weinberg Partners and Merrill Lynch, Temasek

7+ years

# Affordable Housing is a secular growth story backed by long term structural tailwinds

Affordable Housing has a large headroom to grow with AHFCs<sup>1</sup> expected to be the biggest beneficiaries

Market Size (USD Bn)



Share of AHFCs in total AHF Market (%)



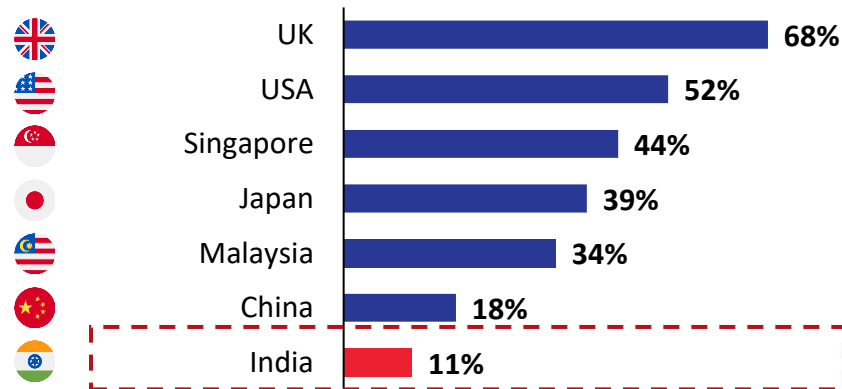
Tier-II cities are witnessing increasing share of India's population...

Share of population of cities ranked 26-150 (by population)<sup>2</sup>

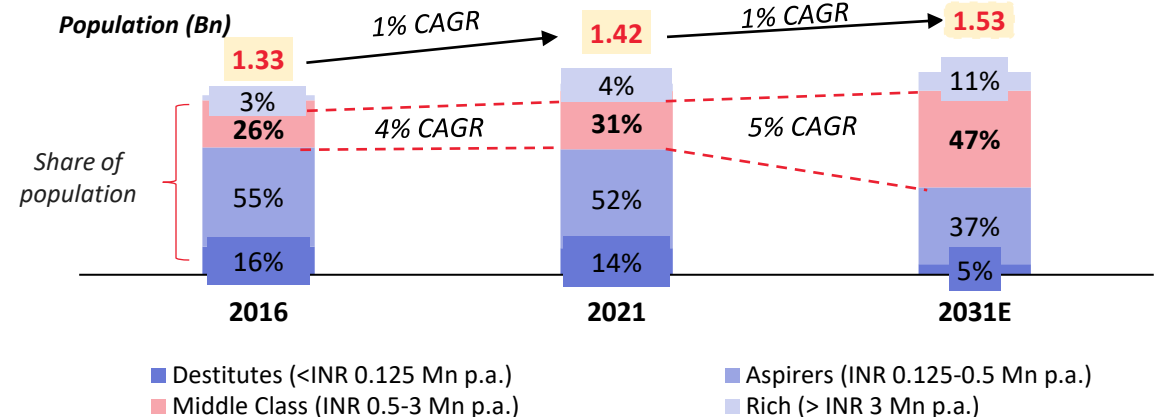
Population (Mn)



India has one of the lowest mortgage penetrations globally



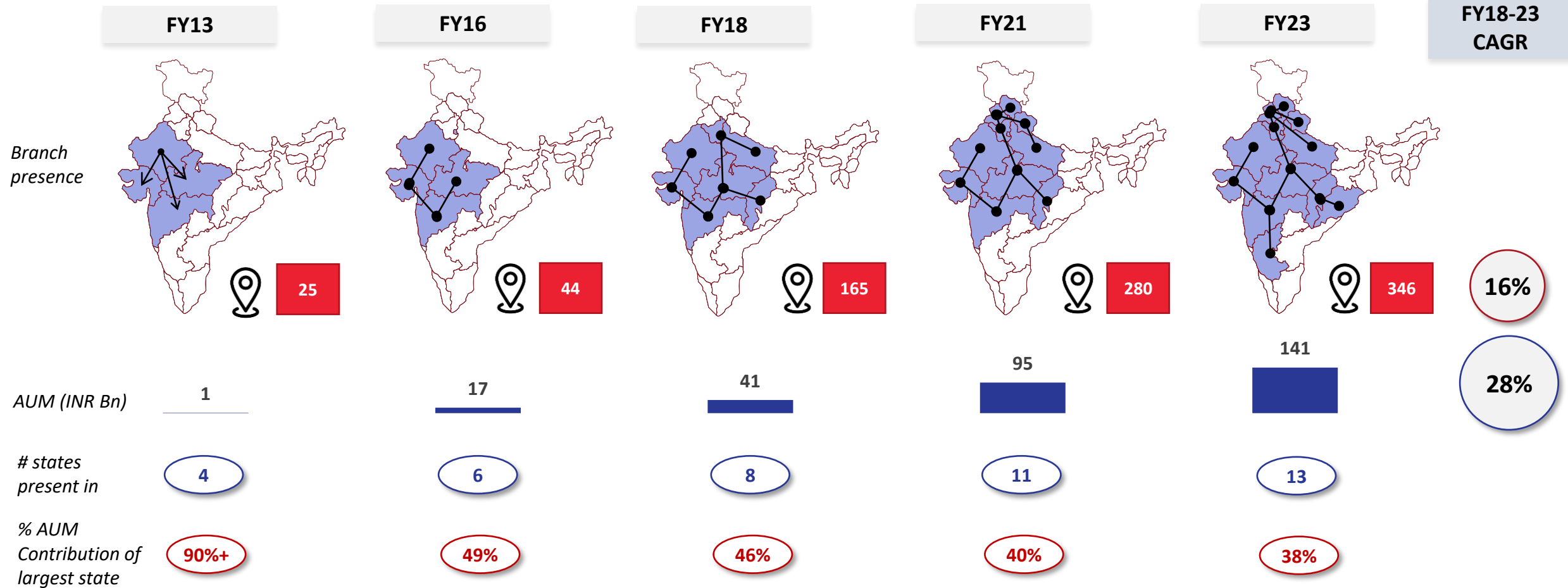
...along with burgeoning middle-class population





# Contiguous geographic expansion strategy focused on deep penetration in target states

Calibrated expansion strategy with a network of 346 branches



*Focused on creating a diversified pan-India Affordable Housing Player*



Number of branches

# Diversified portfolio centered around core lending philosophy...

## Core Lending Philosophy



Catering to the underserved customer segment



Distribution framework focused on lending deep in Tier 3 / rural geographies



In-house sourcing complemented by branch-led decentralized underwriting

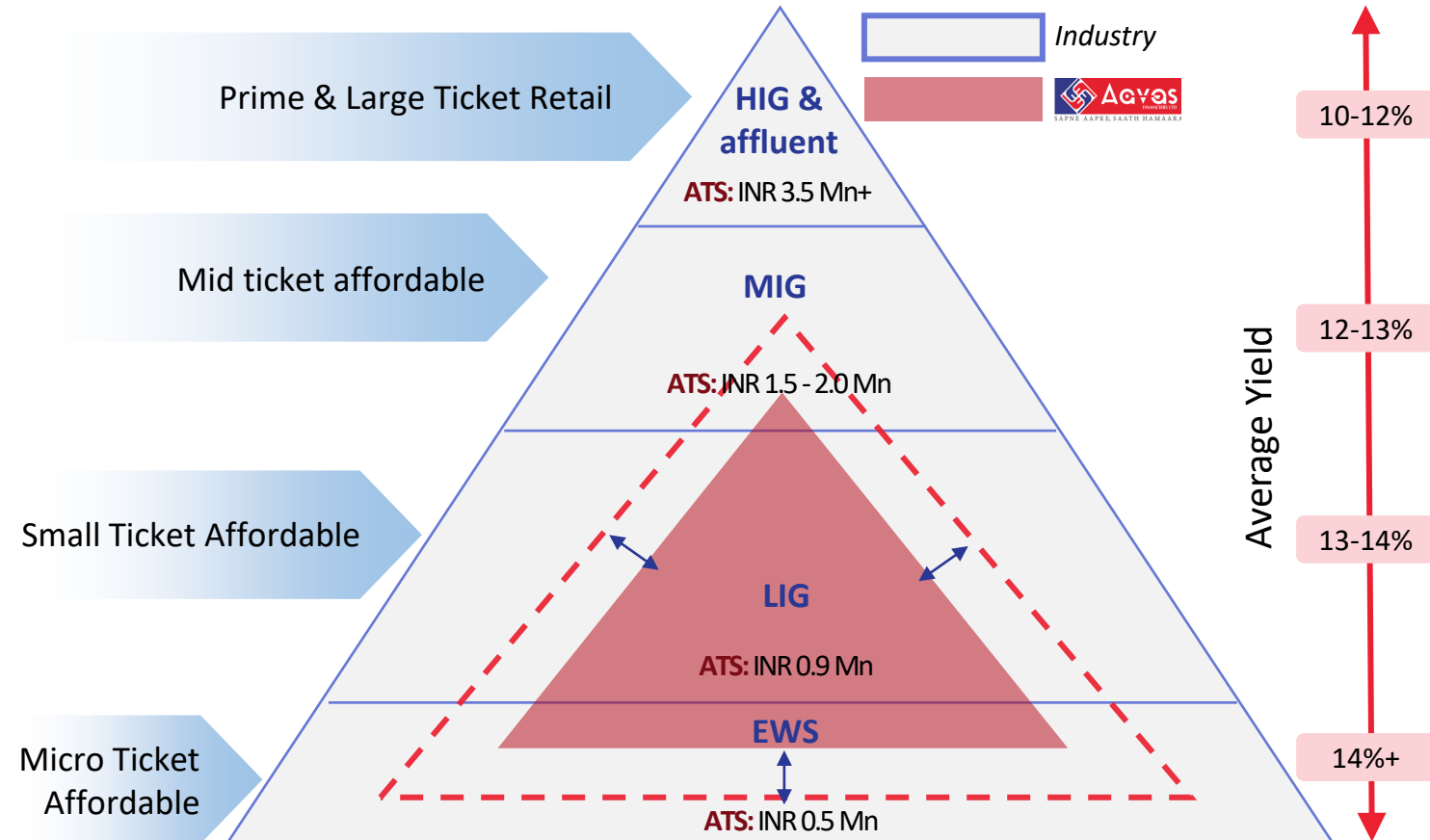


Granular product offerings  
(ATS of INR 0.8 Mn)



Catering to India's expanding middle-class (fastest growing segment)

## Ability to cater across segments while focusing on Small-Ticket Affordable Housing segment



Core focus on serving EWS and LIG segments with capabilities to underwrite the entire pyramid



Core focus



Expansion potential

# ...serving the underserved, underbanked and underpenetrated customer segments of India

INR 141 Bn AUM

## Housing Loans

70%



1.0



11.5-13.5%

- Core Product with focus on self-construction home loans

## Loans Against Property

20%



0.7



14-16%

- Opportunity to cross-sell to Housing Loan customers

## MSME Loans

10%



0.8



14-16%

- Addressing large-untapped business loan opportunity

## Extending core offerings via a slew of pilots

### Affordable



0.4



11-12%

Urban local bodies (ULB) led govt. business

### MSME STS<sup>1</sup>



0.4



16-18%

Catering to large opportunity of micro-enterprises

### APF



2.4



10-11.5%

Funding to individual buyers of approved projects

### HIG-MIG



1.7



10-11.5%

ULB "PPP" business in large cities

### Core+



2.4



11-12%

Larger ticket offering to SENP in existing locations

## Serving Customers with Informal Sources of Income

Note: <sup>1</sup> Small ticket size



ATS  
(INR Mn)



Yield

# Superior in-house processes leading to pristine asset quality

## Tech-led in-house operations...



Tech-assisted sourcing model



Scorecard driven customer sanction



In-house underwriting, risk-containment, technical & legal teams

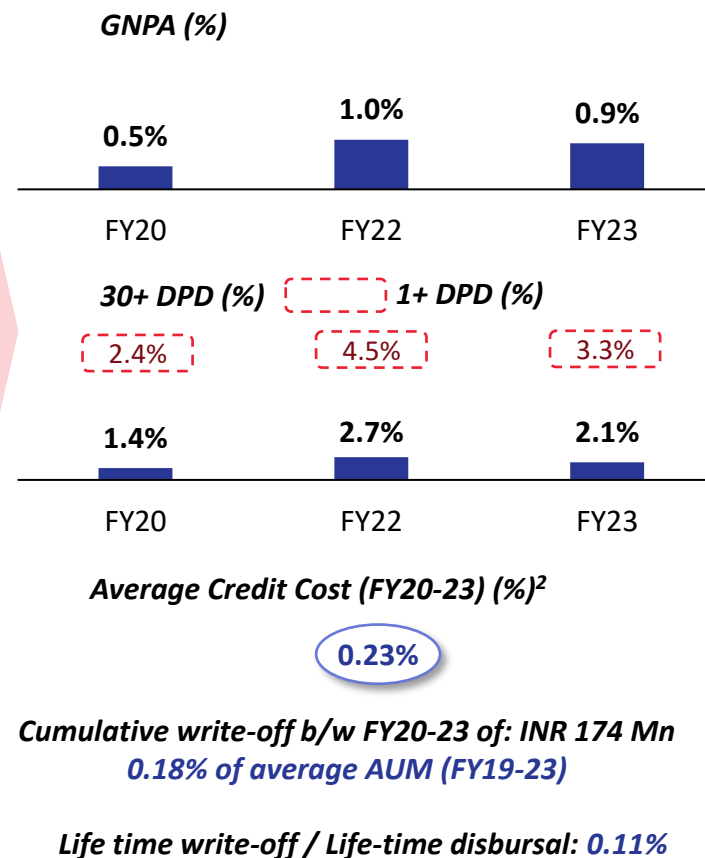


API integration with Credit Bureau

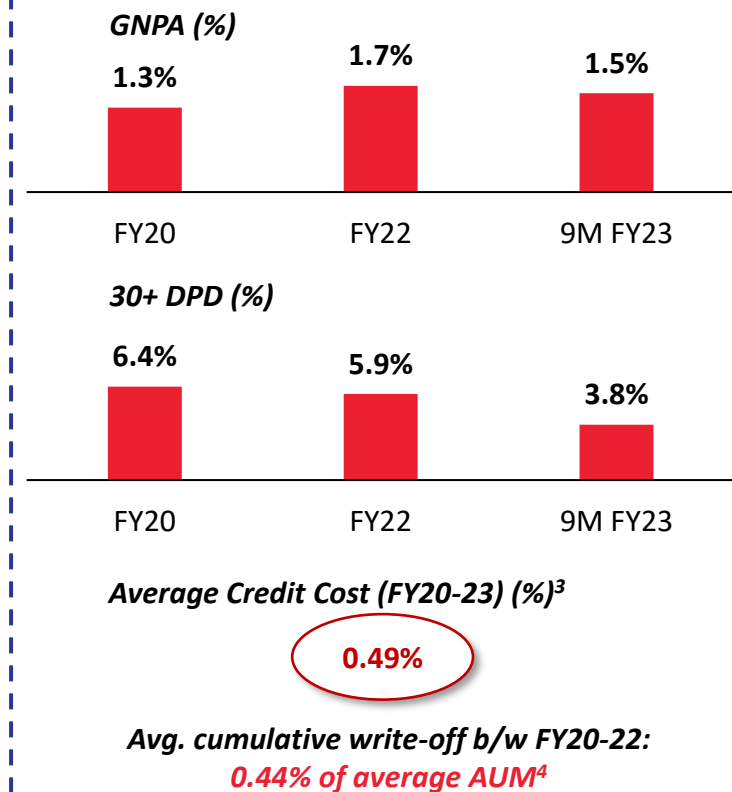


Analytics driven customer monitoring

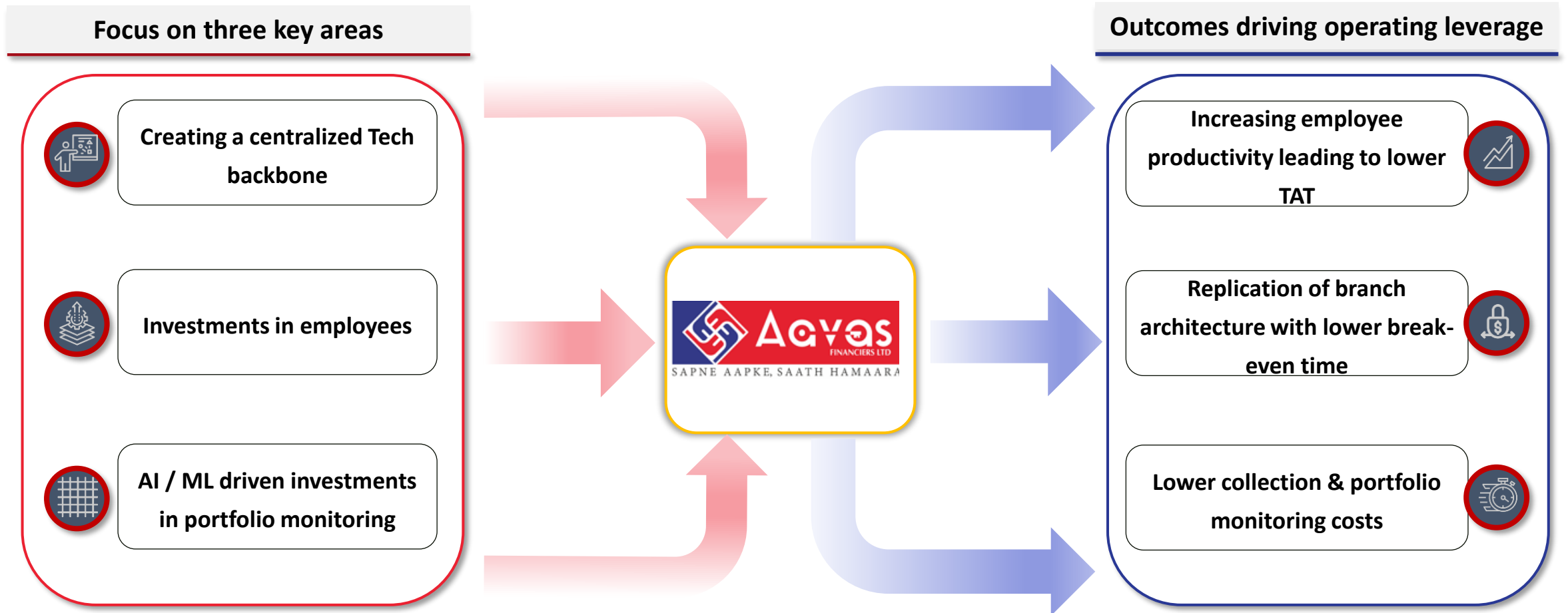
## ...resulting in pristine asset quality with best-in-class metrics



## Peer average<sup>1</sup>



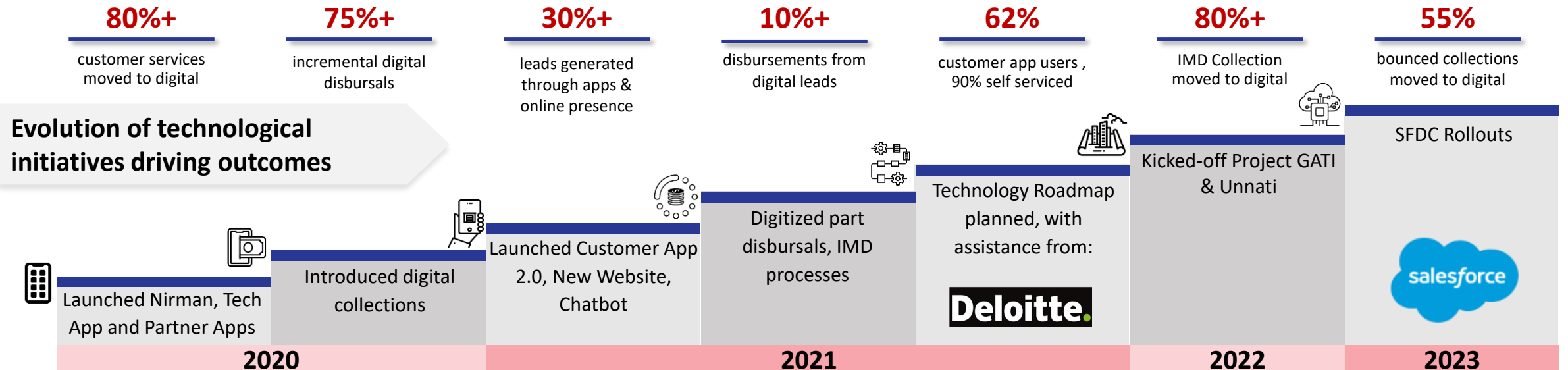
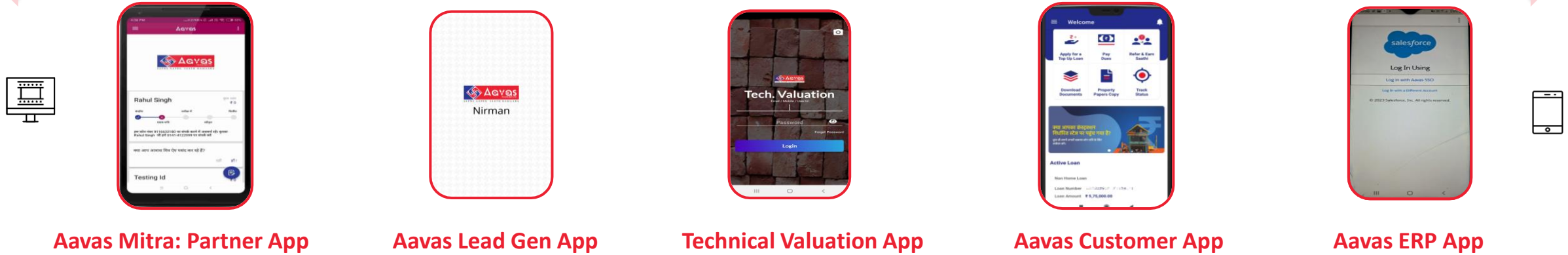
# Driving operating leverage via continuous innovation





# Dedicated user-friendly applications backed by continuously evolving technological initiatives

## Multiple applications across the journey of a customer

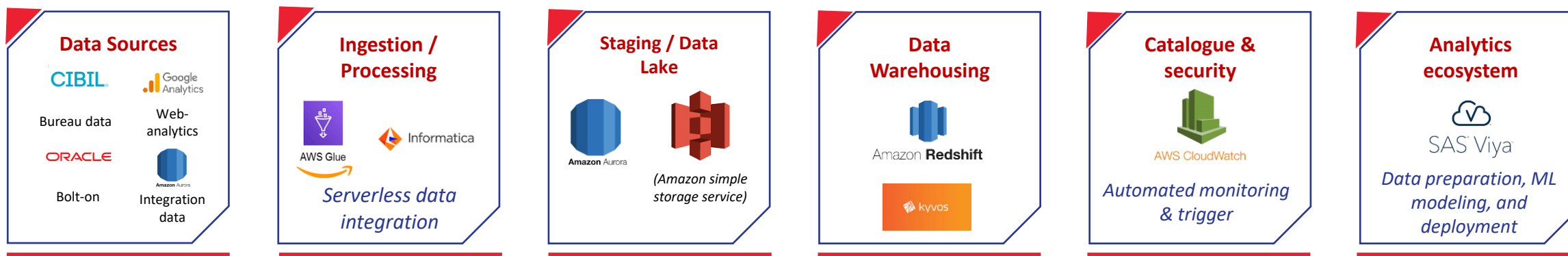


# State-of-the art technological backbone enabling digital & analytical capabilities

## Technological backbone backed by high quality systems



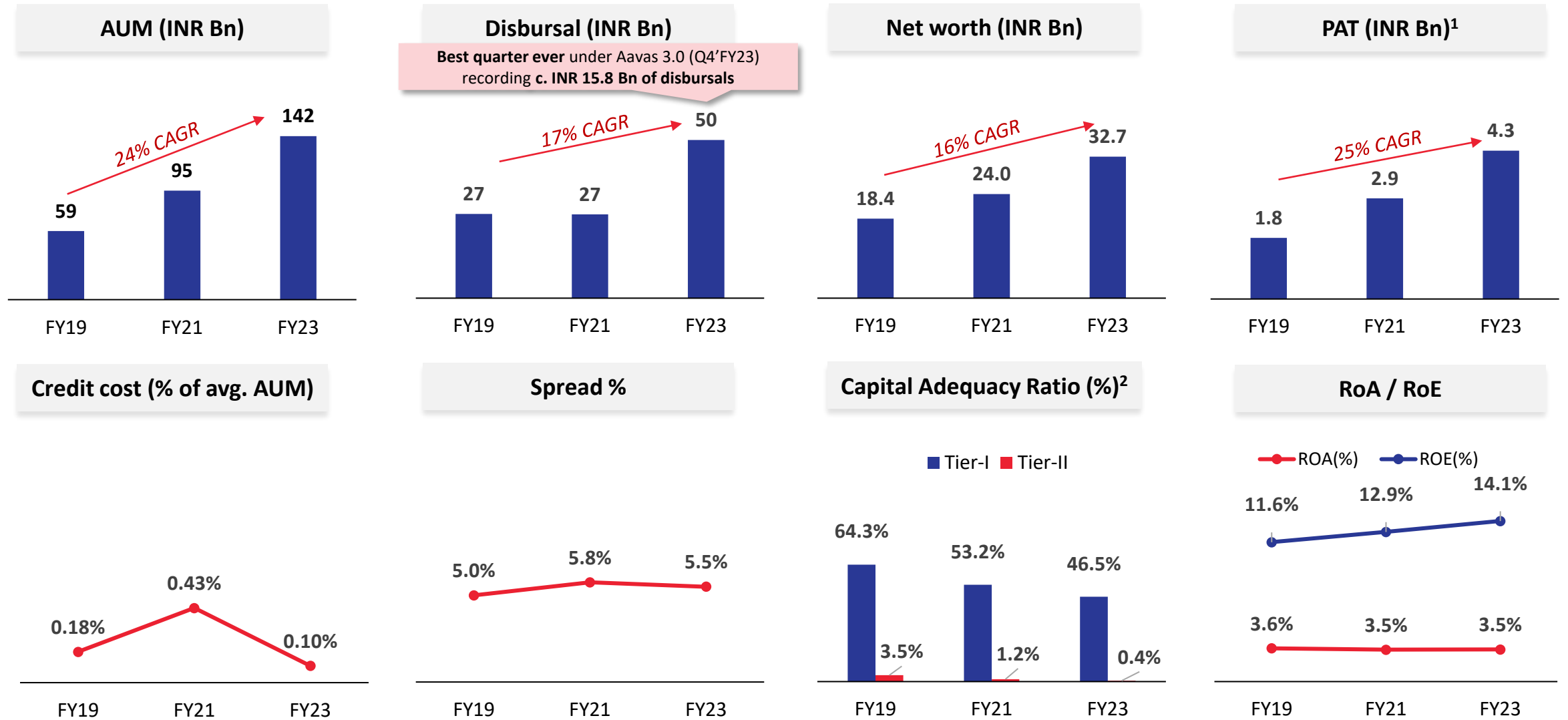
## Supported by multiple softwares



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



# Track record of delivering superior financial performance



Note: Data as per IndAS; Note: <sup>1</sup> PAT includes other comprehensive income; <sup>2</sup> Capital Adequacy Ratio as per iGAAP for FY19 and as per IndAS for FY21 & FY23