

Ref. No. AAVAS/SEC/2021-22/385

Date: July 29, 2021

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

Dear Sir/Madam,

Sub: Investor Presentation on the Unaudited Financial Results for the quarter ended June 30, 2021

In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of Investor Presentation of the Company on the Unaudited Financial Results for the quarter ended June 30, 2021.

This Investor Presentation 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

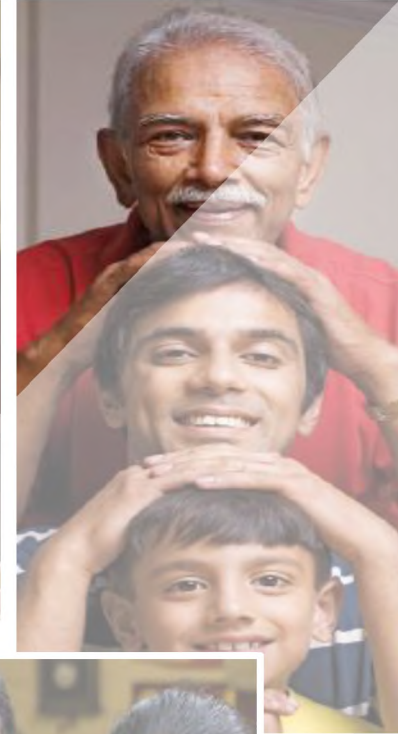
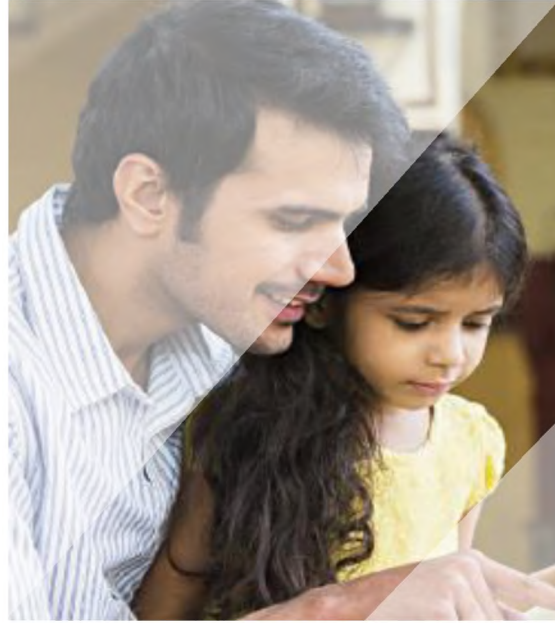
(Formerly known as "Au HOUSING FINANCE LIMITED")

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



AAVAS FINANCIERS LIMITED

Investor Presentation – 3M FY22



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Aavas Financiers Ltd.** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Our Background



Commenced operations in 2011
from Jaipur, Rajasthan



Regulated by Reserve Bank of India ("RBI")
Supervised by National Housing Bank ("NHB")



Currently being run by professional
management team backed by
marquee private equity players
Kedaara Capital and Partners Group



Recognized by NHB for refinance
facility



Listed on BSE & NSE in October 2018



Retail network of 284 branches



Our Pillars of Strength

- ✓ Experienced Board of Directors
- ✓ Professional Management Team
- ✓ In-house Execution Model
- ✓ Technology and Data Analytics
- ✓ Improving Credit Ratings
- ✓ Diversified Shareholding Base

Experienced Board of Directors



Sandeep Tandon **Chairman & Independent Director**

Qualifications: Bachelor's in Electrical Engineering from University of Southern California

Prior Engagements: Tandon Advance Device, Accelyst Solutions



Soumya Rajan **Independent Director**

Qualifications: Bachelor's in Mathematics & Economics from St. Stephens College, Master's in Mathematics from Oxford University

Prior Engagements: Waterfield Advisors, Standard Chartered Bank, ANZ Grindlays Bank



Kalpana Iyer **Independent Director**

Qualifications: Chartered Accountant

Prior Engagements: Citibank N.A., IncValue Advisors



Sushil Kumar Agarwal **Managing Director & CEO**

Qualifications: Chartered Accountant, Company Secretary

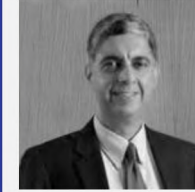
Prior Engagements: Au SFB, ICICI Bank, Kotak Mahindra Primus. 20+ years of experience in the field of retail financial services



K. R. Kamath **Non-executive Nominee Director**

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



Vivek Vig **Non-executive Nominee Director**

Qualifications: PG Diploma in management from IIM Bangalore

Prior Engagements: Destimoney Enterprises, Centurion Bank of Punjab, PNB Housing Finance, Citibank N.A., India.



Manas Tandon **Promoter Nominee Director**

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



Nishant Sharma **Promoter Nominee Director**

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



Kartikeya Dhruv Kaji **Promoter Nominee Director**

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

Professional Management Team



Sushil Kumar Agarwal - Managing Director & CEO

- 20+ years of experience in retail financial services
- Prior associated with Kotak Mahindra Prime, ICICI Bank & Au Small Finance Bank (Business Head – SME & Mortgages)



Ghanshyam Rawat - Chief Financial Officer

- Experience in financial services & allied sectors
- Prior associated with Indorama Synthetics, Accenture, First Blue Home Finance, Deutsche Postbank Home Finance



S Ram Naresh - Chief Business Officer

- Experience in mortgages and FMCG distribution
- Prior associated with Nestle, GE Money, ICICI Bank, Bajaj Finance



Ashutosh Atre - Chief Risk Officer

- Experience in credit management
- Prior associated with Equitas, ICICI Bank, Cholamandalam



Rajeev Sinha - Senior VP, Operations

- Prior associated with Indiabulls, CoinTribe



Surendra Sihag - Senior VP, Collections & Customer Service

- Prior associated with Bajaj Finance, Cholamandalam



Jijy Oommen - Chief Technology Officer

- Prior associated with Kinara Capital, Wonderla Holidays, Manappuram Finance, Bajaj Capital



Anurag Srivastava - Senior VP, Data Science

- Prior associated with Deloitte, WNS, American Express



Sharad Pathak - Company Secretary & Compliance Officer

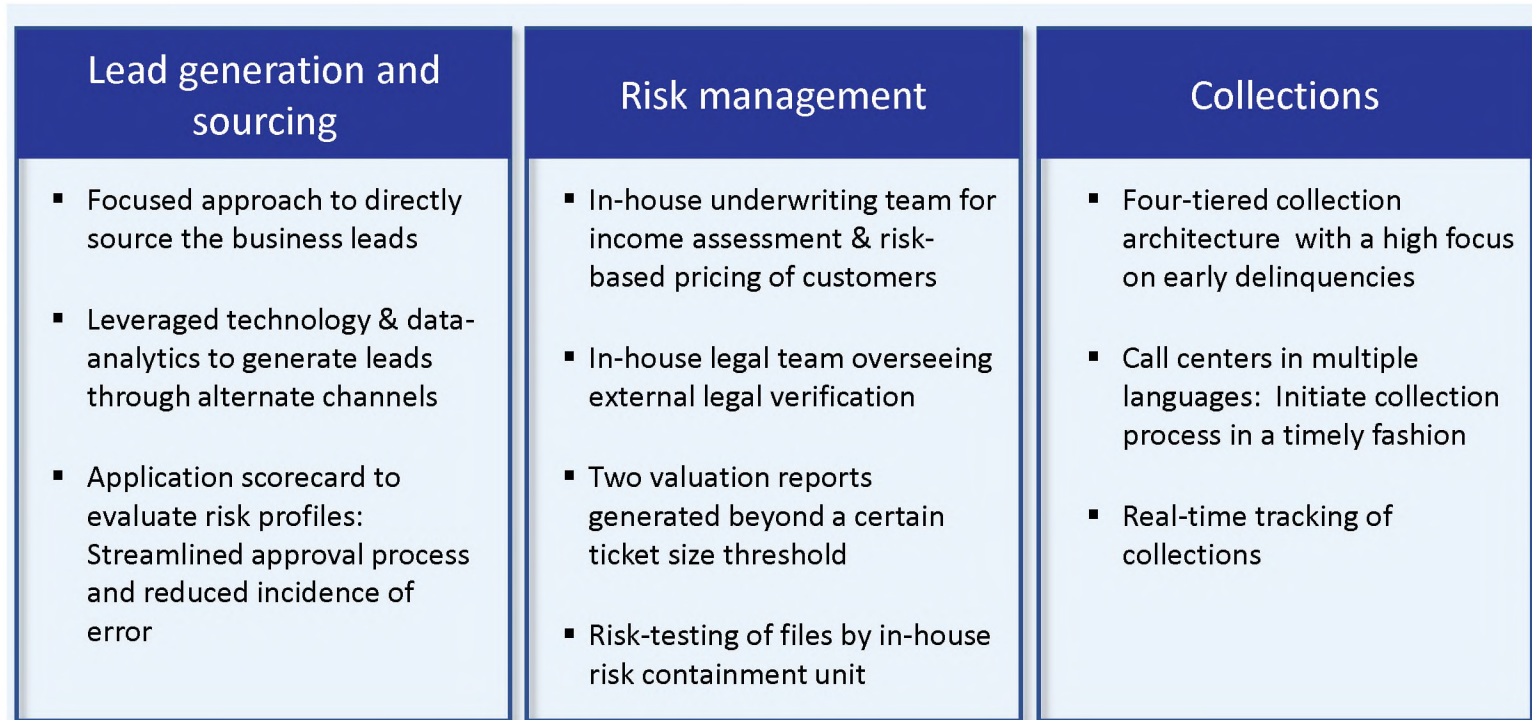
- Associated with Aavas Financiers since May 2012



Ripudaman Bandral - Chief Credit Officer

- Prior associated with Indiabulls, ICICI Bank, HDFC Ltd

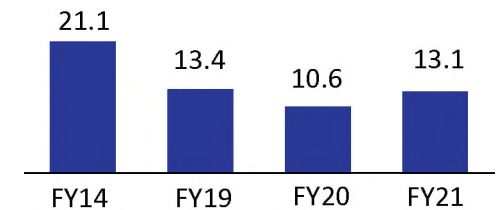
In-house execution model – Replicated across the states



Superior Business Outcome

1. Reduction in average TAT (days)

Turn around time is a key metric for employee incentives



2. Better ability to price risk effectively resulting in yields of ~13%

3. High collection efficiency and low GNPA

Lead Generation



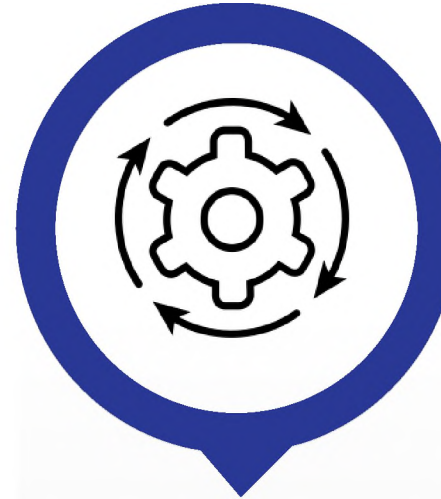
- Majority of the leads are logged in through the sourcing app
- Application scorecard: For Auto-rejection / fast tracking leads
- Mobile app to leverage proponents of housing ecosystem

Underwriting



- Platform integration with credit bureaus
- Quarterly scrub of credit bureau information
- 60+ profiles to evaluate customers in SENP segment

Operations



- E-disbursement & E-repayment facility at all the branches
- CRM system for better customer servicing
- Customer Service App catering to 80% of customer requests

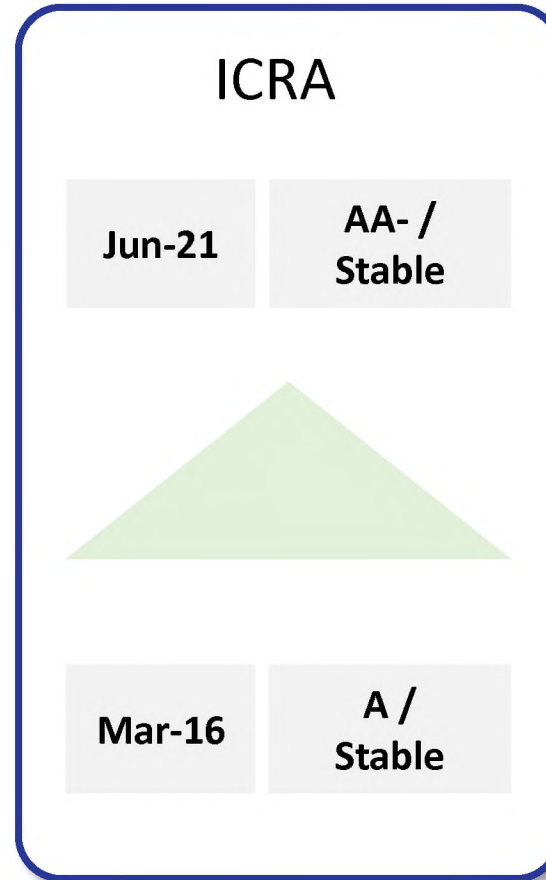
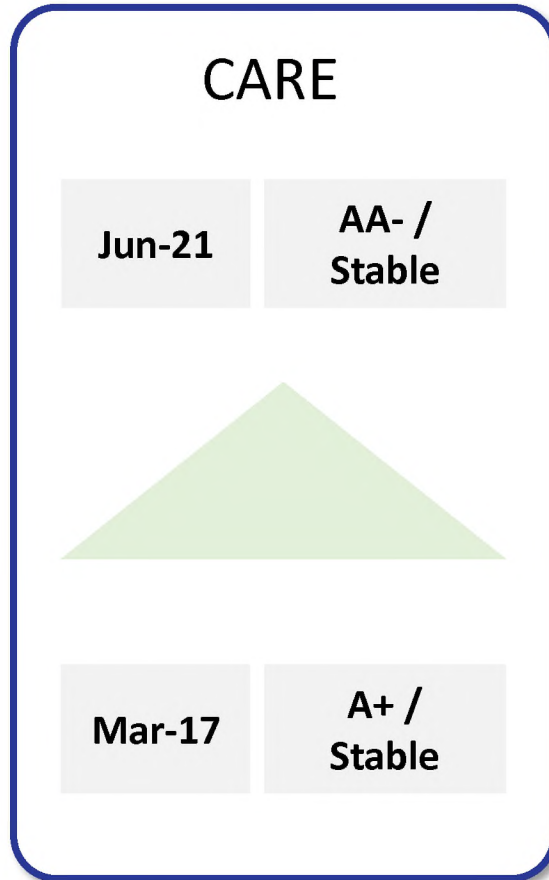
Collections



- Route optimization for collection personnel
- Analytics model for bounce prediction and assessment of warning signals
- Geotagging for smart customer allocation

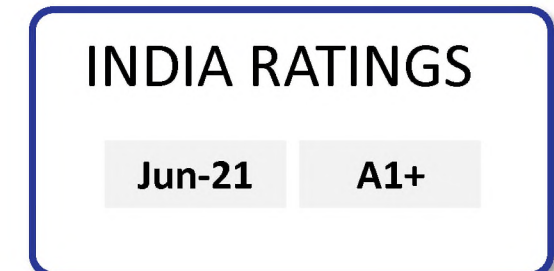
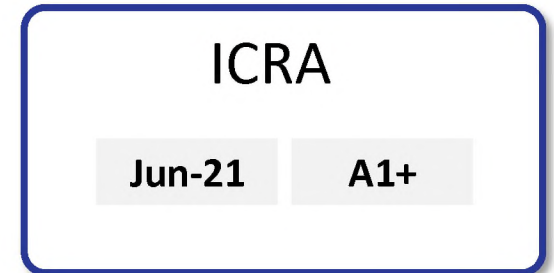
Improving Credit Ratings

Long-Term Credit Rating



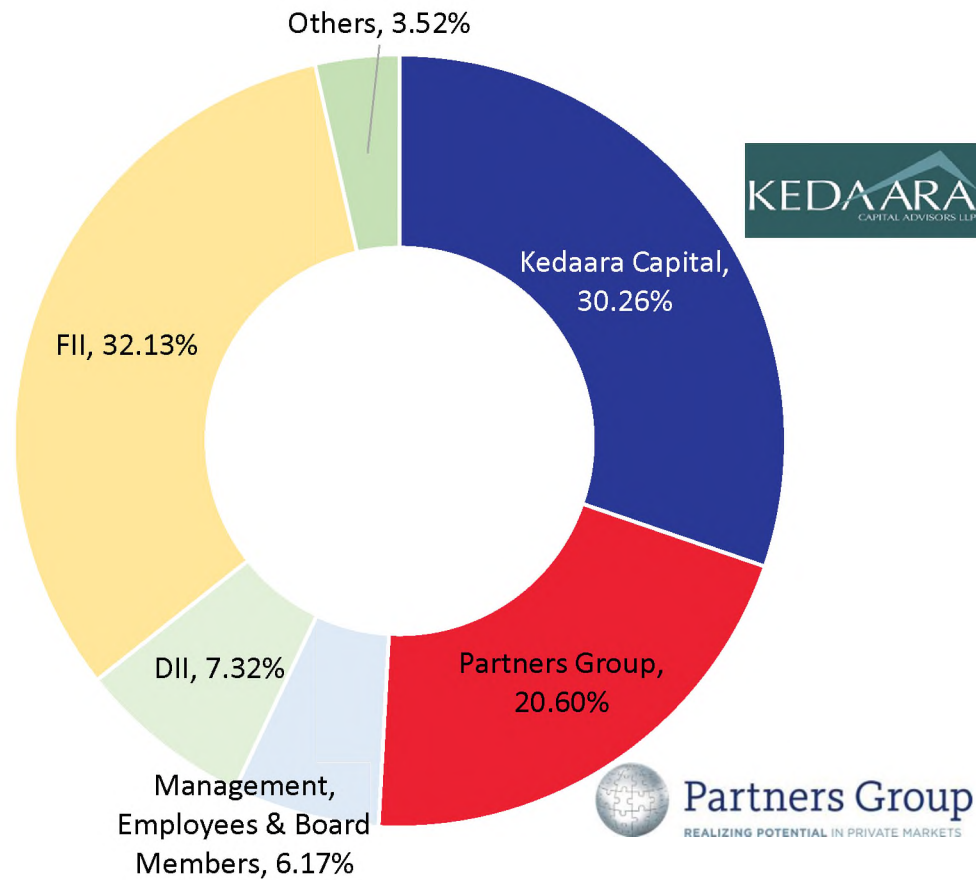
Short-Term Credit Rating

Reaffirmed



Diversified Shareholding Base

Shareholding Pattern as on
30th June 2021



Top Institutional Shareholders as on 30th June 2021

Investor Details	% Holding
Capital Group [^]	8.17
Wasatch Global Advisors [^]	5.01
Nomura Asset Management [^]	3.49
Kotak Mahindra Asset Management ^{^*}	2.70
UTI Asset Management ^{^*}	2.61
Tata AIA Life Insurance [^]	1.46
Buena Vista Fund Management	1.40
SBI Life Insurance	1.34
Vanguard Group [^]	1.21
C Worldwide Asset Management [^]	1.13
Wellington Management [^]	1.09

[^] holding through various schemes/funds

^{*} includes Mutual Funds & Offshore Funds

Size of Opportunity

Indian Housing Finance

Market Size
(as on Dec-20)

₹ 22.1 Trn

YTD Growth
(as on Dec-20 vs. Mar-20)

+5%

Banks - 6%, HFCs & NBFCs - 3%

Market Share
(as on Dec-20)

Banks - 67%

HFCs & NBFCs - 33%

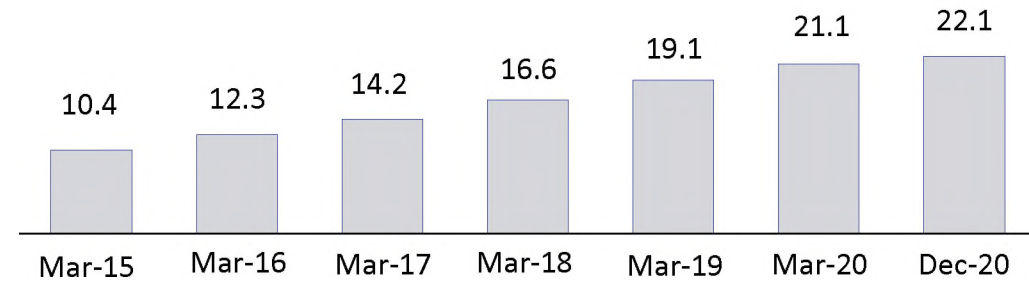
Credit Growth
Outlook for HFCs
FY21 ~ 6-8%

Affordable HFCs
YTD Growth
(as on Dec-20 vs. Mar-20)

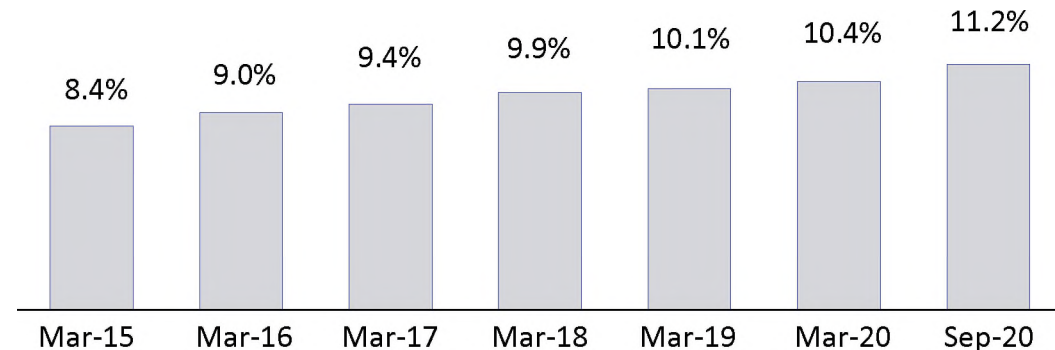
8%

Affordable segment
expected to grow at
faster pace than overall
industry

Housing Market (₹ Trn)



Mortgage Penetration (%)



Measures from Government and Regulator



Continued Pause in Policy Rate

RBI's MPC voted unanimously to maintain status-quo (repo rate @ 4%) even in the June meeting and continued with its accommodative stance for as long as necessary to revive growth on a durable & sustainable basis.



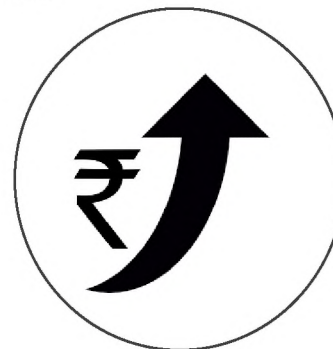
Resolution Framework 2.0

Lending institutions can restructure borrowers having aggregate exposure up to Rs. 500Mn who were classified as Standard as on 31st March 2021 & who didn't avail resolution under Framework 1.0 last year. Restructuring may be invoked up to 30th September 2021 & needs to be implemented within 90 days from invocation.



Additional Refinance for HFCs

NHB has been extended a special liquidity facility of Rs. 1,00,000 Mn for one more year to provide additional support to housing finance companies. Accordingly, NHB has launched special refinance facility of equivalent amount for the housing finance companies to help maintain a steady growth in the sector.



Expansion of scope under ECLGS

Government has increased the quantum of guarantee under the scheme from Rs. 3 Tn to Rs. 4.5 Tn while extending the validity till 30th September 2021 (disbursements permitted up to 31st December 2021). The scheme has also been extended to additional sector & the guidelines have been eased for the beneficiaries (tenure extension increased from 4 years to 5 years, principal moratorium period increased from 1 year to 2 years etc.).

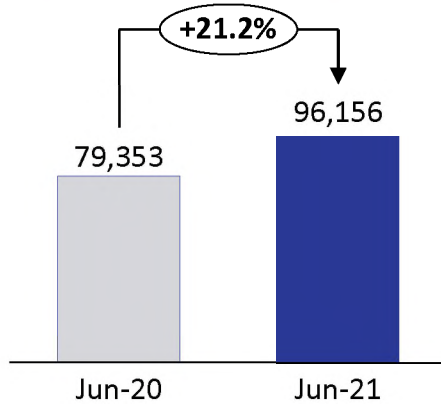


Financial Performance

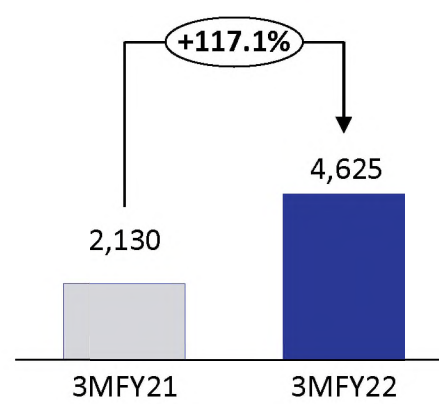
- ✓ Key Business Parameters
- ✓ Geographical Distribution
- ✓ Spreads and Margins
- ✓ Asset Quality
- ✓ Liability Franchise
- ✓ Key Ratios

Performance Highlights

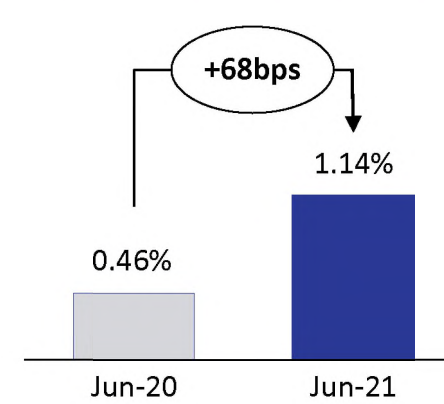
AUM (₹ Mn)



Disbursement (₹ Mn)



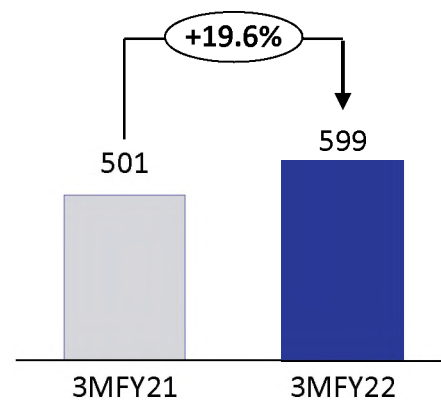
Gross Stage 3 (%)



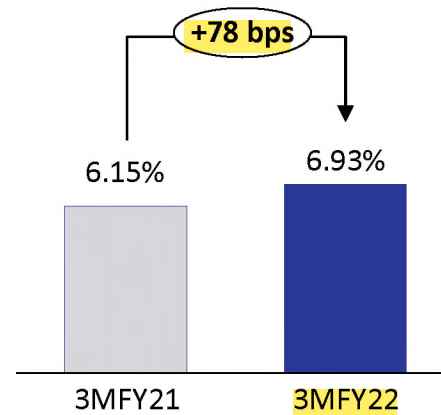
Average Amount[^] per Active
Loan Account as on Jun-21

₹ 0.84 Mn

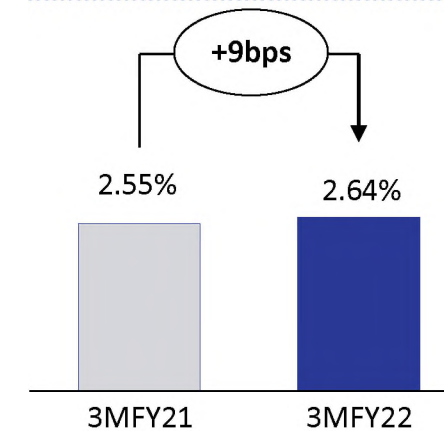
PAT* (₹ Mn)



NIM (%)



ROA (%)

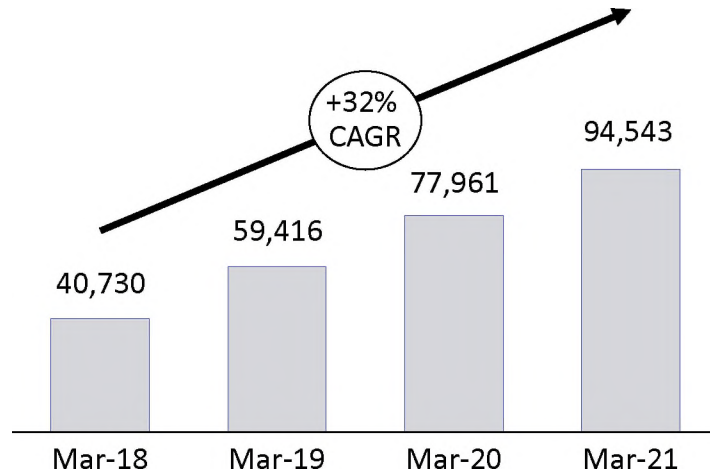


Average Amount[^] per Disbursed
Loan Account in 3MFY22

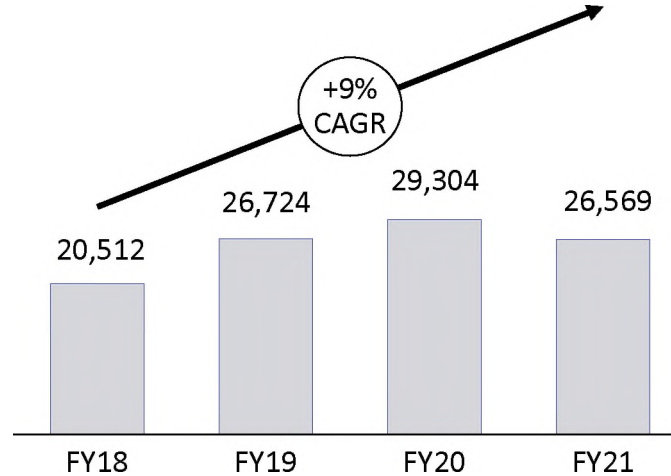
₹ 0.84 Mn

Healthy Business Growth

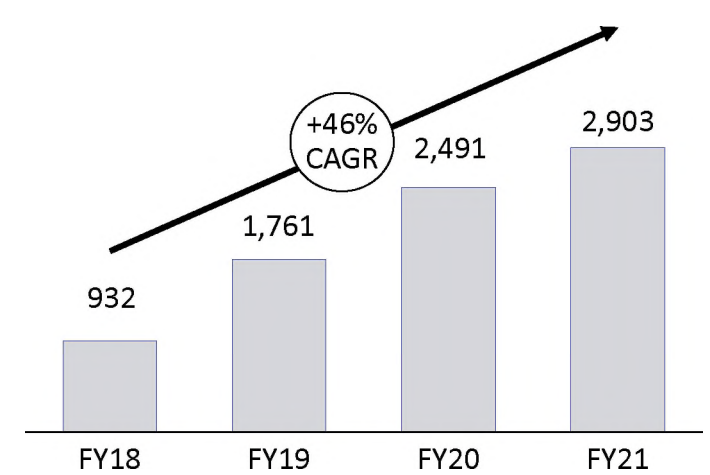
AUM (₹ Mn)



Disbursements (₹ Mn)



PAT* (₹ Mn)



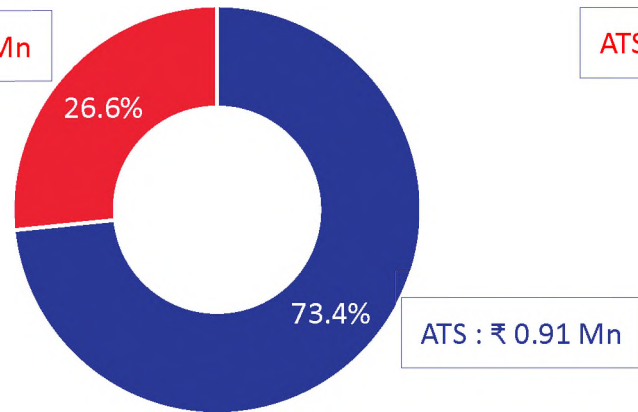
AUM Break-up

Product Category

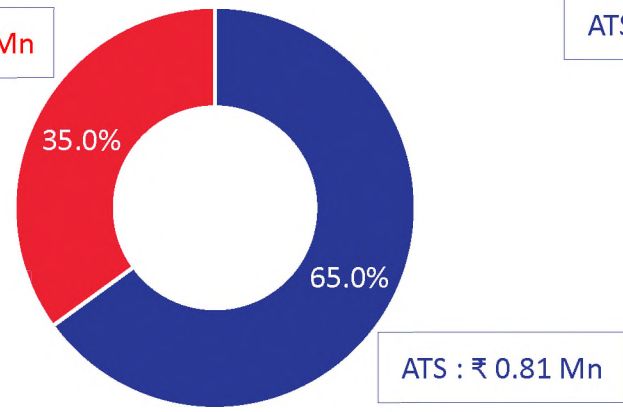
Occupation Category

Customer Category

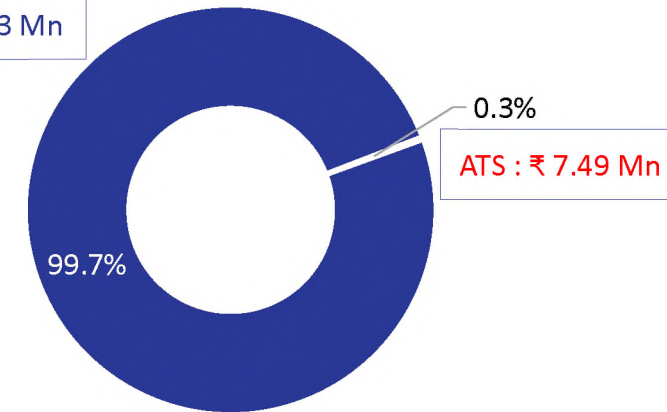
30-Jun-20



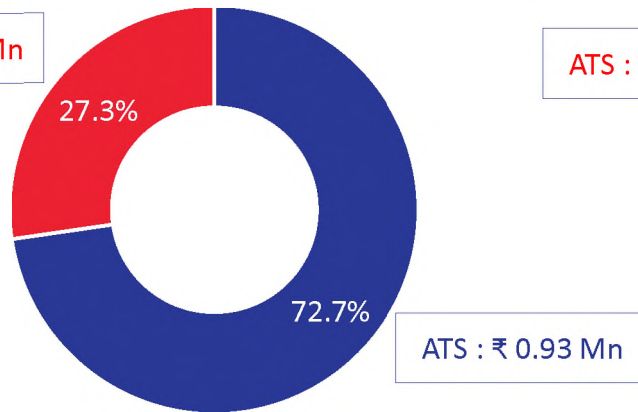
ATS : ₹ 0.86 Mn



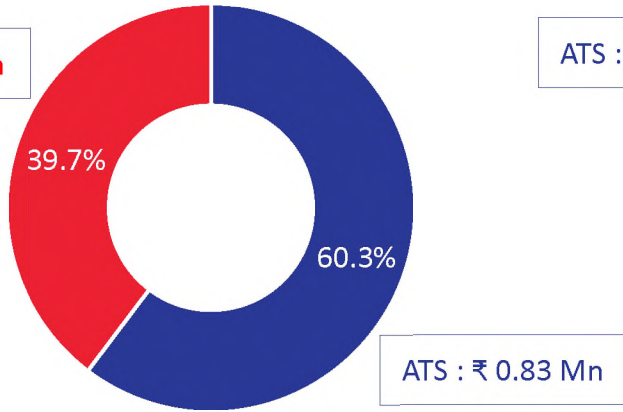
ATS : ₹ 0.83 Mn



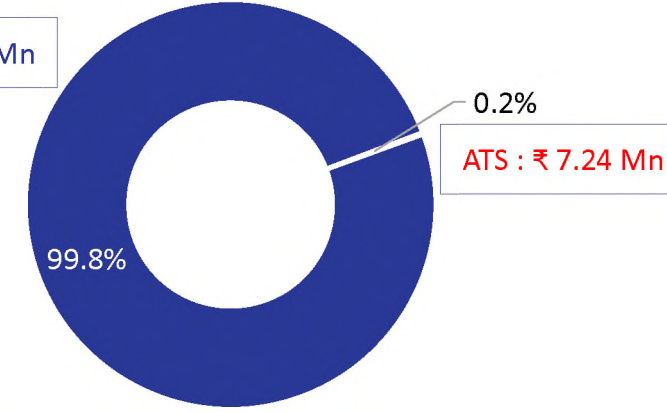
30-Jun-21



ATS : ₹ 0.87 Mn



ATS : ₹ 0.84 Mn



Home Loan Other Mortgage Loan

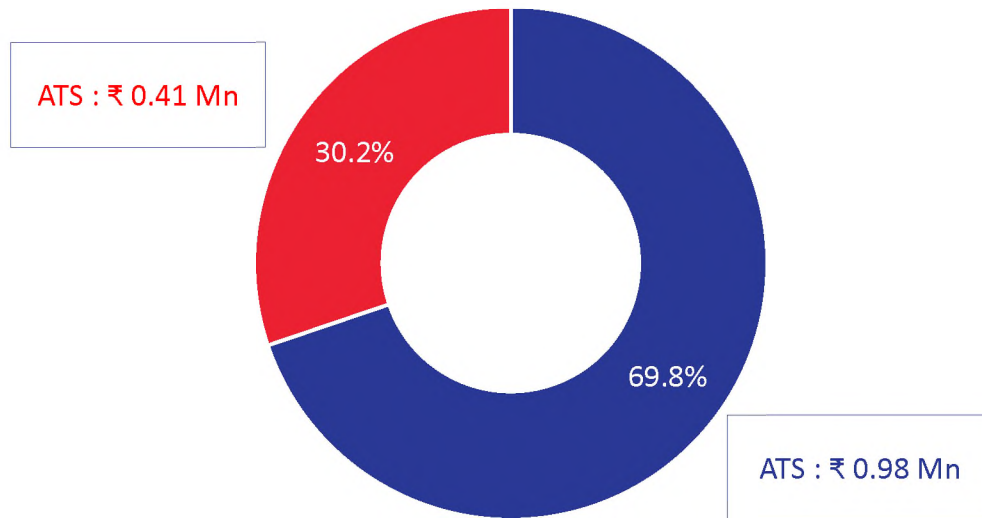
Self-Employed Salaried

Retail Corporate

ATS : Average Amount (at the time of Sanction) per Active Loan Account

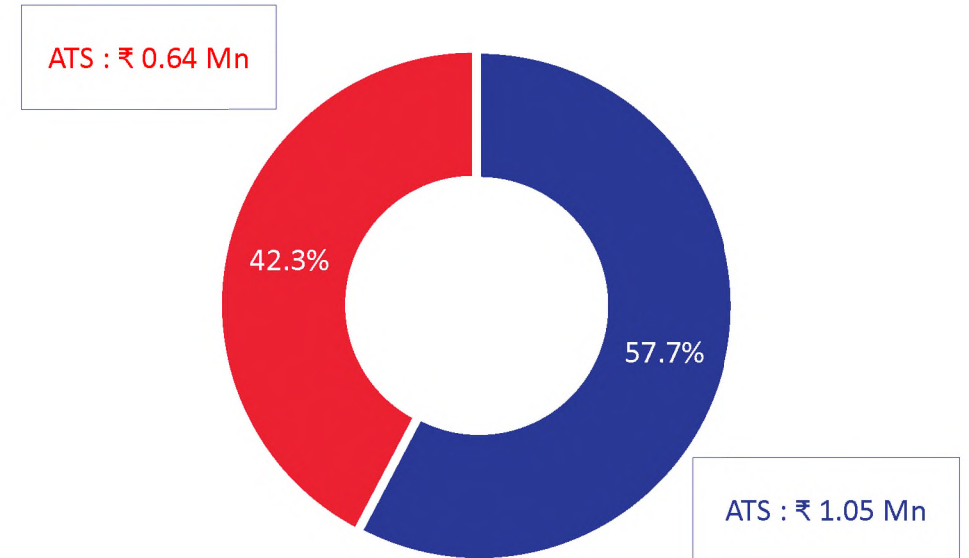
Disbursement Break-up – Product Category

3M FY21



Disbursement include 7.3% of MSME Loans classified under Other Mortgage Loans

3M FY22



Disbursement include 15.0% of MSME Loans classified under Other Mortgage Loans

■ Home Loan ■ Other Mortgage Loan

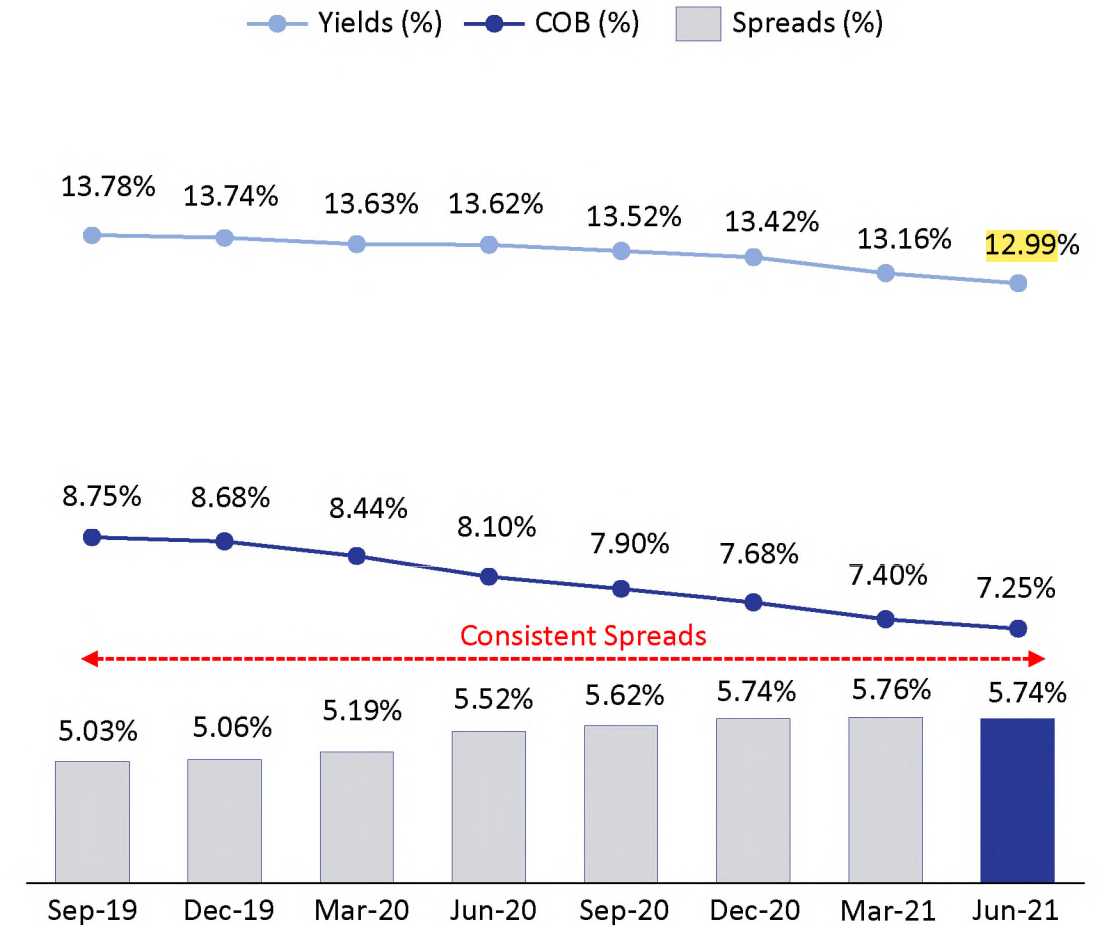
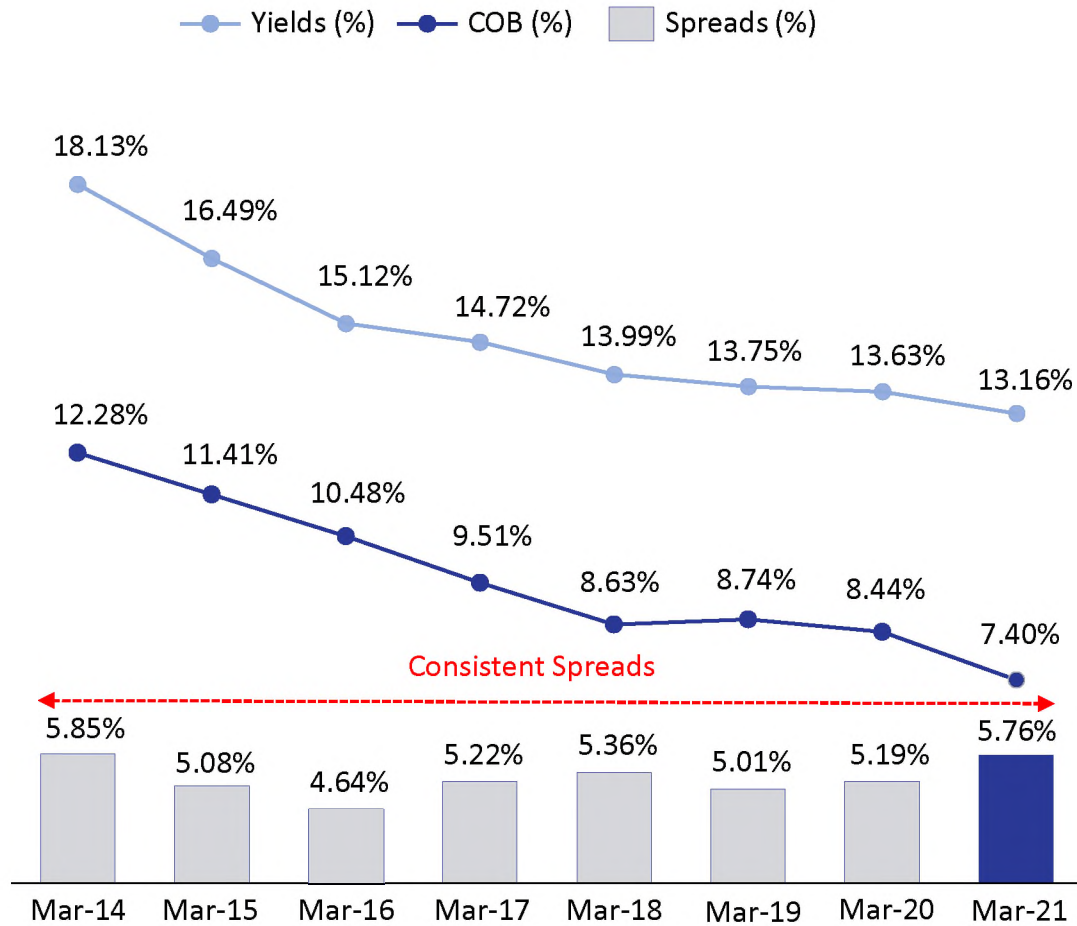
ATS : Average Amount (at the time of Sanction) per Disbursed Loan Account

Geographical Distribution

State	Branches	Operations Commenced in
Rajasthan	96	2012
Maharashtra	44	2012
Gujarat	40	2012
Madhya Pradesh	40	2013
Delhi	6 [^]	2013
Haryana & Punjab	16	2017
Chhattisgarh	7	2017
Uttar Pradesh	21	2018
Uttarakhand	9	2018
Himachal Pradesh	4	2020
Orissa	1	2021
Total	284	

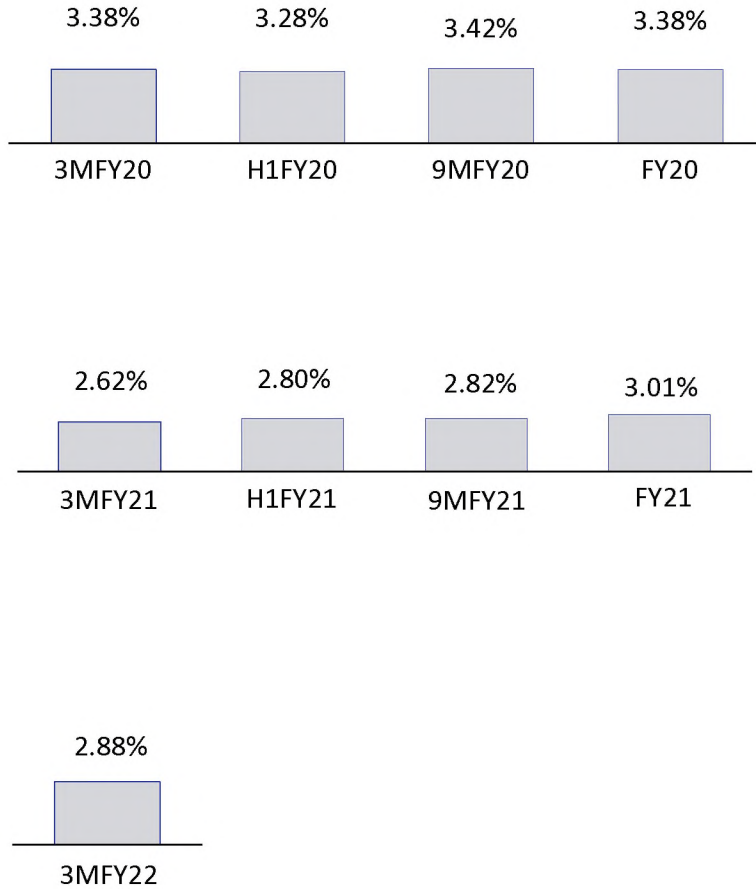
Consistent Spreads

Yields, Cost of Borrowings and Spreads (%)

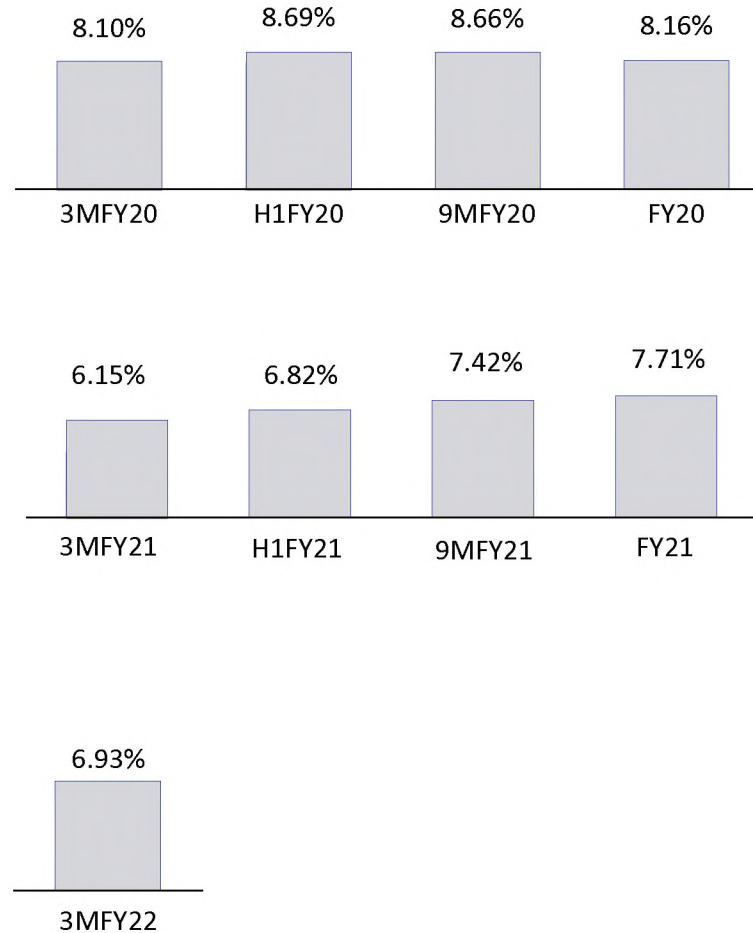


Margin and Cost Efficiency

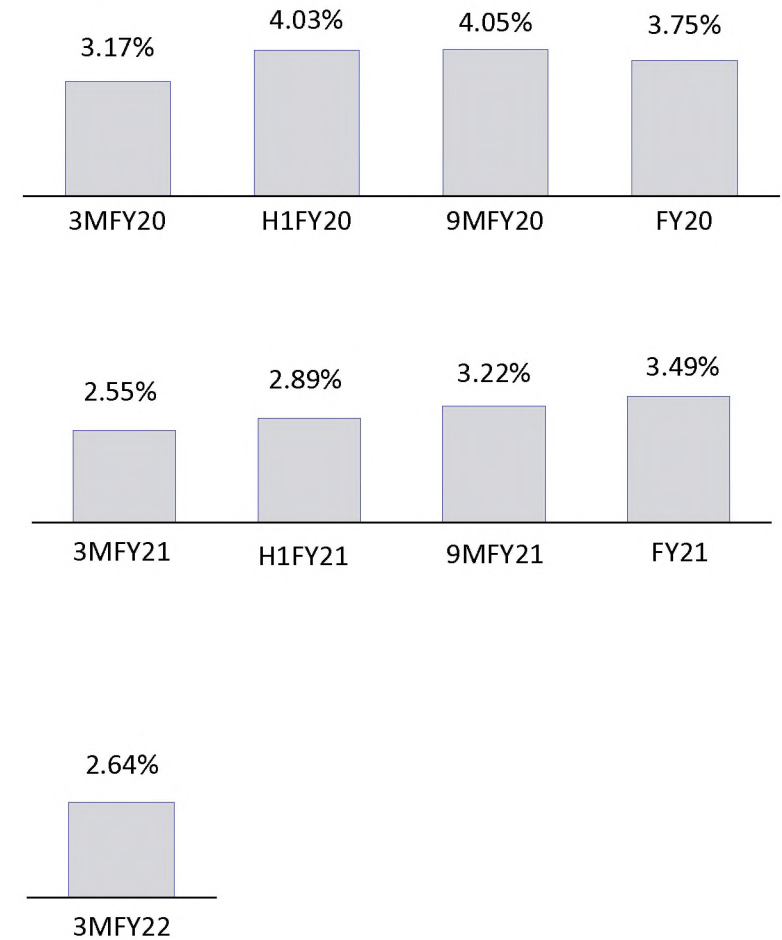
OpEx (%)



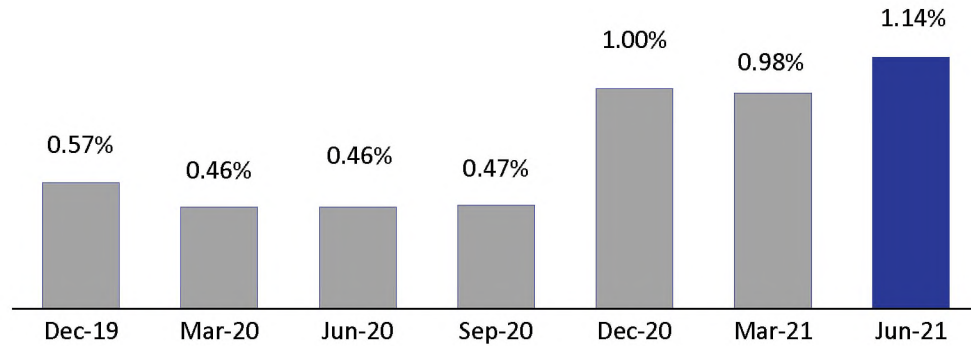
NIM (%)



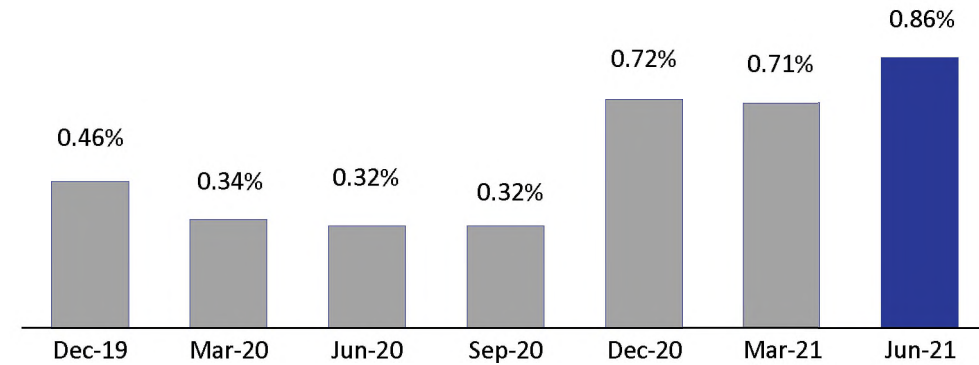
ROA (%)



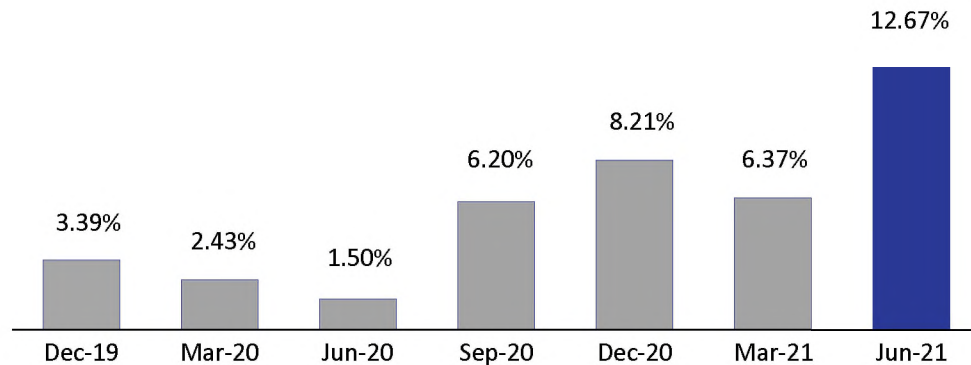
Gross Stage 3 (%)



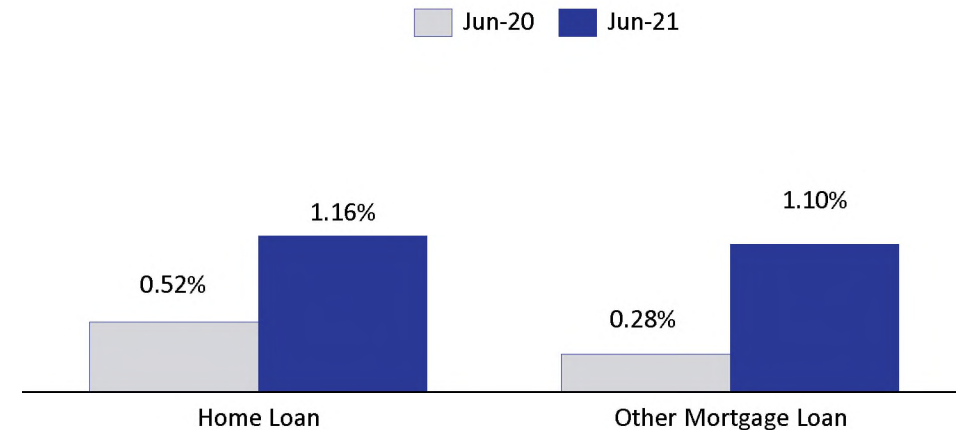
Net Stage 3 (%)



1+DPD (%)

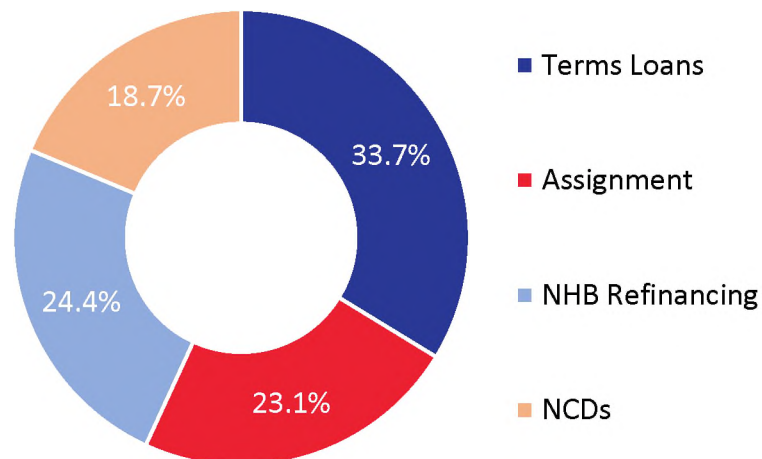


Segment-wise Gross Stage 3 (%)



Diversified Funding Mix

As on Jun-21



29 Lenders
Diversified Mix

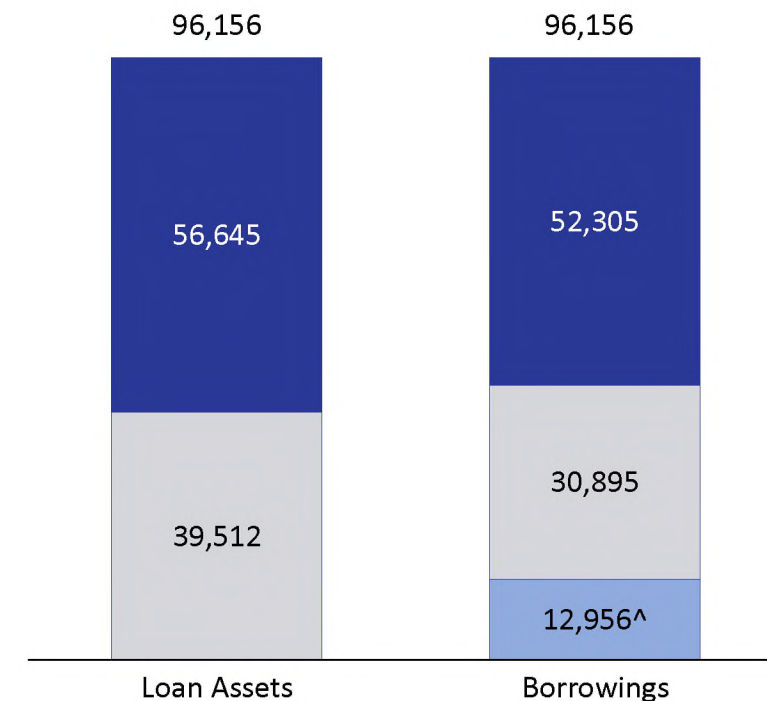
No exposure
to Commercial Papers

Incremental Q1 FY22 borrowings
₹ 6,920 Mn for 43 months at 4.62%

Loan Assets & Borrowings (₹ Mn)

As on Jun-21

■ Floating ■ Fixed ■ Equity



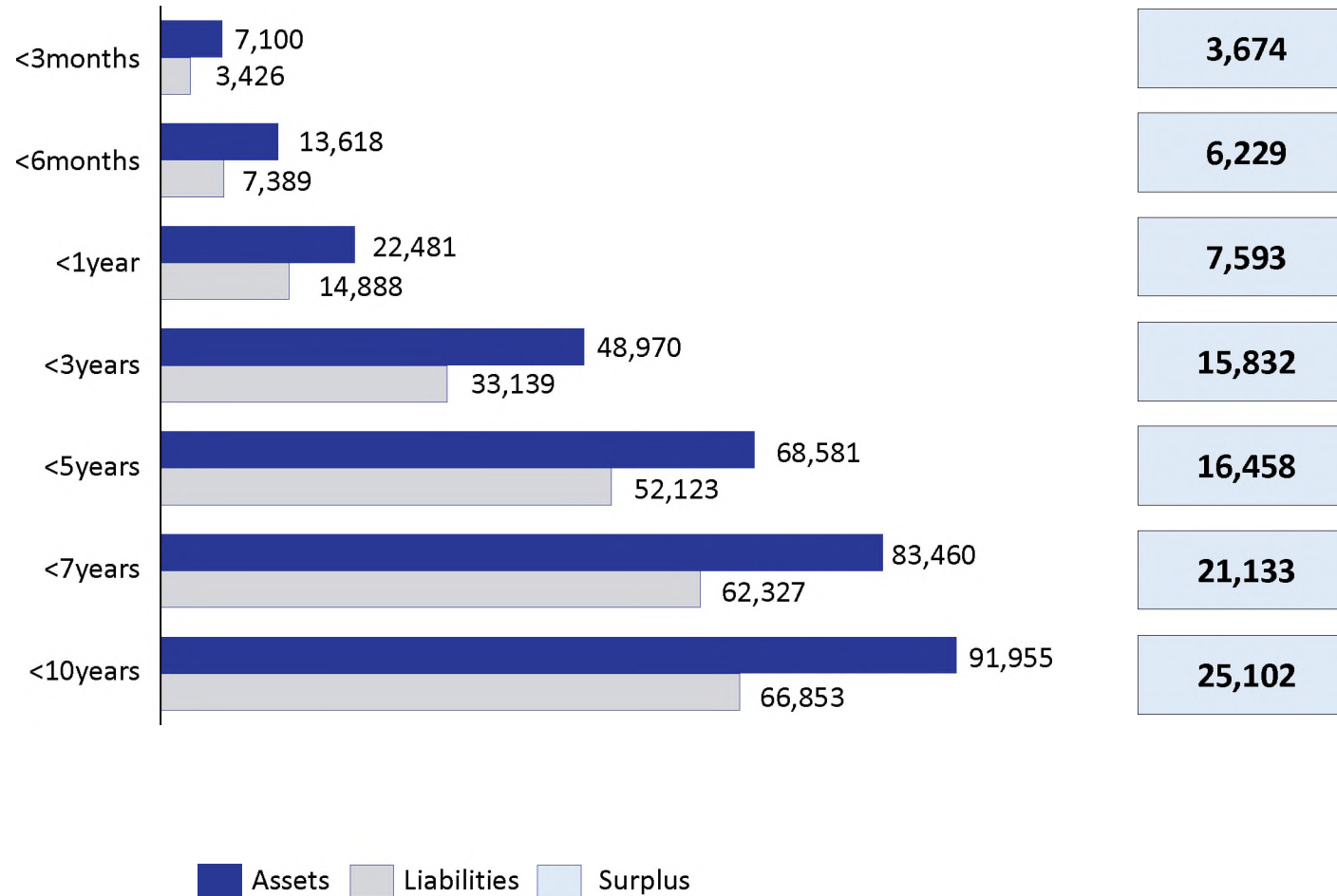
Payment Schedule of Debt Capital Market Exposure

NCD Investor	Exposure (₹ Mn)	Payment Schedule (₹ Mn)							
	30-Jun-21		FY22	FY23	FY24	FY25	FY26	FY27	FY28
IFC	4,750		-	1,300	-	3,450	-	-	-
ADB	4,444		341.8	683.7	683.7	683.7	683.7	683.7	683.7
Domestic Bank	3,150		1,650	200	950	200	150	-	-
CDC	2,000		-	500	500	500	500	-	-
Mutual Fund	1,250		-	-	250	-	1,000	-	-
Total (Mn)	15,594		1,991.8	2,683.7	2,383.7	4,833.7	2,333.7	683.7	683.7

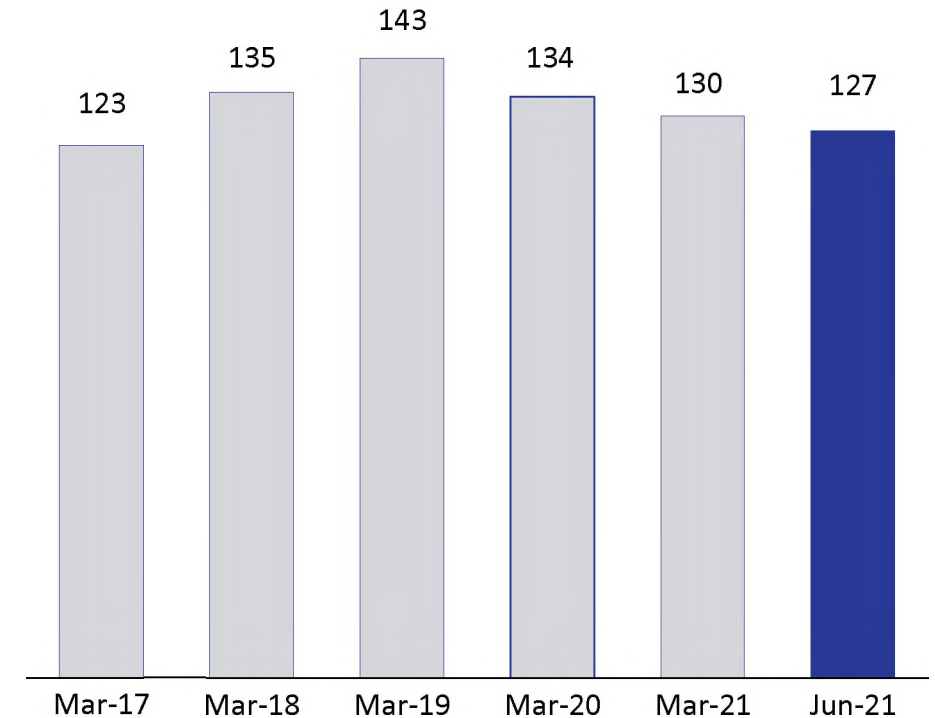
^ gap between Loan Assets & Borrowings filled by a portion of Equity

Surplus Management* (₹ Mn)

As on Jun-21



Average tenor of outstanding borrowing (months)



Comfortable Liquidity Position

Particulars (₹ Mn)	As on Jun-21
Cash & Cash Equivalents	11,080
Un-availed CC Limits	1,320
Documented & Un-availed Sanctions from NHB	4,550
Documented & Un-availed Sanctions from other Banks	6,600
Total Liquidity Position	23,550

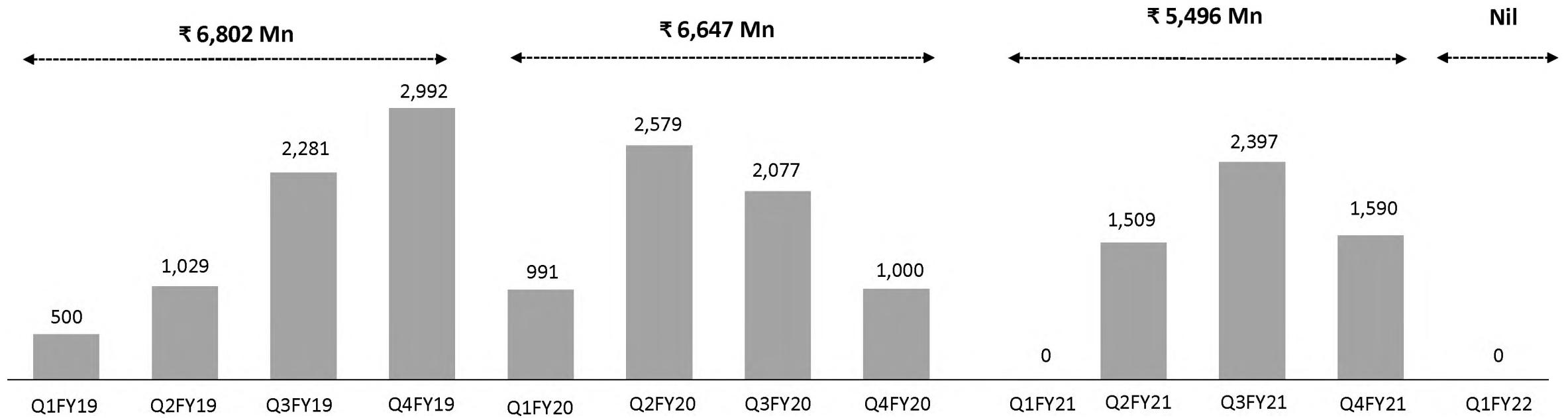
**High Quality
Liquidity of
₹ 16,950 Mn**

Particulars (₹ Mn)	Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23
Opening Liquidity	23,550	25,505	25,562	26,805
Add: Principal Collections & Surplus from Operations	3,753	3,882	3,976	3,852
Less: Debt Repayments	1,798	3,826	2,734	4,453
Closing Liquidity	25,505	25,562	26,805	26,204

₹ 26,204 Mn of Surplus Funds* available for business

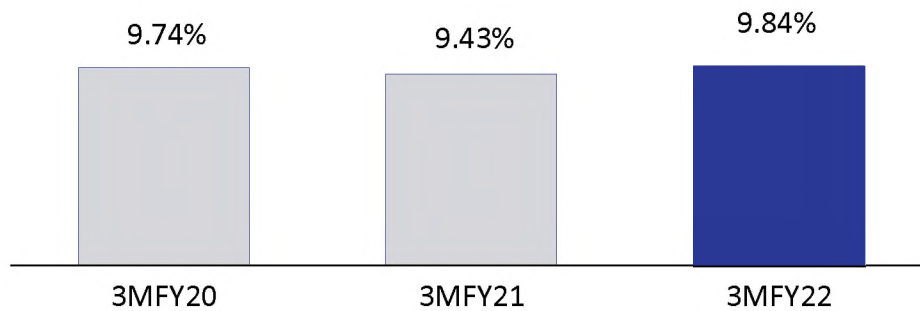
* without including any incremental borrowings

Net Securitization Volume

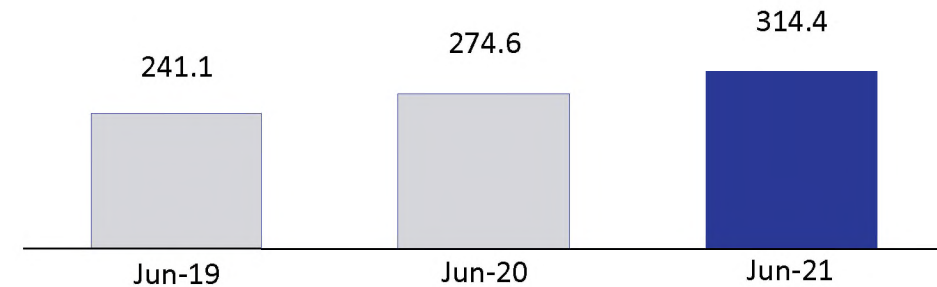


Key Financial Ratios

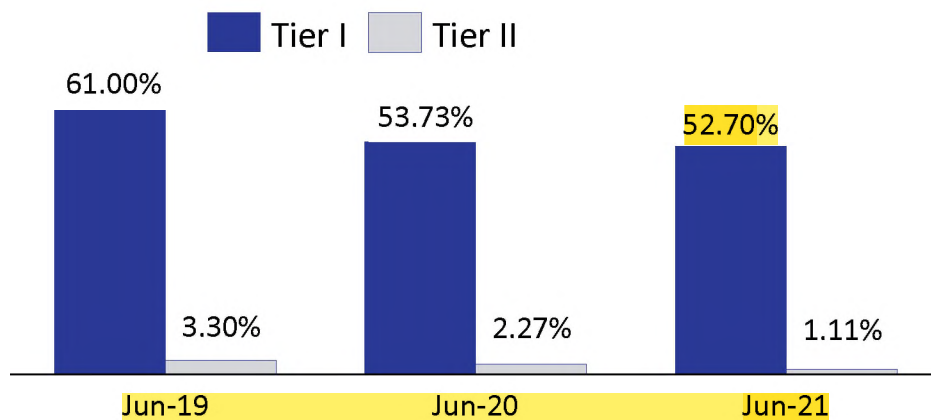
ROE (%)



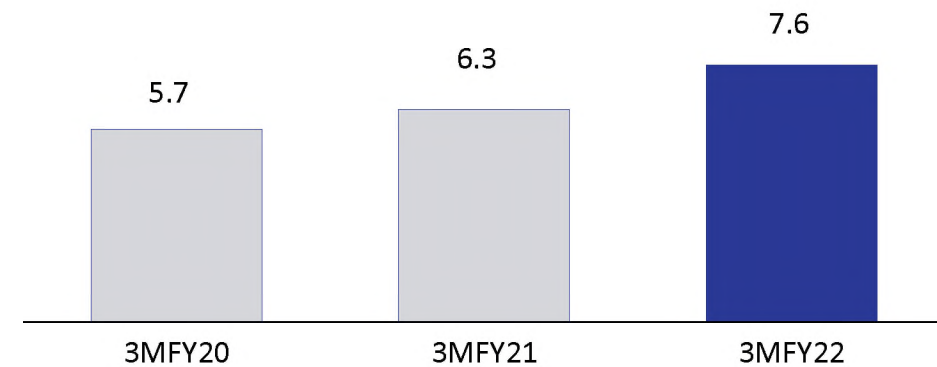
Book Value Per Share (₹)



Capital Adequacy Ratio (%)



Earning Per Share* (₹)



Data of Capital Adequacy Ratio is as per IGAAP for Jun-19 & Jun-20 and as per Ind-AS for Jun-21
Data of ROE, Book Value Per Share & Earning Per Share is as per Ind AS

* Diluted EPS



Annexures

- ✓ Quarterly Profit & Loss Statement
- ✓ Balance Sheet
- ✓ PAT Reconciliation
- ✓ ECL Provisioning
- ✓ Networth Reconciliation

Quarterly Profit & Loss Statement

Particulars (₹ Mn)	Q1 FY22	Q1 FY21	Y-o-Y
Interest Income on Loans (incl. Processing Fee)	2,668.1	2,250.9	18.5%
Interest Income on Fixed Deposits	142.1	190.1	
Reversal Income on Earlier Assigned Loans	(179.8)	(154.5)	
Upfronting Income on Fresh Assigned Loans	-	-	
Non-Interest Income	89.5	49.5	
Interest Expense (incl. Finance Charges)	(1,147.7)	(1,130.5)	1.5%
NIM	1,572.2	1,205.4	30.4%
Operating Expenses	653.0	513.6	
Credit Costs	170.1	59.6	
Profit Before Tax	749.2	632.3	18.5%
Provision for Taxation	150.3	131.5	
Profit After Tax	598.9	500.8	19.6%
Total Comprehensive Income	598.9	500.8	19.6%
EPS (Diluted)	7.6	6.3	

Balance Sheet

Particulars (₹ Mn)	30-Jun-21	31-Mar-21
Sources of Funds		
Share Capital	785.1	785.0
Reserves & Surplus	23,895.9	23,229.0
Borrowings	64,859.4	63,454.2
Deferred Tax Liability (Net)	198.3	285.2
Other Liabilities & Provisions	2,085.0	1,847.0
Total	91,823.8	89,600.5
Application of Funds		
Loan Assets	77,593.8	75,232.9
Investments	45.0	45.0
Fixed Assets	281.7	289.3
Liquid Assets	11,204.9	11,209.6
Other Assets	2,698.4	2,823.7
Total	91,823.8	89,600.5

PAT Reconciliation

Particulars (₹ Mn)	Q1 FY22	Q1 FY21	Y-o-Y
Net Profit as per IGAAP	713.0	601.2	18.6%
<u>Add / (Less) : Adjustments as per IndAS on account of:</u>			
Adoption of effective interest rate (EIR) for amortisation of Income and expenses - financial assets at amortised cost / net interest on credit impaired loans	8.3	9.6	
Fair valuation of employee stock options (ESOP)	(16.9)	(24.8)	
Adoption of effective interest rate (EIR) for amortisation of expenses - financial liabilities at amortised cost	(9.0)	(8.8)	
Net gain from excess interest spread on assignment transactions	(179.8)	(154.5)	
Expected Credit Loss (ECL) provision	(9.4)	(3.4)	
Other Adjustments	(3.1)	6.7	
Deferred Tax impact on above adjustments and reversal of DTL on special reserve	95.8	74.8	
Net Profit Before Other Comprehensive Income as per IndAS	598.9	500.8	19.6%
Other Comprehensive Income after Tax	-	-	
Total Comprehensive Income as per IndAS	598.9	500.8	19.6%

ECL Provisions

Particulars (₹ Mn)	30-Jun-21	31-Mar-21	30-Jun-20
Gross Stage 3	894.2	739.1	294.8
% portfolio in Stage 3	1.14%	0.98%	0.46%
ECL Provision Stage 3	223.8	201.4	89.4
Net Stage 3	670.4	537.8	205.4
Coverage Ratio % Stage 3	25.02%	27.25%	30.31%
Gross Stage 1 & 2	77,361.8	74,989.5	63,537.9
% portfolio in Stage 1 & 2	98.86%	99.02%	99.54%
ECL Provision Stage 1 & 2	438.4	294.4	179.3
Net Stage 1 & 2	76,923.4	74,695.1	63,358.6
ECL Provision % Stage 1 & 2	0.57%	0.39%	0.28%
Gross Stage 1, 2 & 3	78,256.0	75,728.7	63,832.7
ECL Provision Stage 1, 2 & 3	662.1	495.8	268.7
Total ECL Provision %	0.85%	0.65%	0.42%

During Q1 FY22, resolution plan has been implemented for certain borrower accounts as per RBI's Resolution Framework 2.0 dated 05-May-21. As a matter of prudence, outstanding amount of such accounts of ₹ 1,149.6 Mn has been classified as Stage 2 and a provision has been created as per the guidelines.

Based on the updated position of underlying accounts, the additional provision for COVID-19 stands at ₹ 148.2 Mn as of 30-Jun-21.

Networth Reconciliation

Particulars (₹ Mn)	30-Jun-21
Net worth as per previous GAAP	23,235.0
Adjustments increasing/(decreasing) net worth as reported under previous GAAP:	
Adoption of EIR for amortisation of Income and expenses - financial assets at amortised cost / net interest on credit impaired loans	(400.6)
Adoption of EIR for amortisation of expenses - financial liabilities at amortised cost	115.8
Net gain from excess interest spread on assignment transactions	1,642.0
Expected Credit Loss (ECL)	(66.5)
Other Adjustments	(49.6)
Deferred Tax impact on above adjustments and reversal of DTL on special reserve	204.8
Net worth as per Ind AS	24,681.0



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Thank You !