

Ref.No. AAVAS/SEC/2023-24/197

Date: May 04, 2023

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

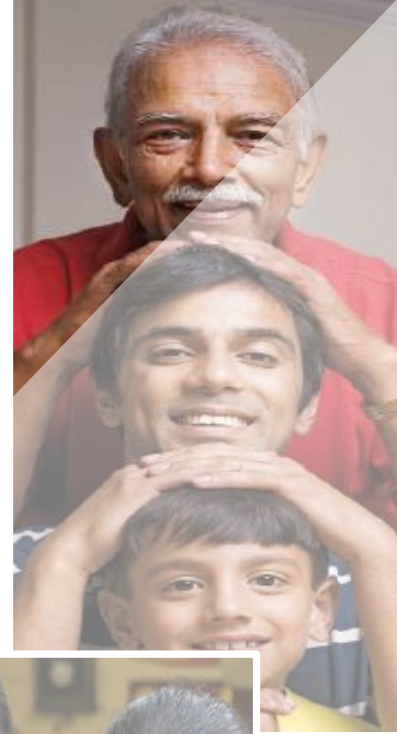
The above information will also be made available on the website of the Company at www.aavas.in

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

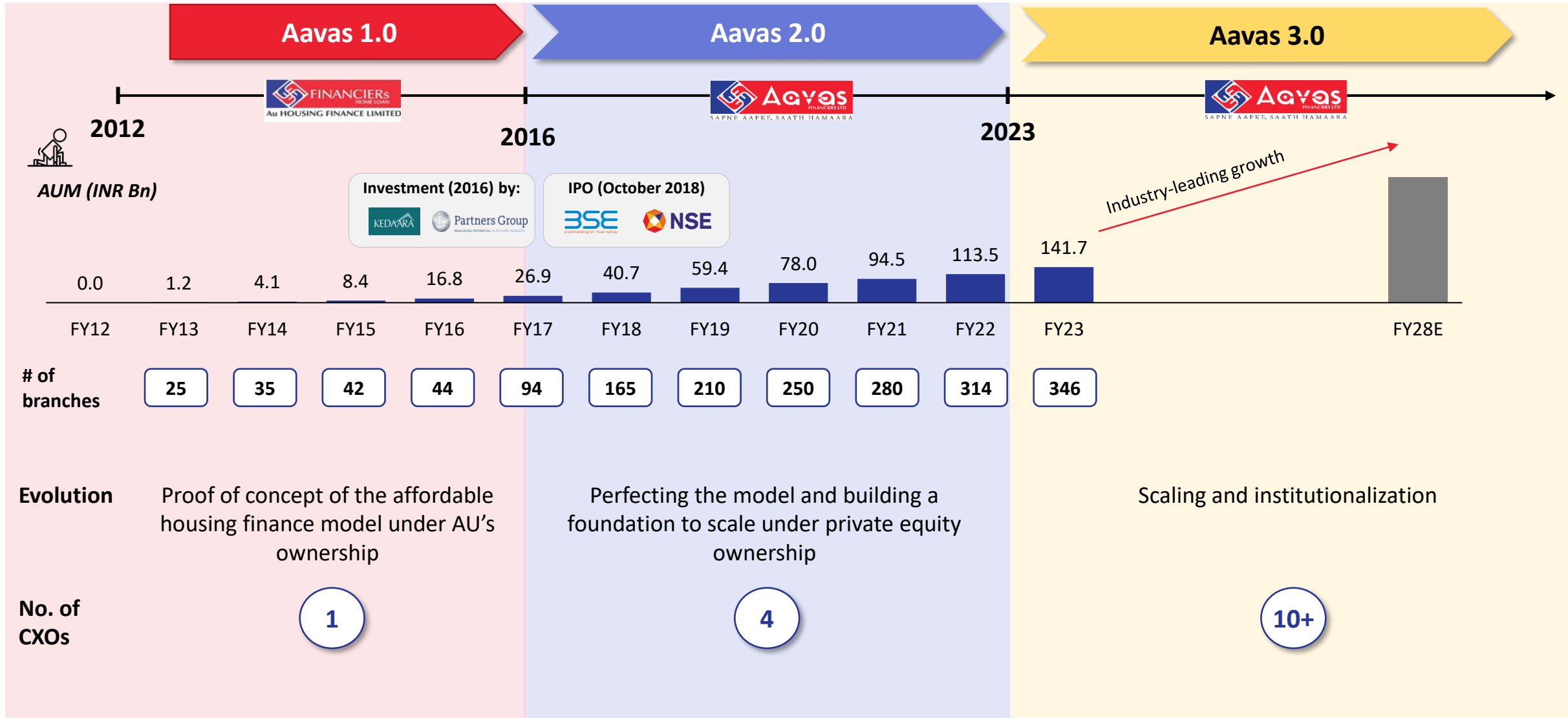
NDR Presentation

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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



Ghanshyam Rawat
President & CFO
 30+ years of experience

30+ years



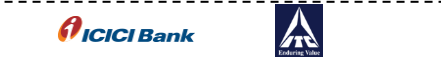
Ashutosh Atre
President & Chief Risk Officer
 30+ years of experience

30+ years



Siddharth Srivastava
Chief Business Officer
 20+ years of experience

20+ years



Surendra Sihag
Chief Collections Officer
 22+ years of experience

22+ years



Ripudaman Bandral
Chief Credit Officer
 25+ years of experience

20+ years



Anshul Bhargava
Chief People Officer
 35+ years of experience

13 years



Jijy Oommen
Chief Technology Officer
 25+ years of experience

23+ years



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

24+ years



Rajeev Sinha
Executive VP, Operations
 23+ years of experience

23+ years



Ramchandran Venkatesh
Head of Internal Audit
 26+ years of experience

26+ 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 NSM¹ **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 middle layer management

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

Note: ¹ Refers to National Sales Managers

...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

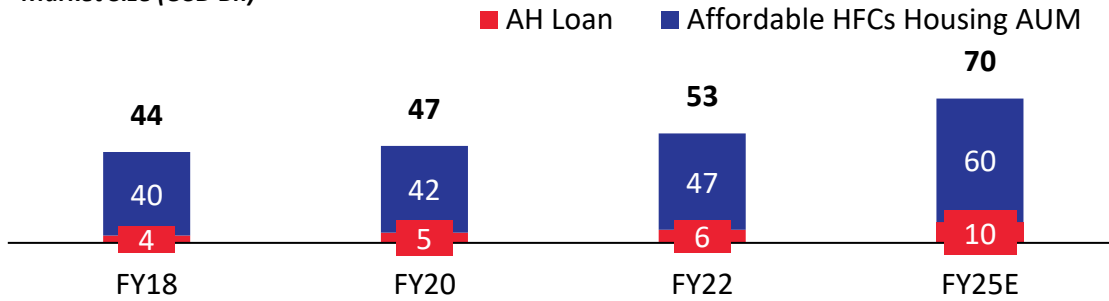
Qualifications: Bachelor's degree Economics from the Dartmouth College, New Hampshire, MBA from Wharton School, University of Pennsylvania
Prior Engagements: Perella Weinberg Partners and Merrill Lynch, Temasek

7+ years

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

Affordable Housing has a large headroom to grow with AHFCs¹ expected to be the biggest beneficiaries

Market Size (USD Bn)

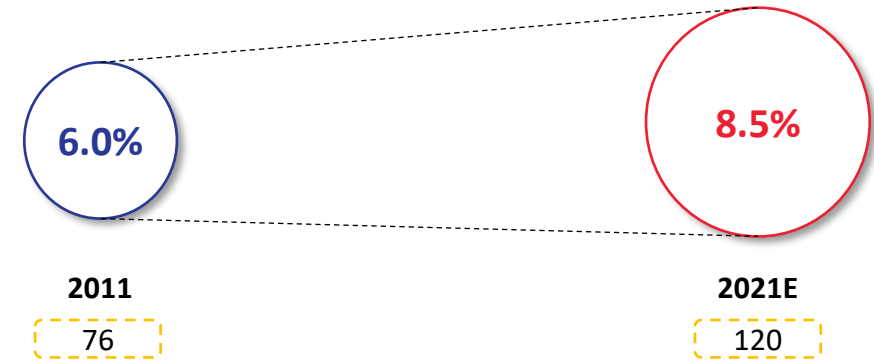


Share of AHFCs in total AHF Market (%)

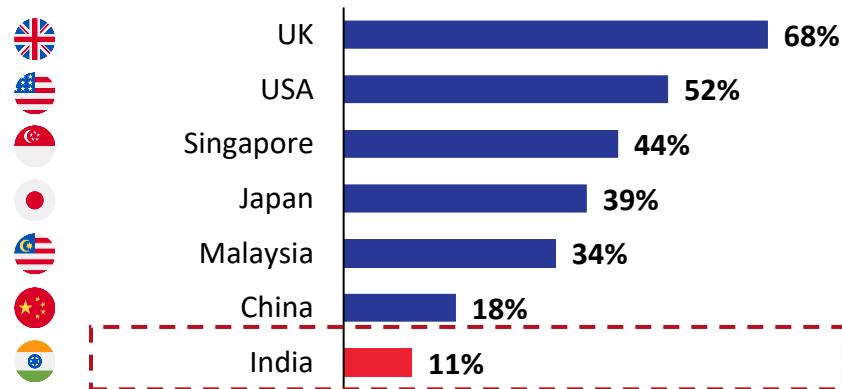


Tier-II cities are witnessing increasing share of India's population...

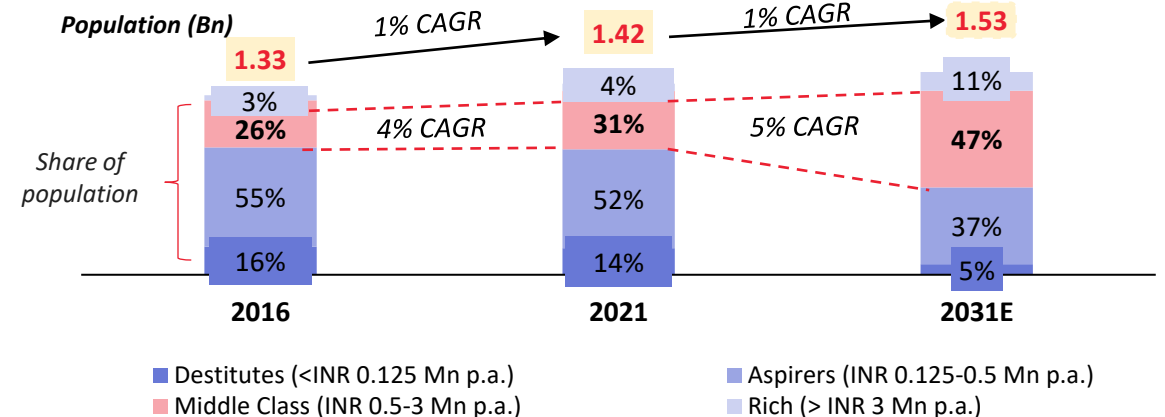
Share of population of cities ranked 26-150 (by population)² Population (Mn)



India has one of the lowest mortgage penetrations globally

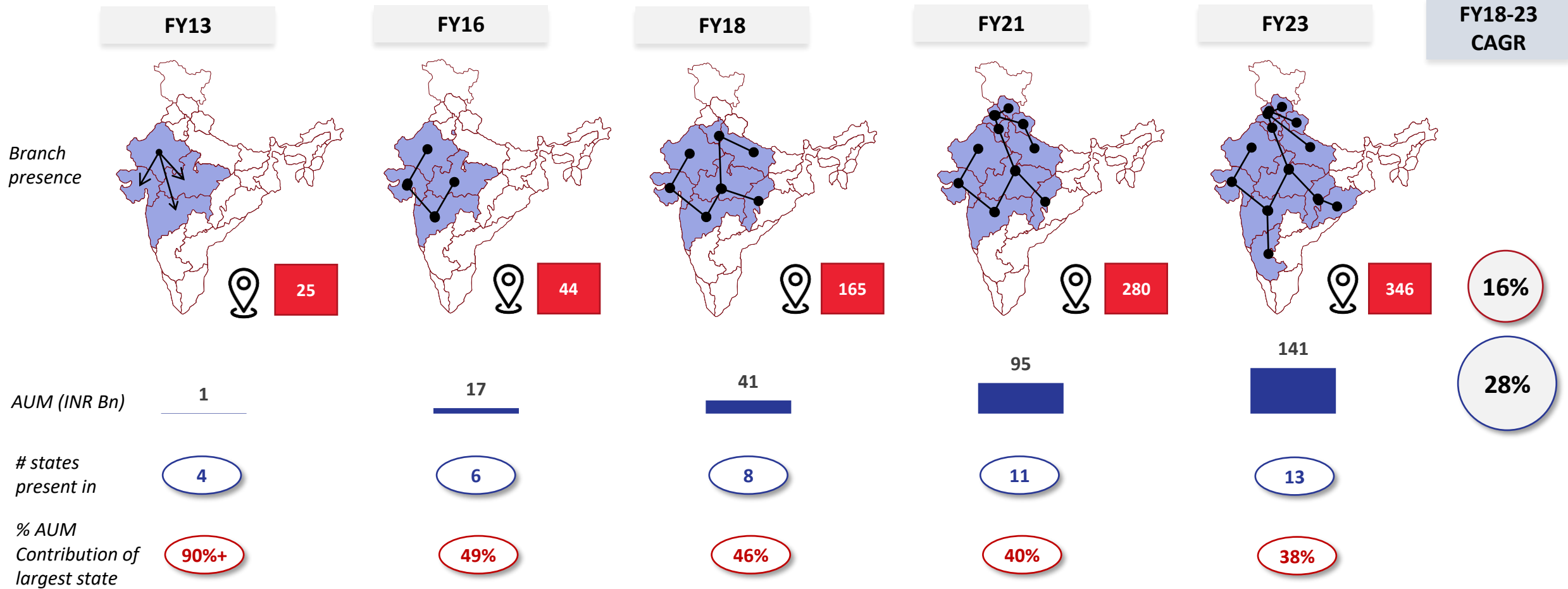


...along with burgeoning middle-class population



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

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

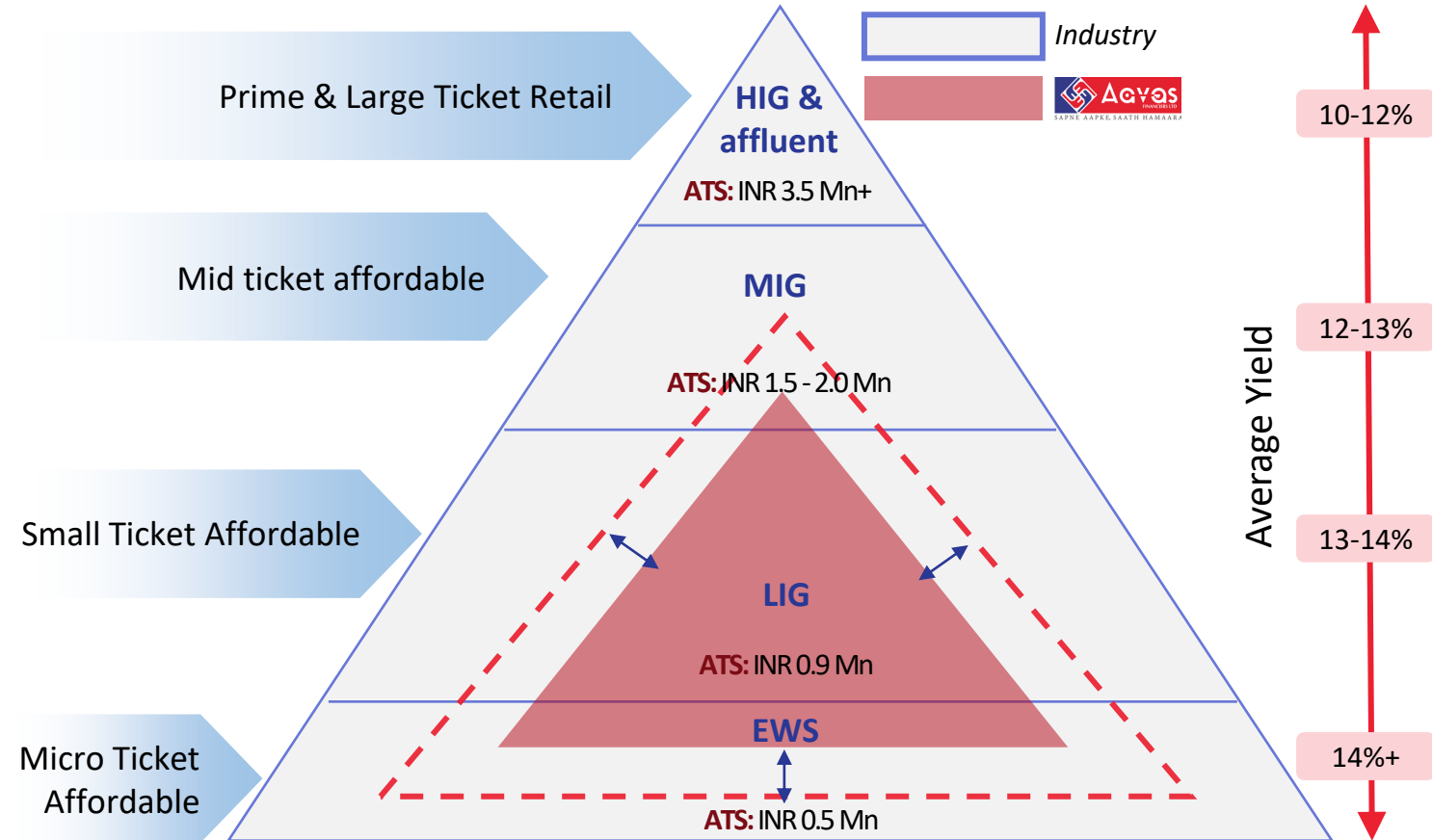


Granular product offerings
(ATS of INR 0.8 Mn)



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



...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 STS¹



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: ¹ Small ticket size

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

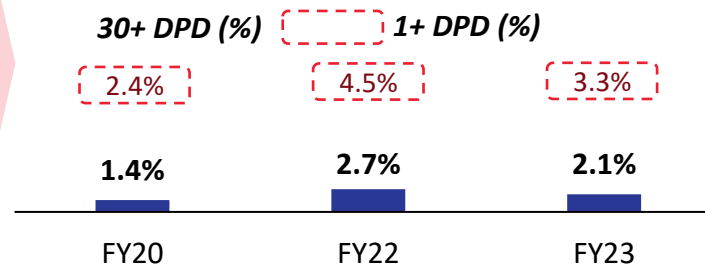
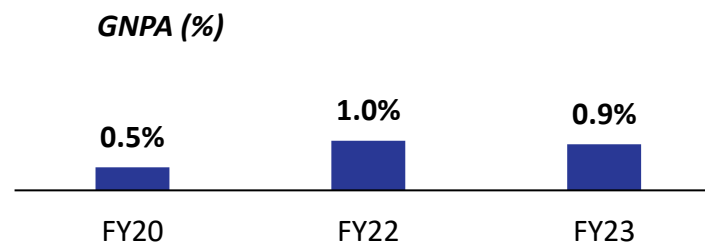


API integration with Credit Bureau



Analytics driven customer monitoring

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



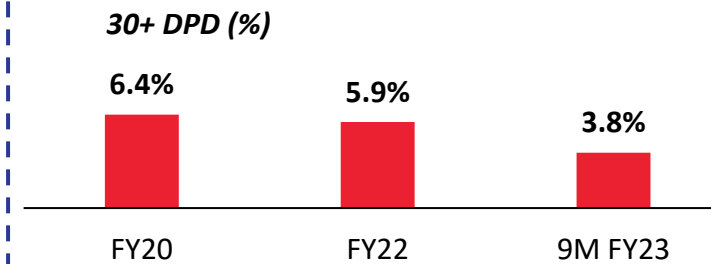
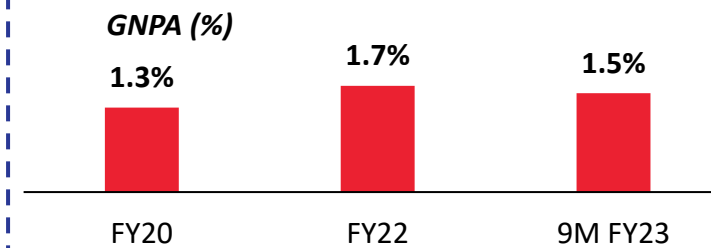
Average Credit Cost (FY20-23) (%)²

0.23%

Cumulative write-off b/w FY20-23 of: INR 174 Mn
0.18% of average AUM (FY19-23)

Life time write-off / Life-time disbursal: 0.11%

Peer average¹



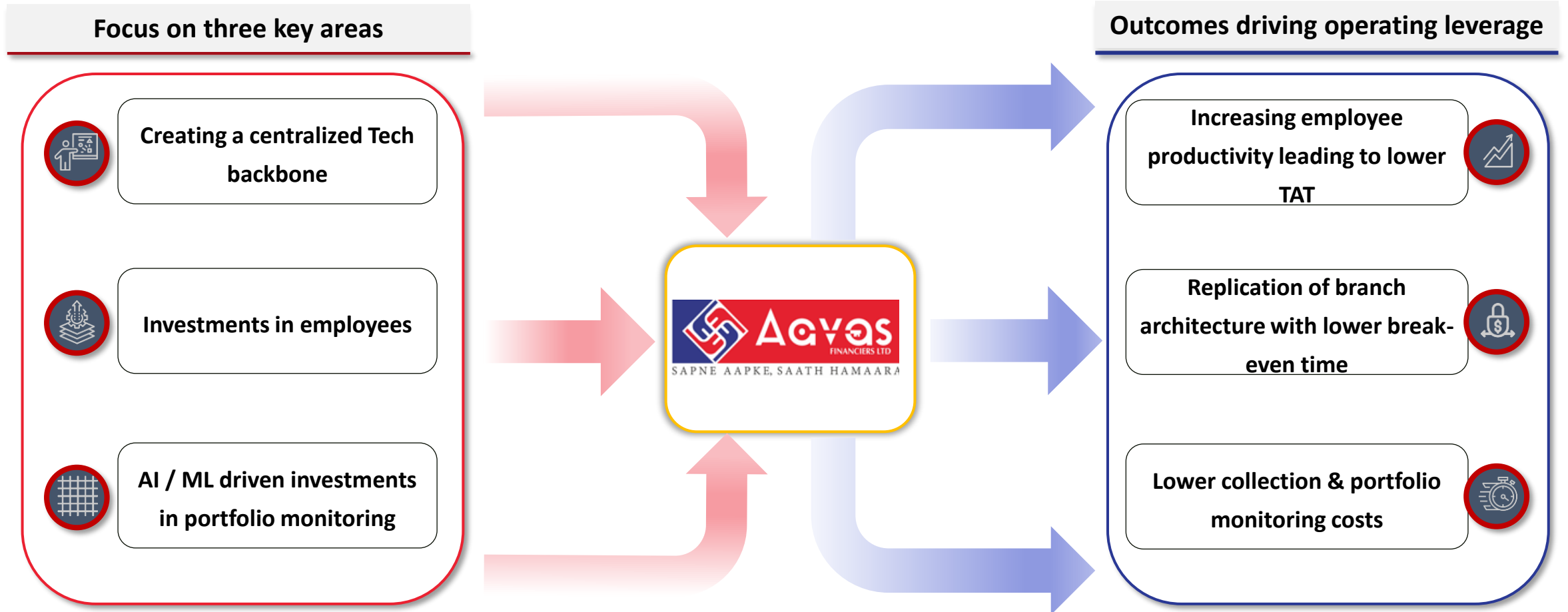
Average Credit Cost (FY20-23) (%)³

0.49%

Avg. cumulative write-off b/w FY20-22:
0.44% of average AUM⁴

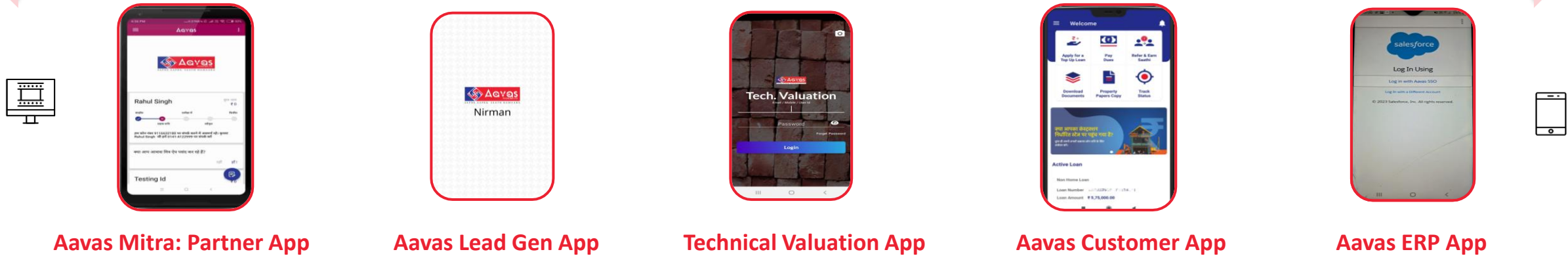
Source: Company filings; Note: ¹ Peers include high quality affordable housing players; ² Calculated as Sum of credit costs (FY20-23)/ average AUM (FY19-23)/4; ³ Peer average of Sum of credit costs (FY20-22+9M'FY23*(4/3))/ average AUM (FY19-9M'FY23)/4; ⁴ Calculated only for peers for whom data is available; 30+ (%) considered for loan-book wherever total unavailable

Driving operating leverage via continuous innovation

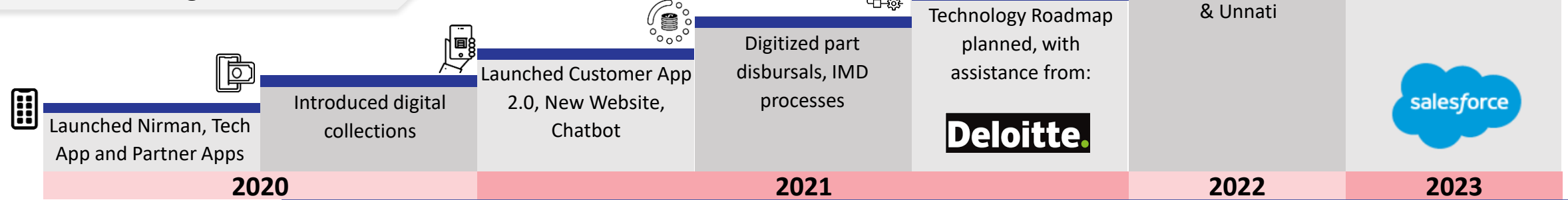


Dedicated user-friendly applications backed by continuously evolving technological initiatives

Multiple applications across the journey of a customer



Evolution of technological initiatives driving outcomes

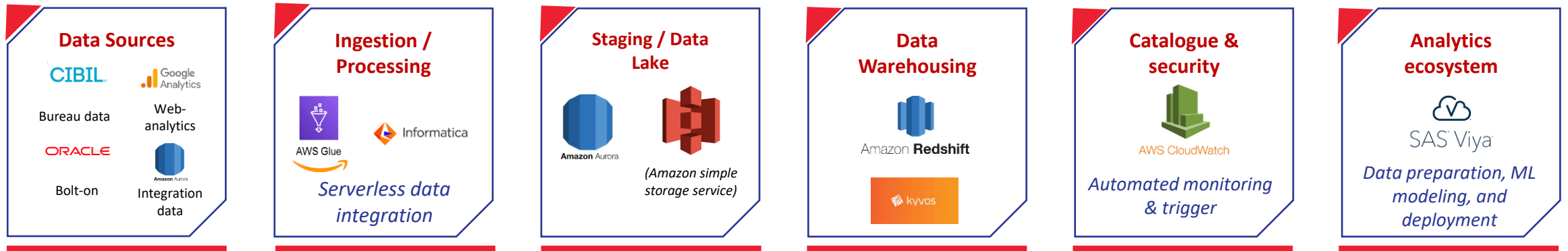


State-of-the art technological backbone enabling digital & analytical capabilities

Technological backbone backed by high quality systems



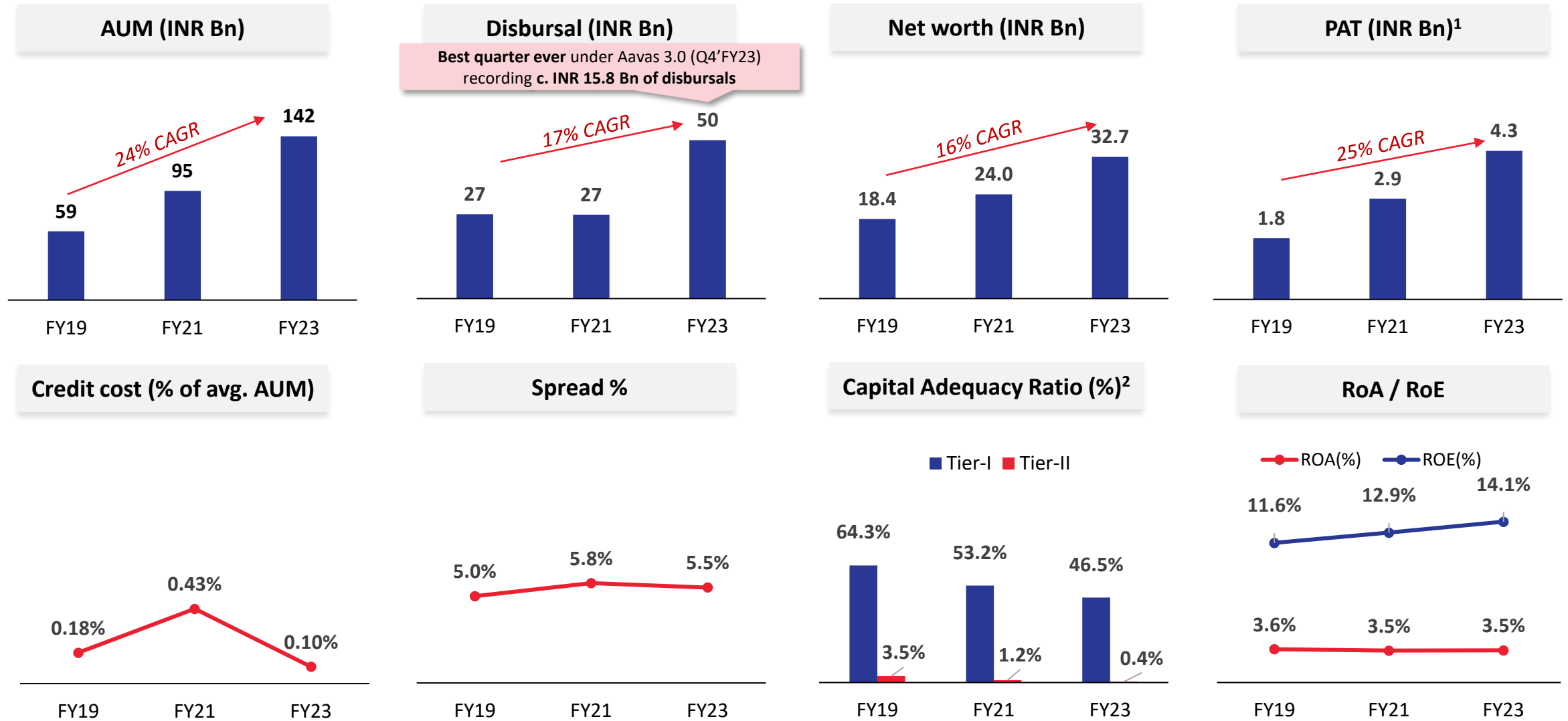
Supported by multiple softwares



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: ¹ PAT includes other comprehensive income; ² Capital Adequacy Ratio as per iGAAP for FY19 and as per IndAS for FY21 & FY23