

**Ref. No. AAVAS/SEC/2021-22/121**

**Date: April 29, 2021**

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
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Dear Sir/Madam,

**Sub: Investor Release on the Financial and Operational Performance of the Company for quarter and year ended March 31, 2021**

**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 the quarter and year ended March 31, 2021.

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

(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

### FY21 Results

- **AUM of Rs. 94,543 Mn; Growth of 21% YoY**
- **PAT at Rs. 2,903 Mn; Growth of 17% YoY**
- **Gross Stage 3 at 0.98%; Increased by 52 bps YoY**
- **ROA at 3.49%; Reduced by 26 bps YoY**
- **Sufficient Liquidity of Rs. 28,360 Mn**
- **Positive ALM & Strong Capital Base**

**Investor Release: 29<sup>th</sup> April 2021, Jaipur**

Aavas Financiers Limited has declared Audited Financial Results for the quarter & year ended 31<sup>st</sup> March 2021.

#### Key Performance Metrics for FY21:

Particulars (Rs. Mn)	FY21	FY20	Y-o-Y
AUM	94,543	77,961	21%
Disbursements	26,569	29,304	-9%
PAT (incl. Other Comprehensive Income)	2,903	2,491	17%
Gross Stage 3 (%)	0.98%	0.46%	Increased by 52 bps
ROA (%)	3.49%	3.75%	Reduced by 26 bps
Active Loan Accounts (No.)	125,591	104,745	20%
NIMs (incl. Fee & Other Income)	7.71%	8.16%	Reduced by 45 bps

#### Performance Highlights:

- AUM as on 31<sup>st</sup> March 2021 is Rs. 94,543 Mn of which
  - Home Loans contributed 73.5%
  - Other Mortgage Loans contributed 26.5%
- The total number of branches stands at 280 as on 31<sup>st</sup> March 2021
- Gross Stage 3 is 0.98% and Net Stage 3 is 0.71%
- 81.0% of our borrowings are from Term Loans, Assignment and NHB Refinancing. Only 19.0% of our borrowings are from debt capital market (of which 71.1% is from development finance institutions like IFC, CDC & ADB), with no borrowings by way of Commercial Papers.
- The Company has a Networth of Rs. 24,014 Mn as on 31<sup>st</sup> March 2021

**Commenting on the performance Mr. Sushil Kumar Agarwal, CEO said:** “Dear All. Hope everybody is keeping safe & healthy. As you all are aware, our country is going through very difficult time. Just as everybody was thinking that the worst is behind us, COVID has re-emerged & spread at a very fast pace since the start of April-21 putting tremendous pressure on the health infrastructure. This has also resulted in re-imposition of localized lockdowns by various state governments to contain the spread of the infection.

With regards to the company’s performance, we regained considerable momentum in Q4 FY21 and disbursed Rs. 10,127 Mn during the quarter registering 17% YoY growth & 32% QoQ growth. At the same time, we continued to borrow judiciously & raised Rs. 7,290 Mn at 6.31% during the quarter. As on 31<sup>st</sup> March 2021, we have strong liquidity of Rs. 28,360 Mn in the form of cash & cash equivalents and un-availed documented sanctions.

Even during the turbulent year, we continued to grow consistently & delivered AUM growth of 21% YoY while the Gross Stage 3 assets stood at 0.98% as on 31<sup>st</sup> March 2021. As mentioned in the last quarter as well, we have not restructured any of our borrower accounts. Further, the overall additional provision for potential impact of COVID-19 stands at Rs. 190.3 Mn as of 31<sup>st</sup> March 2021.

We have built up a strong network of 280 branches to deliver best-in-class and uninterrupted service to our customers. We reaffirm our commitment to deliver sustainable long-term business and earnings growth.”

## 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

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**Strategic Growth Advisors Pvt. Ltd.**

CIN: U74140MH2010PTC204285