

Ref. No. AAVAS/SEC/2022-23/843

Date: February 03, 2023

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: Revised Investor Presentation on the Unaudited Standalone and Consolidated Financial Results for the quarter and nine months ended December 31, 2022

With reference to, our intimation dated February 2, 2023, bearing Ref. No. AAVAS/SEC/2022-23/839 and pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 we hereby inform you that we are enclosing herewith a copy of Revised Investor Presentation of the Company on the Unaudited Standalone and Consolidated Financial Results for the quarter and nine months ended December 31, 2022.

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

Investor Presentation – 9M FY23

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 321 branches



Our Pillars of Strength

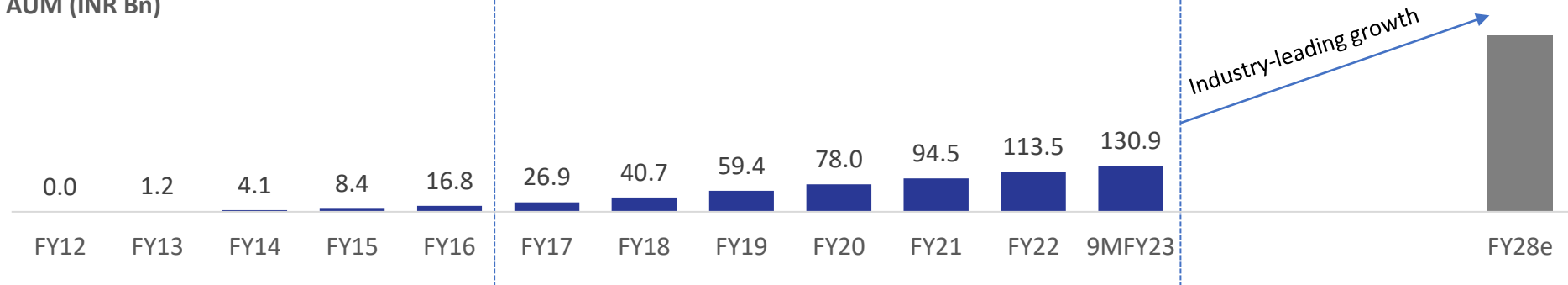
- ✓ Professional Management Team
- ✓ Experienced Board of Directors
- ✓ In-house Execution Model
- ✓ Technology and Data Analytics
- ✓ Improving Credit Ratings
- ✓ Diversified Shareholding Base

Aavas 3.0: Continued Journey of Becoming India's Most Respected Affordable Housing Finance Business



Evolution	Proof of concept of the affordable housing finance model under AU's ownership	Perfecting the model and building a foundation to scale under private equity ownership	Scaling and institutionalisation
No. of CXOs	1	4	10+

AUM (INR Bn)



Note: FY28e bar is only for illustrative purposes

Aavas 3.0: Key Leadership Elevations



- **Sachinder Bhinder elevated to the role of CEO**
- Been with Aavas for over 3 years as CEO of Aavas' MSME Business
- 25+ years of experience, including as EVP and Business Head of Home Finance at Kotak Mahindra Bank where he managed a ~INR 40,000 Cr book comprising Home Loans, LAP and Rural lending



- **Ghanshyam Rawat elevated to the role of President and CFO**
- Joined Aavas in 2013 as CFO
- 30+ year of experience at institutions including First Blue Home Finance Limited, Accenture India Private Limited and Deutsche Postbank Home Finance Limited



- **Ashutosh Atre elevated to the role of President and CRO**
- Joined Aavas in 2014 as Chief Credit Officer
- 30+ years of experience at institutions including Equitas Housing Finance Private Limited, Equitas Micro Finance India Private Limited, ICICI Bank Limited, ICICI Personal Financial Services Company Limited and Cholamandalam Investment & Finance Company Limited



- **Surendra Sihag elevated to the role of Chief Collections Officer**
- Joined Aavas in 2017 as VP, Collections
- 20+ years and was formerly associated with Cholamandalam Investment & Finance Company Limited and Bajaj Finance Limited

Enhance leadership bandwidth; MD to continue to focus on strategy / vision and CEO to focus on day-to-day business execution

Aavas 3.0: Expansion of Executive Committee



Nishant Sharma

Promoter Nominee Director



Manas Tandon

Promoter Nominee Director



Sushil Kumar Agarwal

Managing Director



Sachinder Bhinder

Chief Executive Officer



Ghanshyam Rawat

President and Chief Financial Officer



Ashutosh Atre

President and Chief Risk Officer

Professional Management Team



Sushil Kumar Agarwal – MD

- 21+ yrs of experience in retail financial services
- Prior associated with Kotak Mahindra Prime, ICICI Bank & AuSFB (Business Head – SME & Mortgages)



Sachinder Bhinder – CEO

- 25+ years of experience
- Prior associated with Kotak Mahindra Bank (EVP and Business Head of Home Finance), HDFC, Standard Chartered



Ghanshyam Rawat – President & CFO

- 30+ years of experience in financial services
- Prior associated with Indorama Synthetics, Accenture, First Blue Home Finance, Deutsche Postbank Home Finance



Ashutosh Atre – President & Chief Risk Officer

- 30+ years of experience in credit management
- Prior associated with Equitas, ICICI Bank, Chola Mandalam



Siddharth Srivastava – Chief Business Officer

- Experience in secured & unsecured lending and business development
- Prior associated with ICICI Bank, Tata Infomedia, ITC



Ripudaman Bandral – Chief Credit Officer

- Prior associated with Indiabulls, ICICI Bank, HDFC Ltd
- Experience in financial services & allied sectors



Surendra Sihag – Chief Collections Officer

- Prior associated with Bajaj Finance, Chola Mandalam
- Experience in financial services & allied sectors



Anshul Bhargava – Chief People Officer

- Prior associated with Power System Operation Corporation Limited, PNB Housing Finance Ltd. and Indian Army



Jijy Oommen – Chief Technology Officer

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



Rajaram Balasubramaniam – Chief Strategy Officer & Head of Analytics

- Prior associated with Citibank, Standard Chartered Bank



Rajeev Sinha – Executive VP, Operations

- Prior associated with Indiabulls, CoinTribe
- Experience in financial services & allied sectors



Ramchandran Venkatesh – Head of Internal Audit

- Prior associated with Standard Chartered Bank, American Express, HDFC Bank, Fullerton India, and Aditya Birla Finance Ltd.



Sharad Pathak – Company Secretary & Compliance Officer

- Associated with Aavas Financiers since May 2012

Experienced Board of Directors



Sandeep Tandon
Chairperson of Board, Independent
Director & Chairperson of Stakeholders
Relationship Committee

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

Prior Engagements: Tandon Advance Device, Accelyst Solutions



Soumya Rajan
Independent Director & Chairperson of
Nomination & Remuneration Committee

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 & Chairperson
of Audit Committee

Qualifications: Chartered Accountant

Prior Engagements: Citibank N.A., IncValue Advisors



Sushil Kumar Agarwal
Managing Director

Qualifications: Chartered Accountant, Company Secretary, Owner/President Management from Harvard Business School

Prior Engagements: Au SFB, ICICI Bank, Kotak Mahindra Primus. 21+ 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 & Chairperson
of Risk Management Committee

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

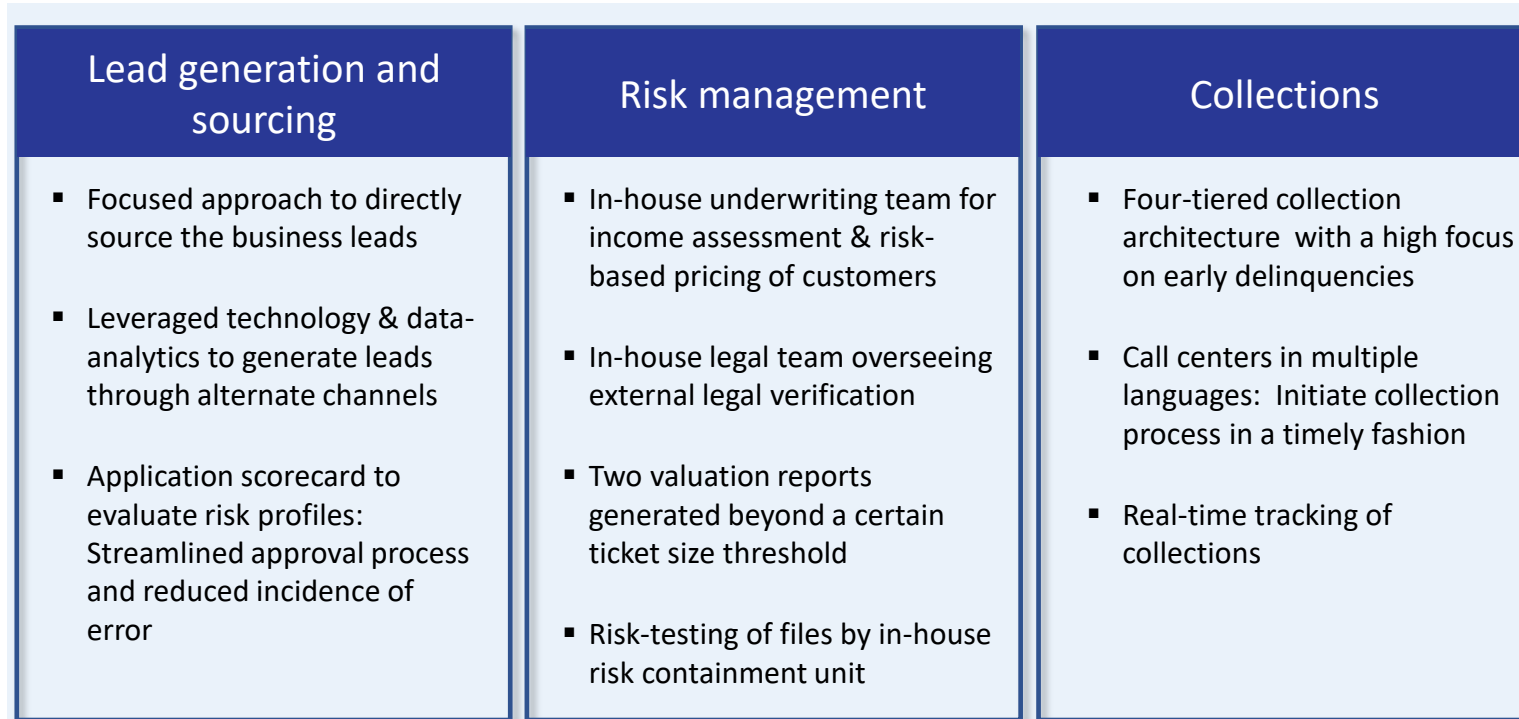


Kartikeya Dhruv Kaji
Promoter Nominee Director &
Chairperson of CSR Committee

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

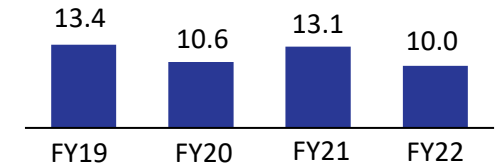
In-house execution model – Replicated across the states



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 more than 12.5%

3. High collection efficiency and low GNPA

Lead Generation



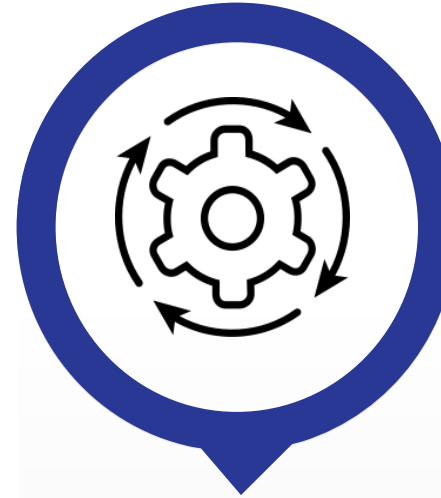
- Majority of the leads are logged in through the sourcing app
- Application scorecard: For Auto-rejection / fast tracking leads
- Mobile app to leverage proponents of housing ecosystem

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

IT Transformation – Project GATI and UNNATI

(End to End digital journey from origination to servicing)

Guiding Principles

1

Linear Growth with
Non-Linear Inputs

2

Be a “Bank” by
Technology Capability

3

Create Remarkable
Customer Experience

Partners in the Journey

Deloitte.

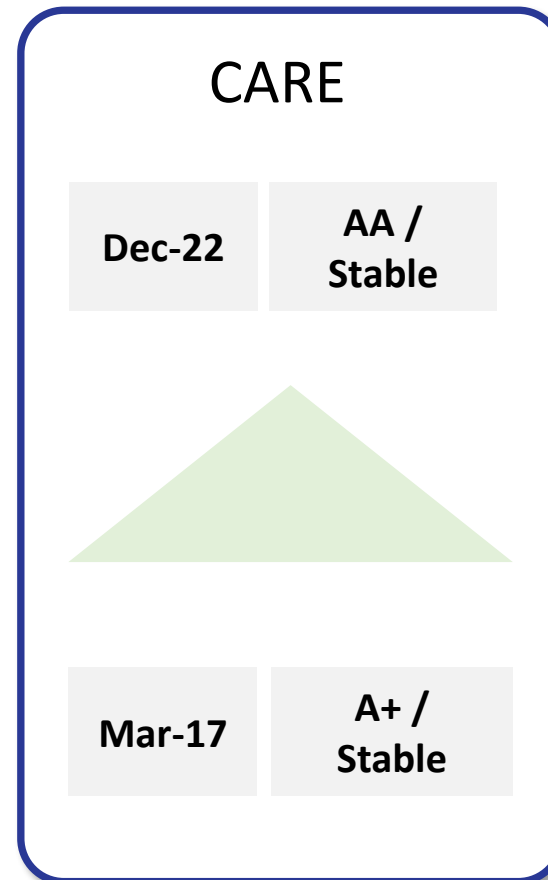
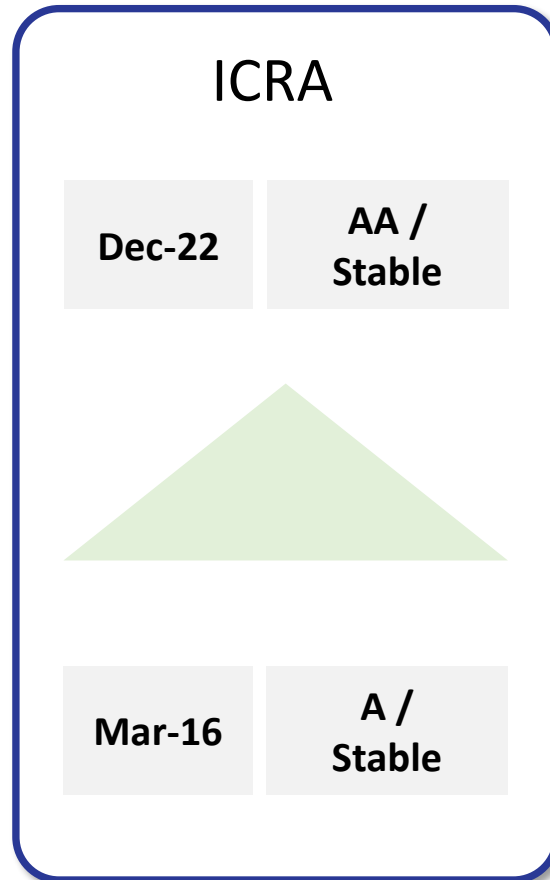


Key Objectives

- Be a digital first, technologically advanced & agile organization
- Transform loan origination & customer service processes leveraging Salesforce platform to achieve 10x scale
- Enable seamless collaboration & information sharing across various teams
- Minimize TAT for loan application processing through automated workflows & end-to-end integration
- Improve team productivity by equipping users with digital tools & enable processing of more applications
- Enable assisted, un-assisted & hybrid digital journeys for customers

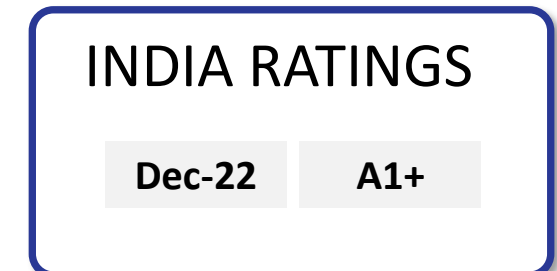
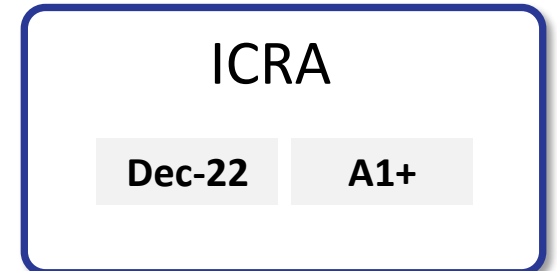
Rolled out first pilot phase of LOS system (SFDC) in Jan-23

Long-Term Credit Rating



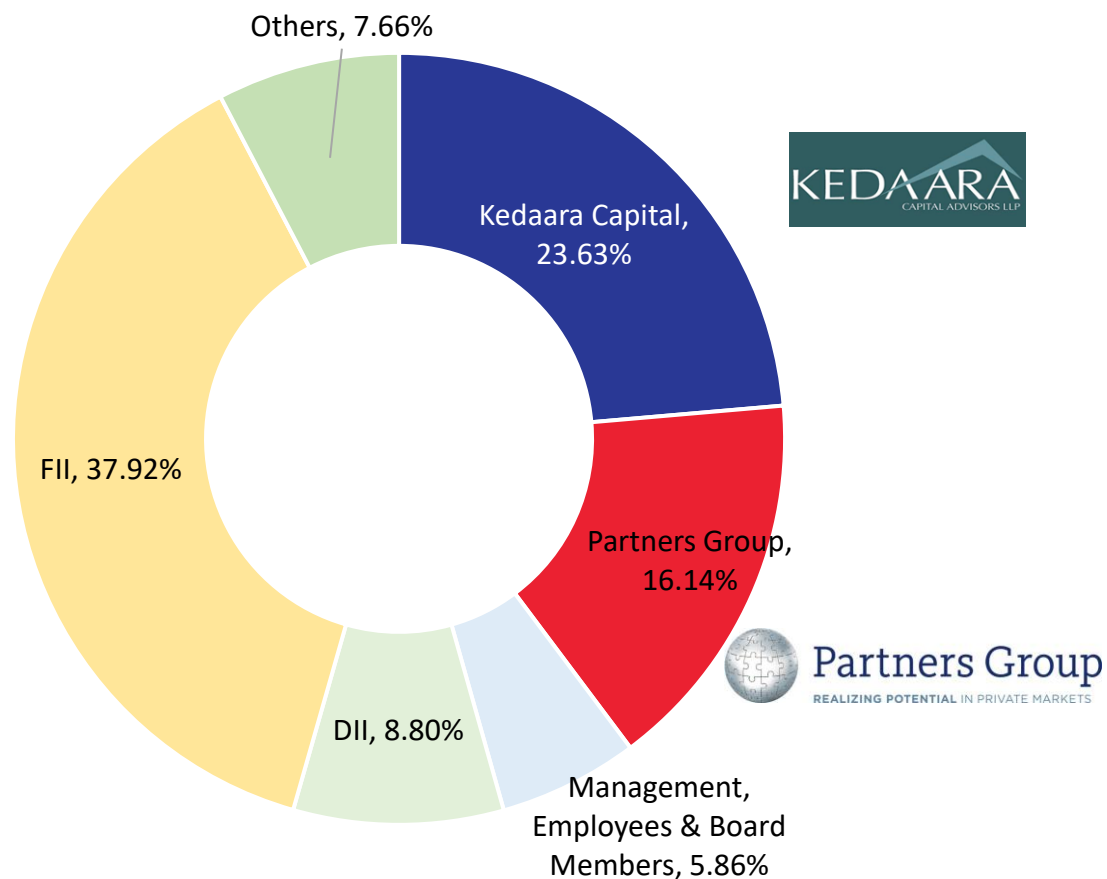
Short-Term Credit Rating

Reaffirmed



Diversified Shareholding Base

Shareholding Pattern as on
31st Dec 2022



Top Institutional Shareholders as on 31st Dec 2022

Investor Details	% Holding
Capital Group [^]	8.34
Wasatch Global Investors [^]	7.19
UTI Asset Management ^{^*}	3.51
Kotak Mahindra Asset Management ^{^*}	3.23
GIC [^]	3.06
Nomura Asset Management [^]	2.81
Stewart Investors [^]	2.71
SBI Life Insurance [^]	2.70
Vanguard Index Funds [^]	1.39
Blackrock (ETFs & Index Funds) [^]	1.14
C Worldwide Asset Management [^]	1.09
ADIA [^]	1.03

[^] holding through various schemes/funds

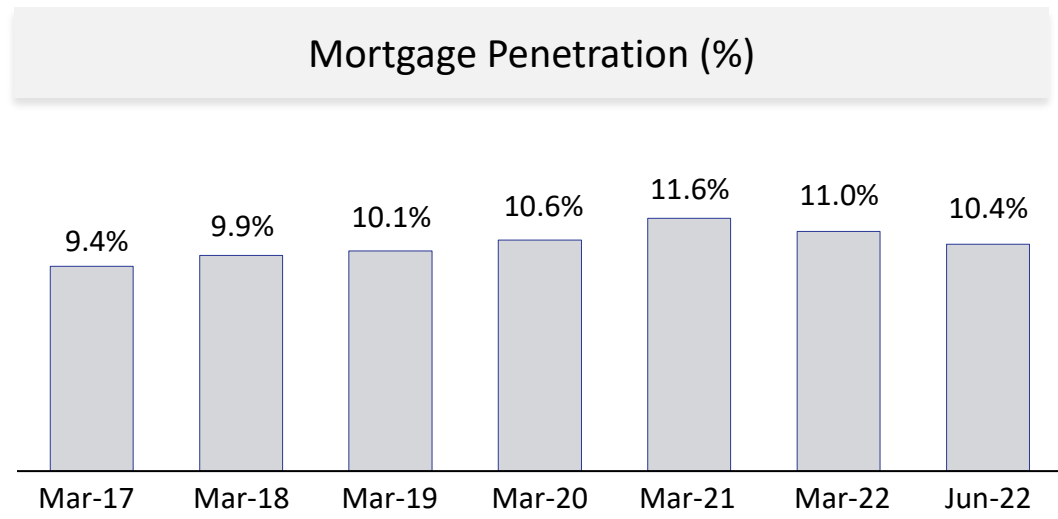
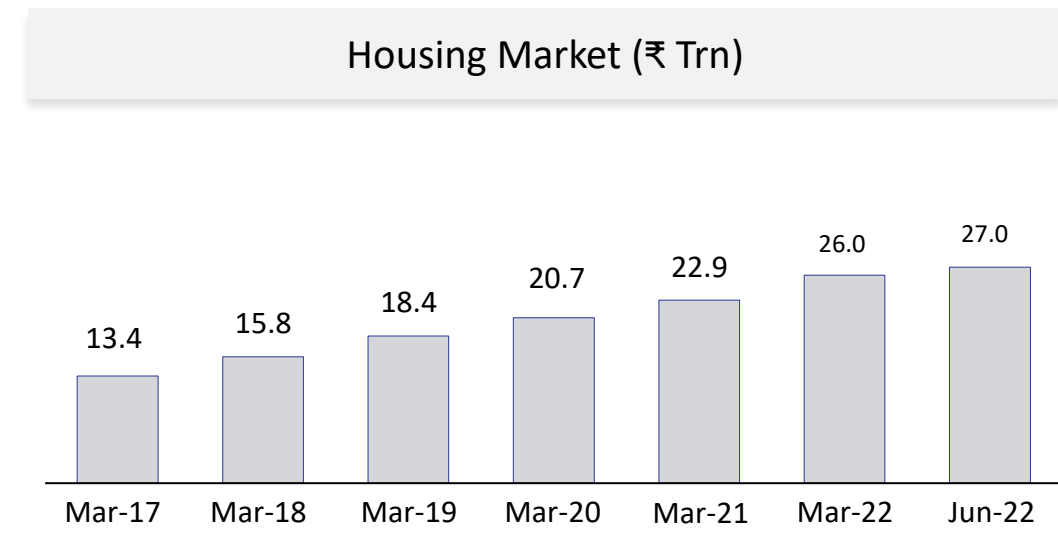
^{*} includes Mutual Funds & Offshore Funds

DII includes Mutual Funds, Insurance Companies & Alternate Investment Funds (Category III)

Size of Opportunity

Indian Housing Finance		
Market Size (as on Jun-22)	₹ 27.0 Trn	
YoY Growth (as on Jun-22)	+15% Banks - 15%, HFCs & NBFCs - 16%	
Market Share (as on Jun-22)	Banks - 68%	HFCs & NBFCs - 32%

Credit Growth Outlook for HFCs FY23 ~ 10-12%	Affordable HFCs YoY Growth (as on Jun-22) 20%	Asset Quality Outlook for HFCs FY23 ~ 2.7-3.0%
----------------------------------------------------	---------------------------------------------------------------	------------------------------------------------------





Hike in Policy Rate

After witnessing 190bps hike in repo rate during H1FY23, RBI's MPC has further hiked repo rate by 35 bps in 3rd quarter to 6.25% . MPC also decided to remain focused on withdrawal of accommodation to ensure that inflation remains within the target going forward, while supporting growth.



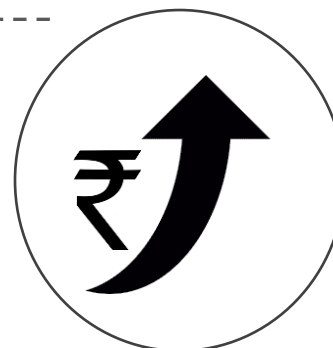
Resolution Framework 2.0

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 in FY21. Restructuring may be invoked up to 30th September 2021 & needs to be implemented within 90 days from invocation.



Harmonization of IRACP norms

In order to ensure uniformity in the implementation of IRACP norms across all lending institutions, RBI has harmonized certain aspects of the prevailing guidelines. Specifically, once an account turns NPA upon running of lender's day-end process, it can be upgraded to "standard"* asset category only once the entire arrear of interest & principal is paid by the borrower.



Extension of date & expansion of cover under ECLGS

Government has extended the scheme till 31st March 2023 and increased the quantum of guarantee under the scheme from Rs. 4.5 Tn to Rs. 5.0 Tn. The additional Rs. 0.5 Tn guarantee will be earmarked for companies in hospitality, travel & tourism and civil aviation industry.

* NBFCs/HFCs have time till 30 September 2022 to put in place necessary systems to implement this specific change

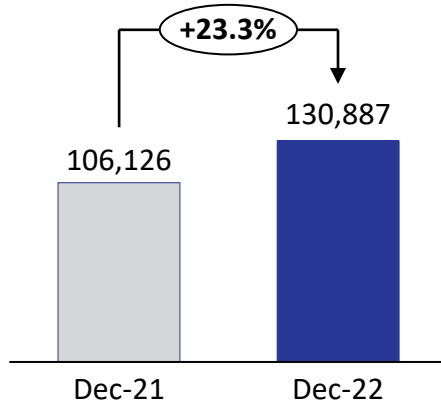


Financial Performance

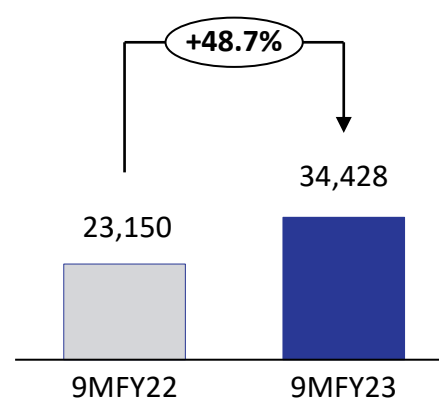
- ✓ Key Business Parameters
- ✓ Geographical Distribution
- ✓ Spreads and Margins
- ✓ Asset Quality
- ✓ Liability Franchise
- ✓ Key Ratios

Performance Highlights

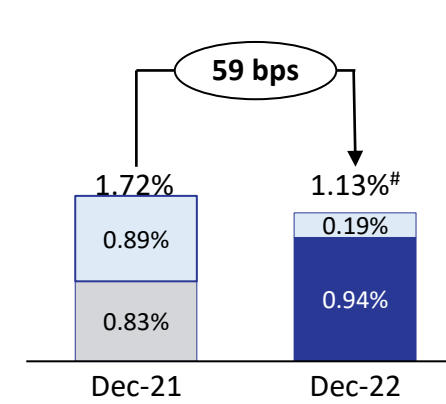
AUM* (₹ Mn)



Disbursement (₹ Mn)



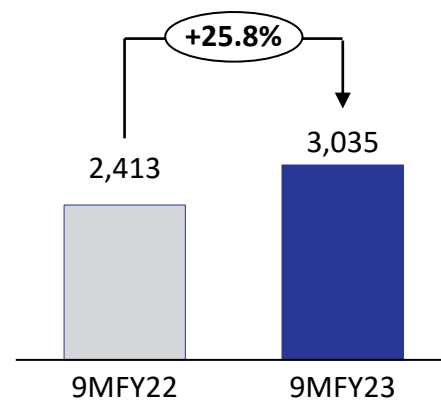
Gross Stage 3 (%)



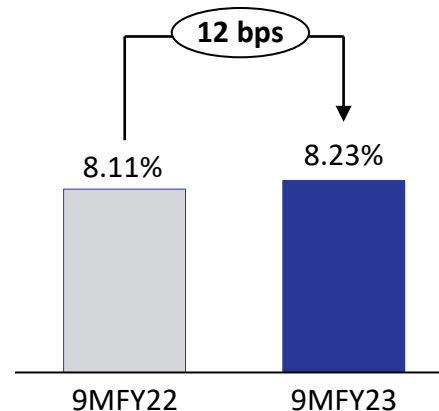
includes 0.19% with DPD upto 90 but categorized as GNPA/Gross Stage 3 on account of RBI notification

Average Amount[^] per Active Loan Account as on Dec-22
₹ 0.88 Mn

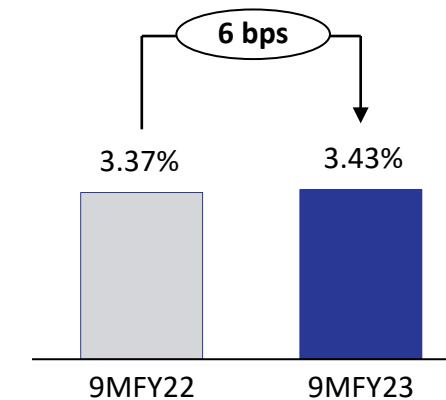
PAT** (₹ Mn)



NIM (%)



ROA (%)



Average Amount[^] per Disbursed Loan Account in 9MFY23
₹ 1.01 Mn

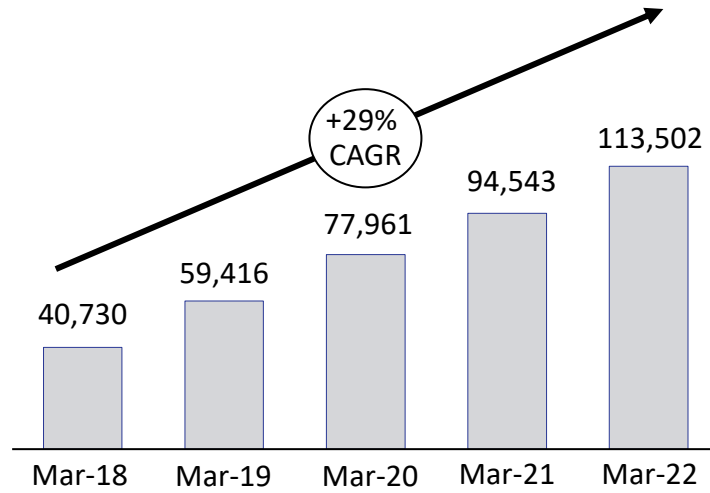
* AUM has an impact of subsidy received Rs 290 Cr since Dec 21 (PY 9M 44 Cr)
AUM growth excluding subsidy impact is 26%.

** PAT includes Other Comprehensive Income

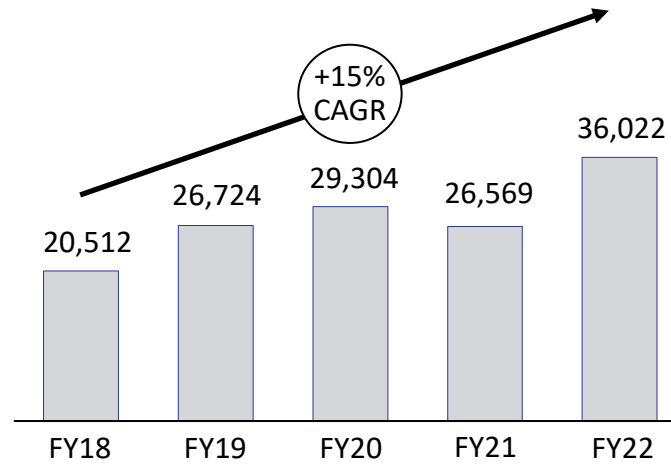
[^] at the time of Sanction

Healthy Business Growth

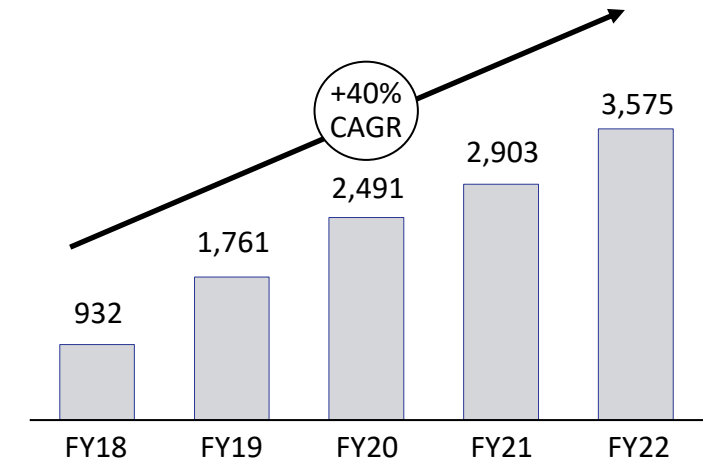
AUM (₹ Mn)



Disbursements (₹ Mn)



PAT* (₹ Mn)



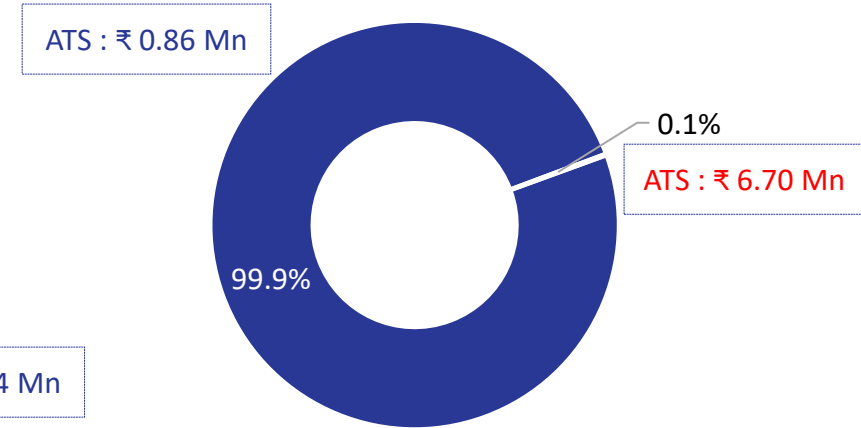
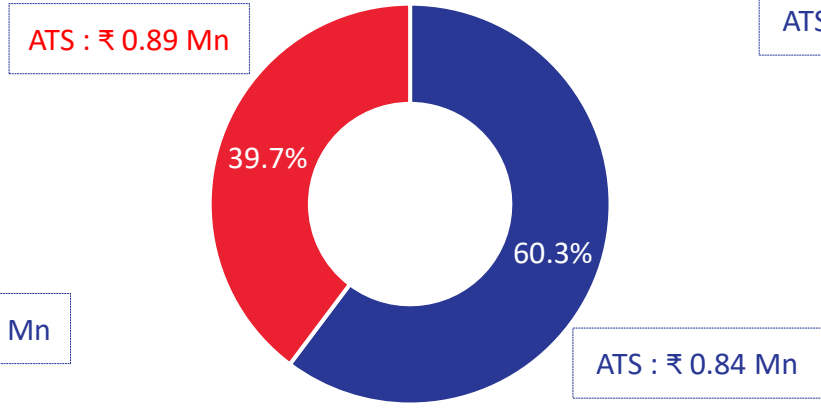
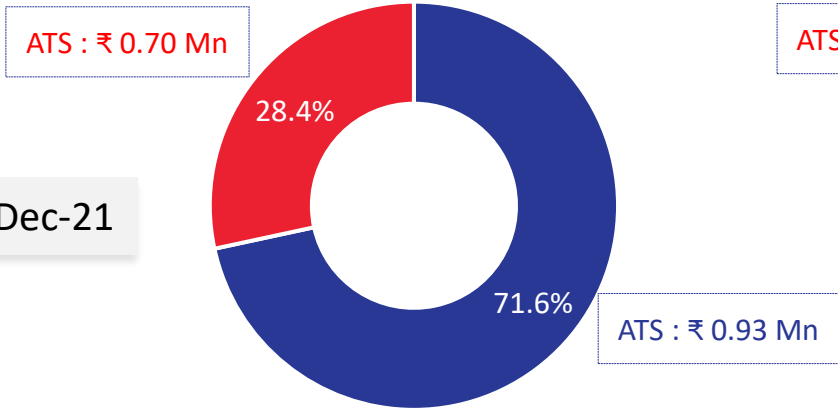
AUM Break-up

Product Category

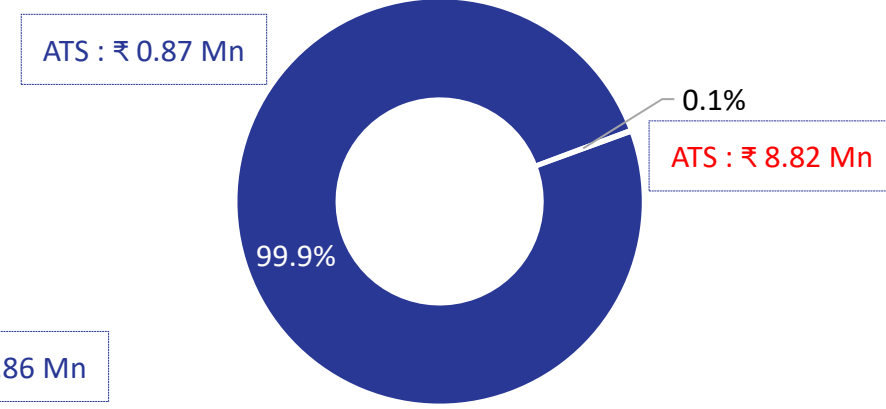
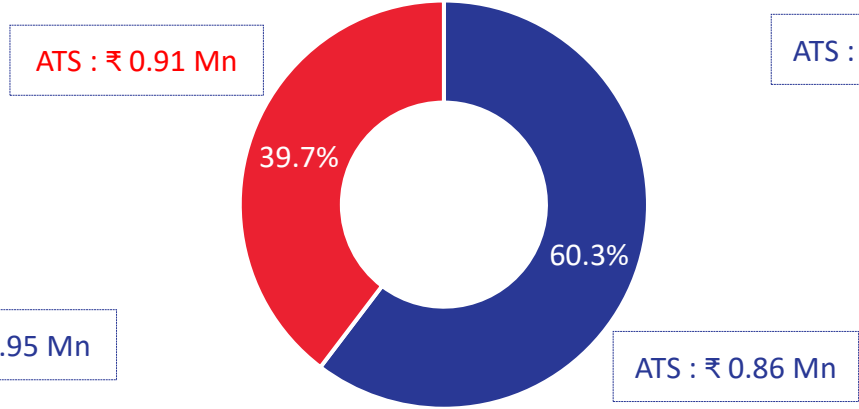
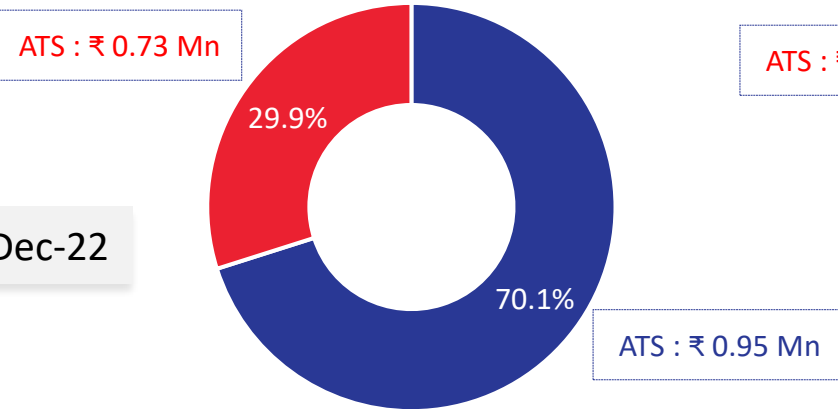
Occupation Category

Customer Category

31-Dec-21



31-Dec-22



Home Loan Other Mortgage Loan

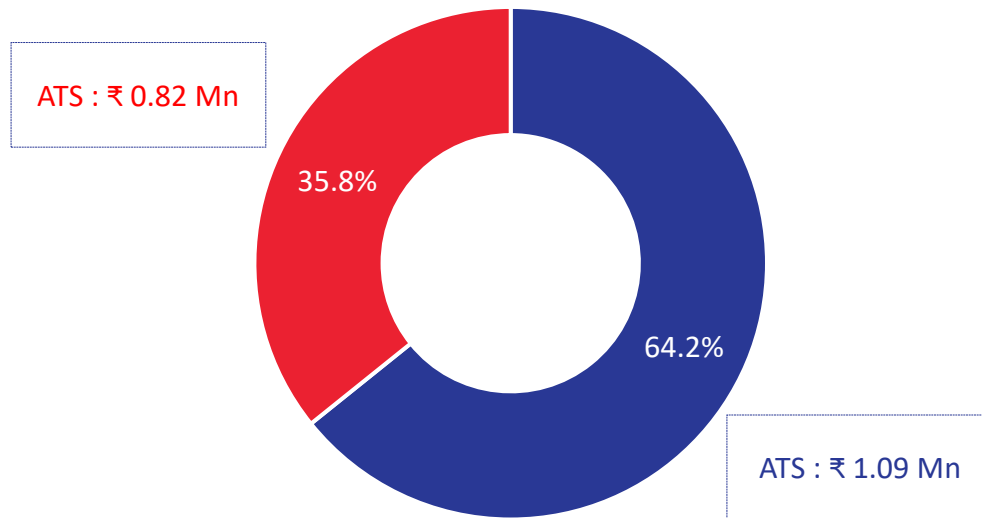
Self-Employed Salaried

Retail Corporate

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

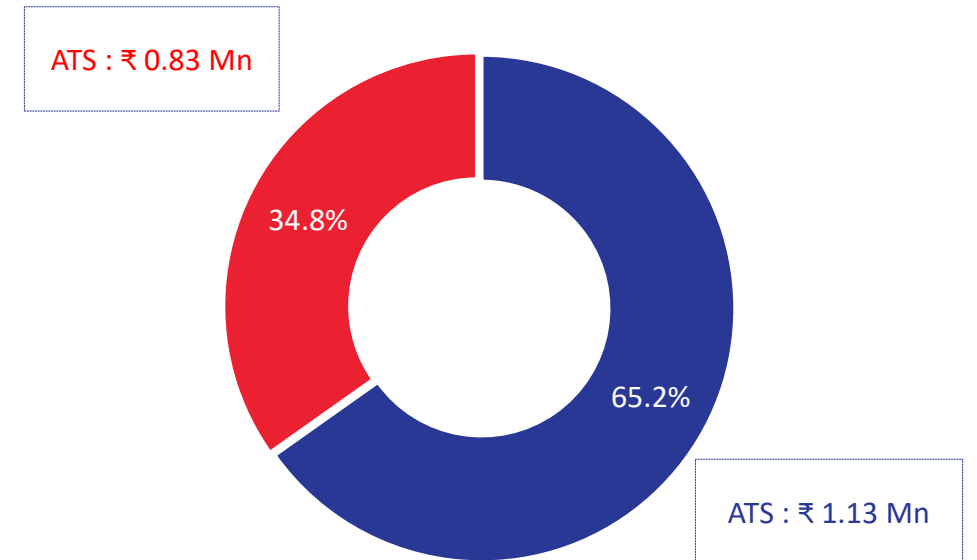
Disbursement Break-up – Product Category

9M FY22



Disbursement include 12.7% of mortgaged-backed MSME Loans classified under Other Mortgage Loans

9M FY23



Disbursement include 14.2% of mortgage-backed MSME Loans classified under Other Mortgage Loans

■ Home Loan ■ Other Mortgage Loan

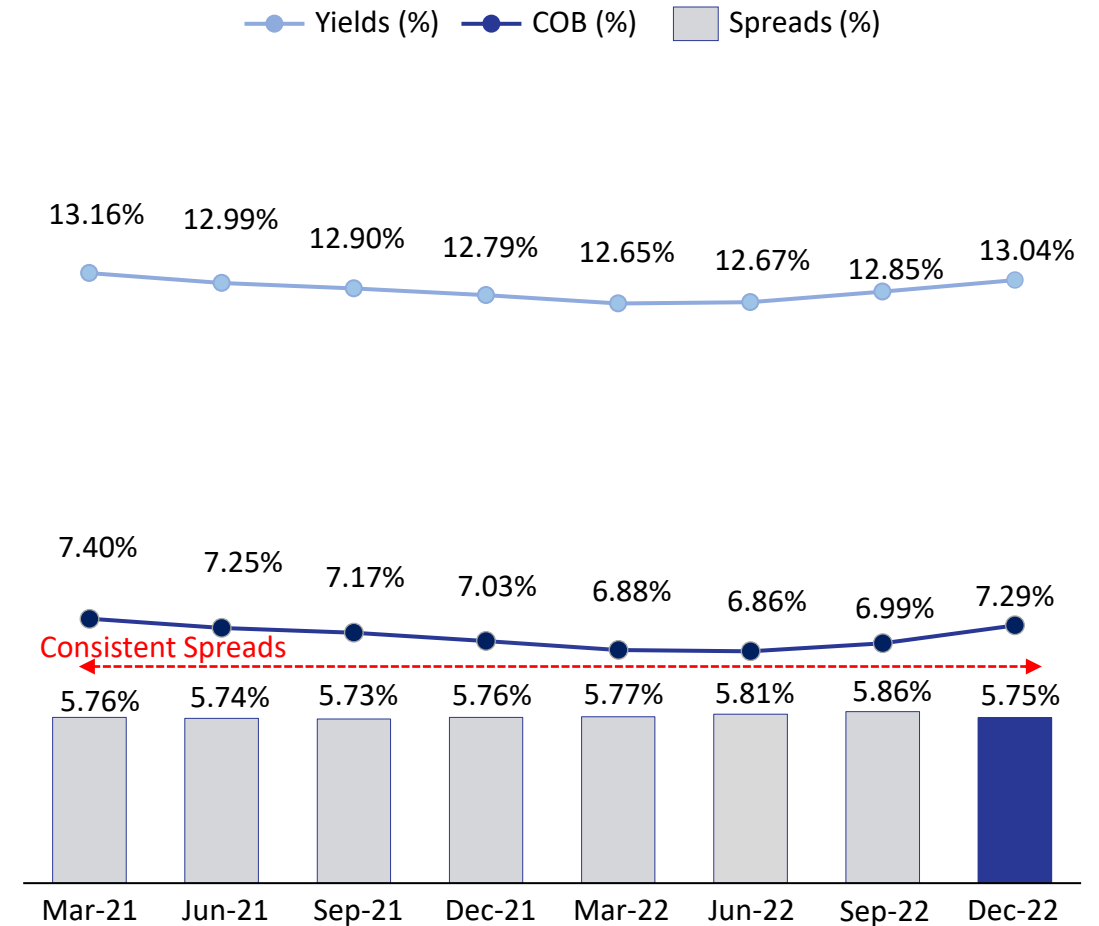
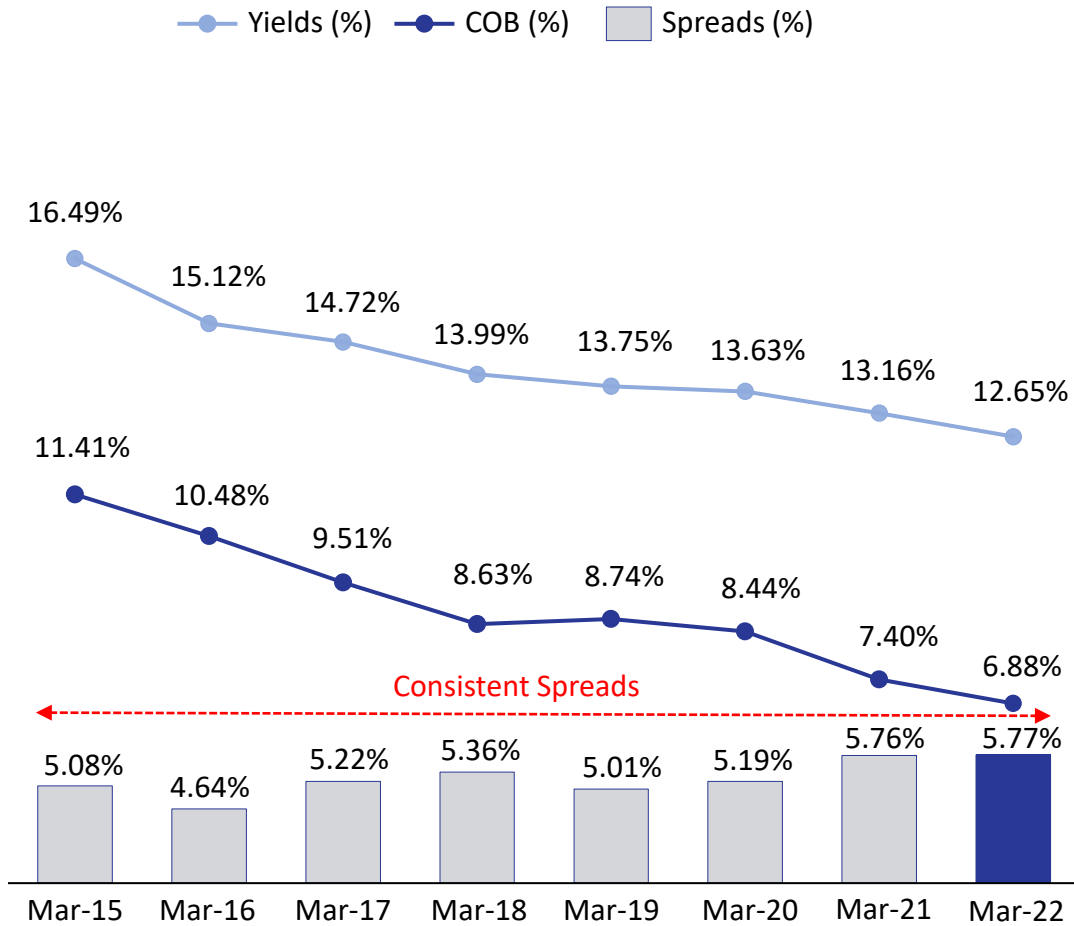
ATS : Average Amount (at the time of Sanction) per Disbursed Loan Account

Geographical Distribution

State	Branches	Operations Commenced in
Rajasthan	100	2012
Maharashtra	48	2012
Gujarat	44	2012
Madhya Pradesh	46	2013
Delhi	6 [^]	2013
Haryana & Punjab	18	2017
Chhattisgarh	8	2017
Uttar Pradesh	23	2018
Uttarakhand	9	2018
Himachal Pradesh	4	2020
Orissa	4	2021
Karnataka	11	2021
Total	321	

Consistent Spreads

Yields, Cost of Borrowings and Spreads (%)



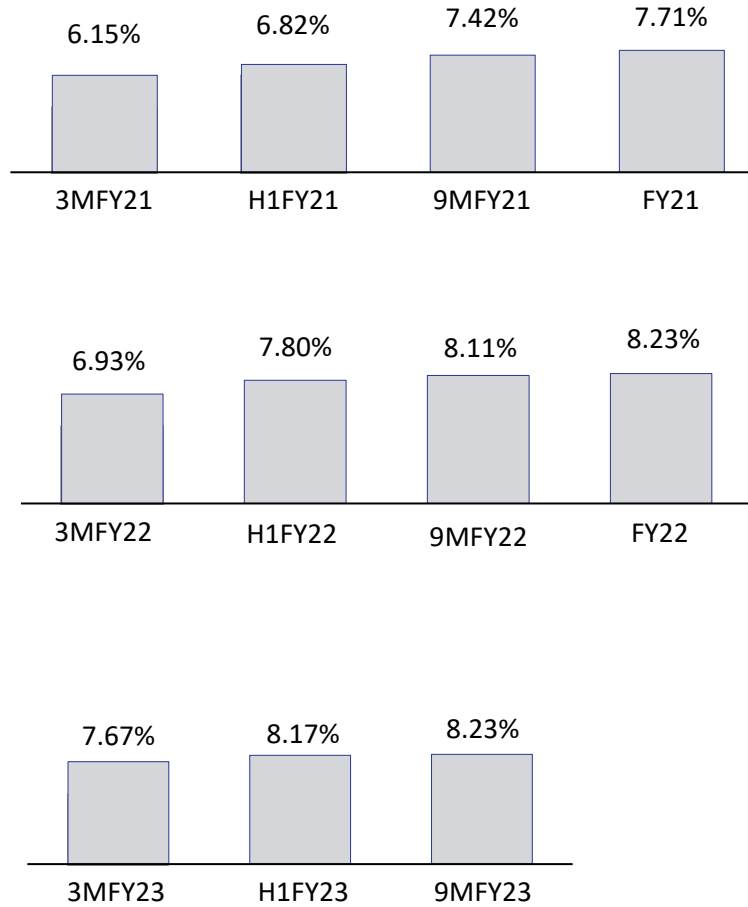
Further increase of 35 bps in PLR w.e.f. Jan 5th, 2023

Margin and Cost Efficiency

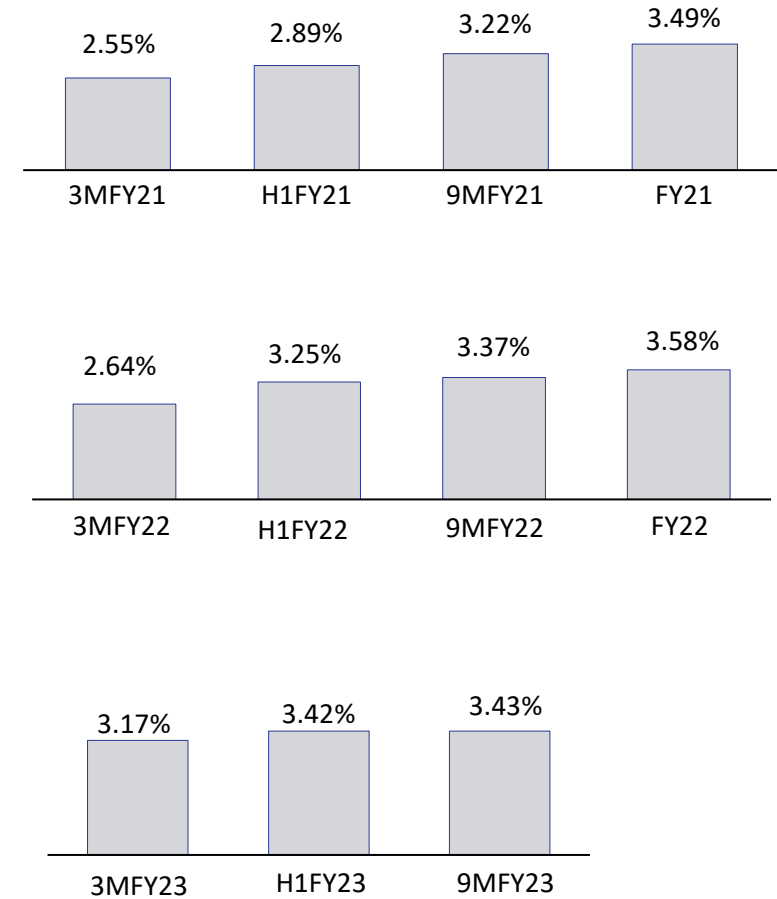
OpEx (%)



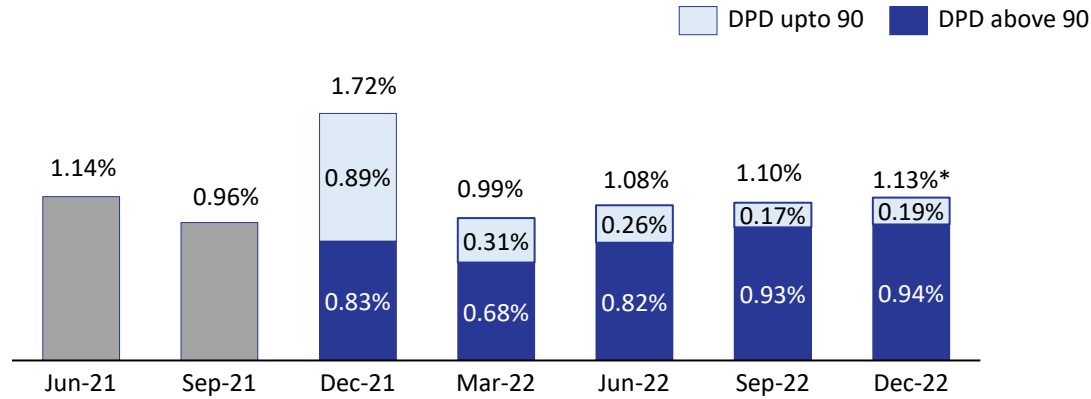
NIM (%)



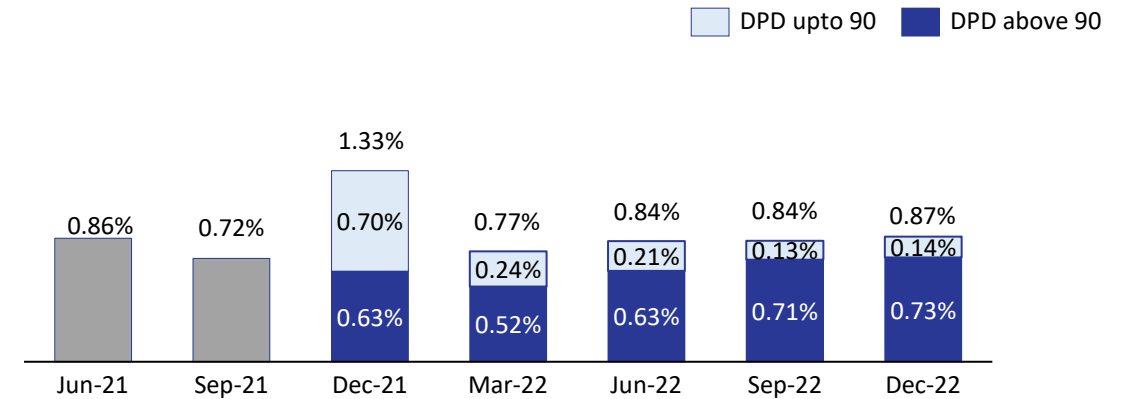
ROA (%)



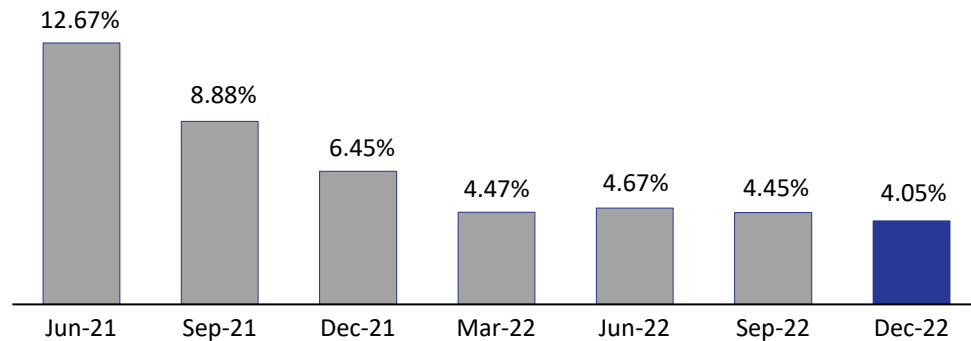
Gross Stage 3 (%)



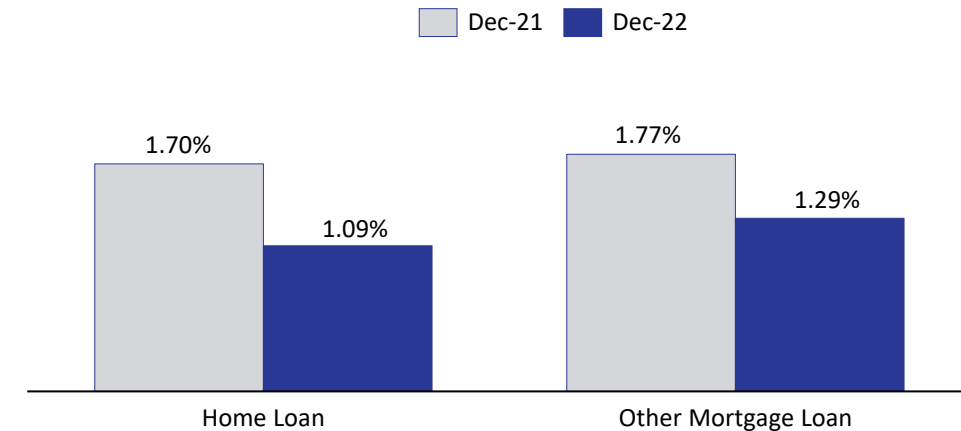
Net Stage 3 (%)



1+DPD (%)



Segment-wise Gross Stage 3 (%)

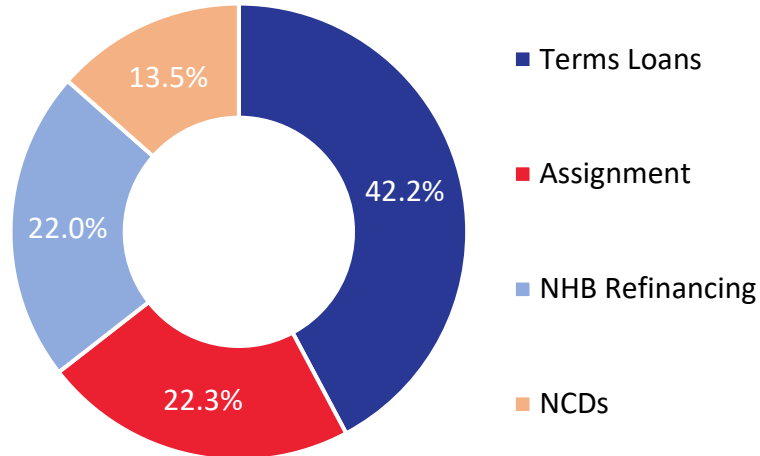


* 0.26% impact of Assets Held for Sale under SARFAESI which is recognized as NPA after Mar22.

Robust Liability Management

Diversified Funding Mix

As on Dec-22



Prime Lending Rate hiked by 125 bps in 9M FY23

Further increase of 35 bps w.e.f. 05th Jan 2023

30 Lenders

Diversified Mix

No exposure to Commercial Papers

Incremental Borrowings -

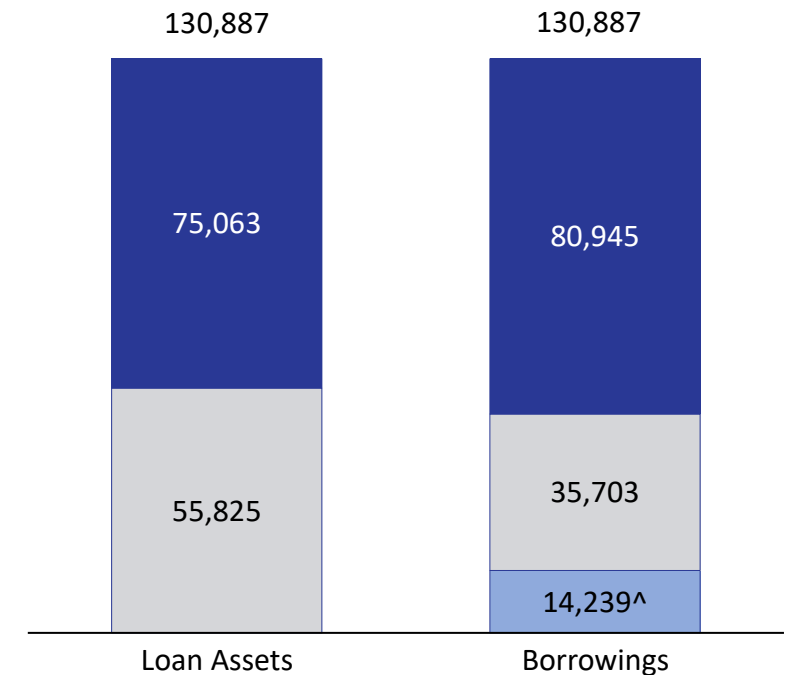
Q3 FY23 - ₹ 13,364 Mn at 7.15%

9MFY23 - ₹ 31,815 Mn at 6.84% for 130 months

Loan Assets & Borrowings (₹ Mn)

As on Dec-22

Floating Fixed Equity



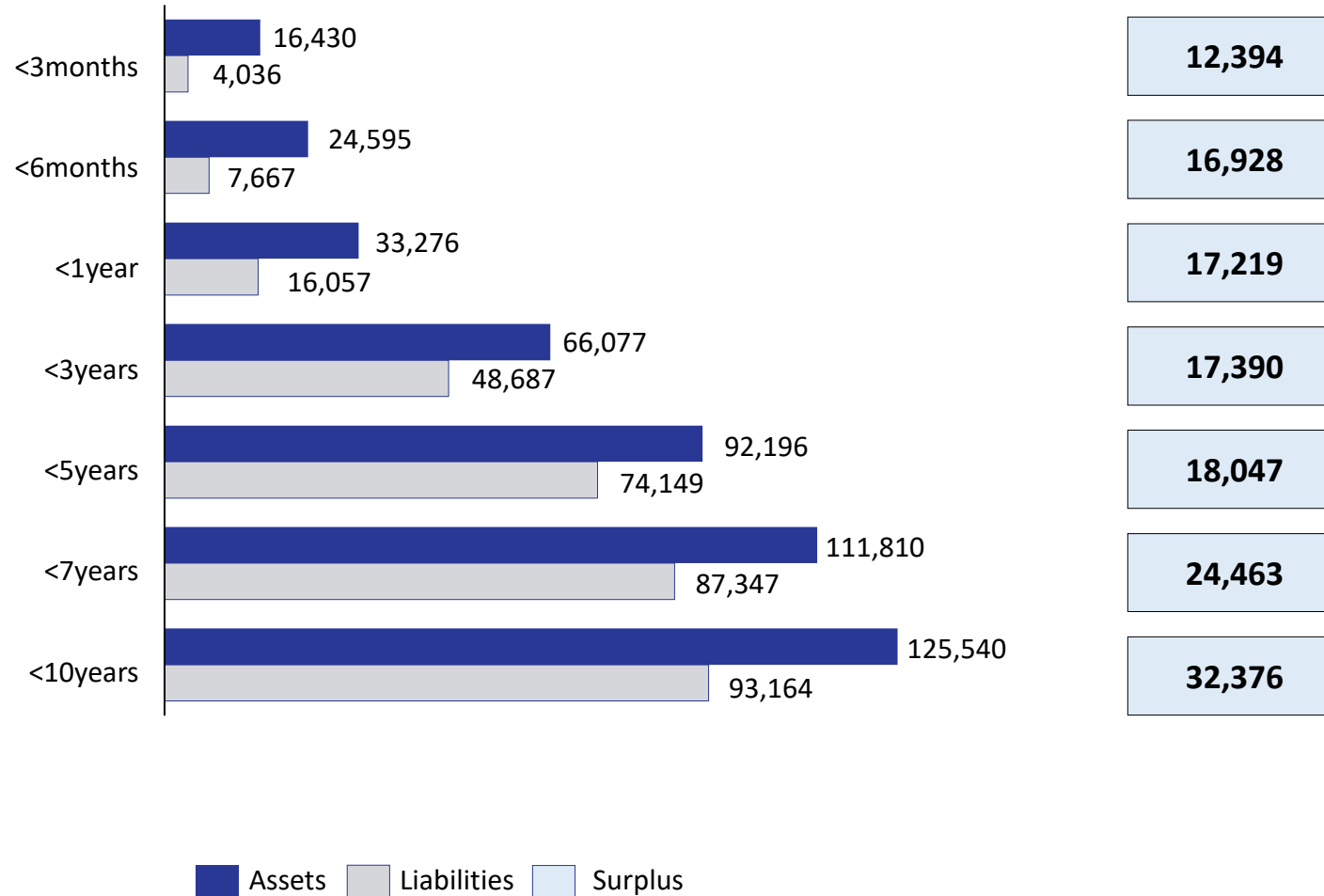
Payment Schedule of Debt Capital Market Exposure

NCD Investor	Exposure (₹ Mn)	Payment Schedule (₹ Mn)							
	31-Dec-22	FY23	FY24	FY25	FY26	FY27	FY28	FY29	
IFC	3,450	-	-	3,450	-	-	-	-	
ADB	4,102	342	684	684	684	684	684	684	
BIl (erstwhile CDC)	5,100	-	500	500	1,400	900	900	900	
Domestic Bank	2,300	100	1,150	400	350	200	-	-	
Mutual Fund	1,240	-	250	-	-	990	-	-	
Total (Mn)	16,192	442	2,584	5,034	2,434	2,774	1,584	1,584	

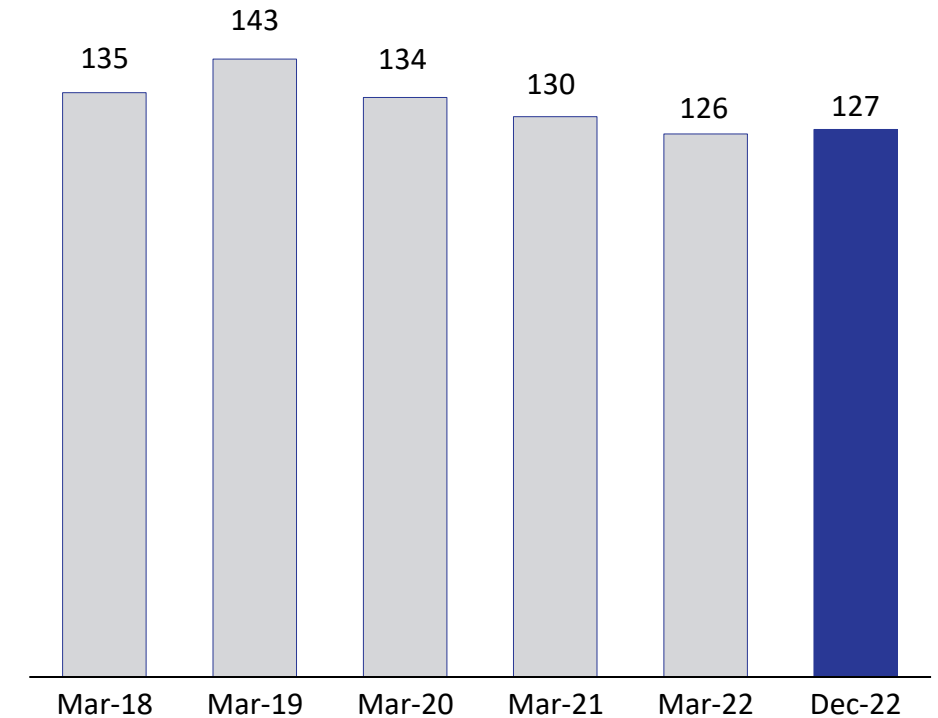
[^] gap between Loan Assets & Borrowings filled by a portion of Equity

Surplus Management* (₹ Mn)

As on Dec-22



Average tenor of outstanding borrowing (months)



* Data as per Ind-AS

Comfortable Liquidity Position

Particulars (₹ Mn)	As on Dec-22
Cash & Cash Equivalents	14,682
Un-availed CC Limits	1,100
Documented & Un-availed Sanctions from NHB	-
Documented & Un-availed Sanctions from other Banks	12,100
Total Liquidity Position	27,882

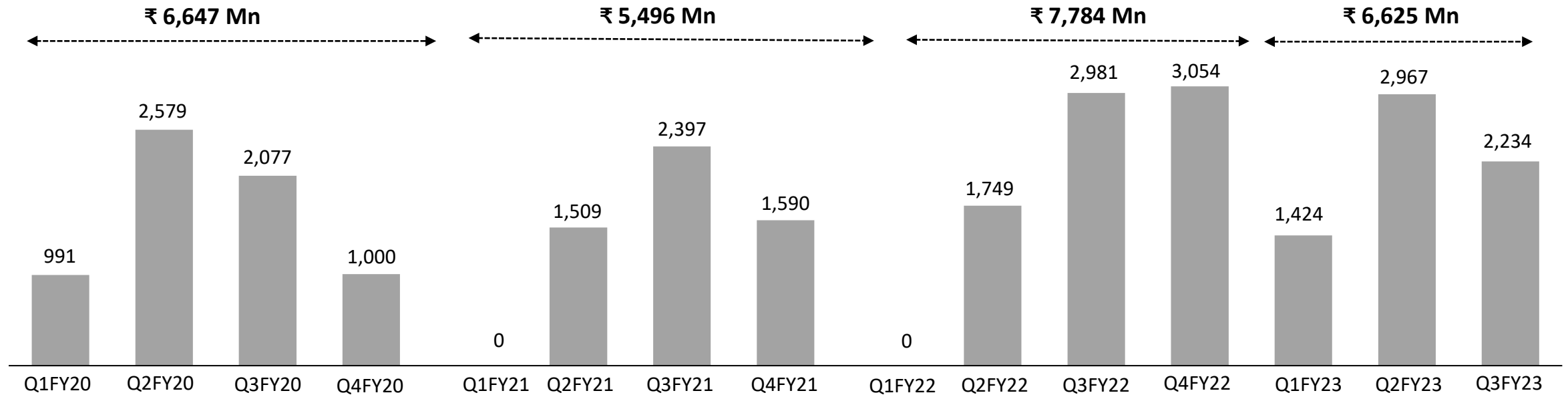
**High Quality
Liquidity of
₹ 15,782 Mn**

Particulars (₹ Mn)	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24
Opening Liquidity	27,882	31,246	32,840	34,556
Add: Principal Collections & Surplus from Operations	5,386	5,127	5,316	5,277
Less: Debt Repayments	2,021	3,534	3,600	4,715
Closing Liquidity	31,246	32,840	34,556	35,118

₹ 35,118 Mn of Surplus Funds* available for business

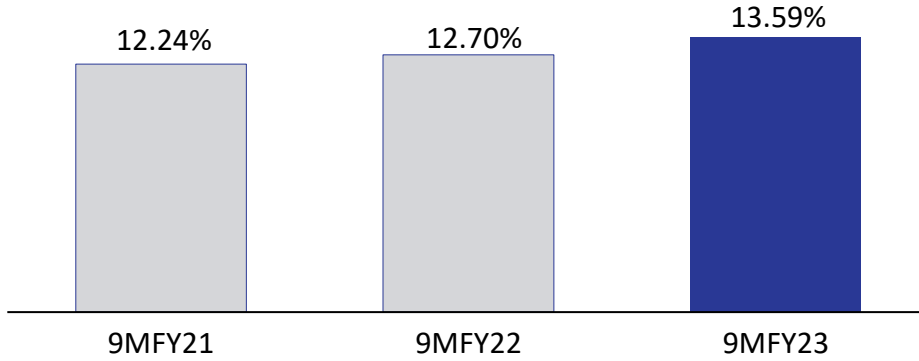
* without including any incremental sanctions

Net Securitization Volume

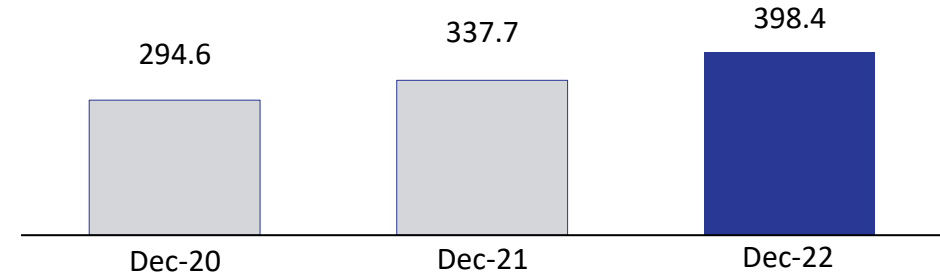


Key Financial Ratios

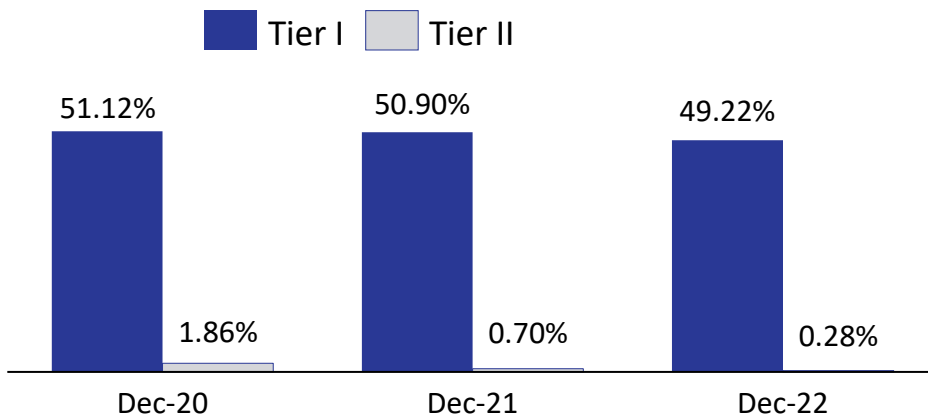
ROE (%)



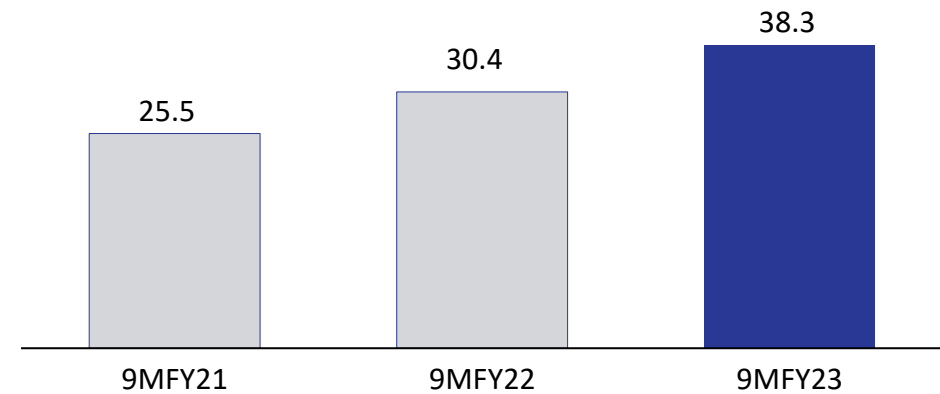
Book Value Per Share (₹)



Capital Adequacy Ratio (%)



Earning Per Share* (₹)





Annexures

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

Quarterly Profit & Loss Statement

Particulars (₹ Mn)	Q3 FY23	Q3 FY22	Y-o-Y	Q2 FY23	Q-o-Q
Interest Income on Loans (incl. Processing Fee)	3635.4	2,863.7	26.9%	3357.9	8.3%
Interest Income on Fixed Deposits	237.0	174.6		197.6	
Reversal Income on Earlier Assigned Loans	(287.2)	(208.6)		(268.8)	
Upfronting Income on Fresh Assigned Loans	359.9	452.1		493.8	
Non-Interest Income	174.5	146.9		170.3	
Interest Expense (incl. Finance Charges)	(1514.8)	(1266.8)	19.6%	(1433.0)	5.7%
NIM	2604.8	2161.8	20.5%	2517.8	3.5%
Operating Expenses	1190.0	893.7		1123.7	
Credit Costs	35.1	112.9		16.1	
Profit Before Tax	1379.7	1,155.2	19.4%	1378.0	0.1%
Provision for Taxation	306.9	264.1		309.7	
Profit After Tax	1072.7	891.1	20.4%	1068.2	0.4%
Total Comprehensive Income	1072.7	891.1	20.4%	1070.3	0.2%
EPS (Diluted)	13.5	11.2		13.5	

Nine Monthly Profit & Loss Statement

Particulars (₹ Mn)	9M FY23	9M FY22	Y-o-Y
Interest Income on Loans (incl. Processing Fee)	10193.2	8364.8	21.9%
Interest Income on Fixed Deposits	631.2	454.6	
Reversal Income on Earlier Assigned Loans	(803.9)	(572.3)	
Upfronting Income on Fresh Assigned Loans	1070.6	783.0	
Non-Interest Income	508.2	373.0	
Interest Expense (incl. Finance Charges)	(4317.8)	(3590.4)	20.3%
NIM	7281.5	5812.7	25.3%
Operating Expenses	3316.8	2394.6	
Credit Costs	60.4	330.4	
Profit Before Tax	3904.4	3087.7	26.4%
Provision for Taxation	871.1	676.5	
Profit After Tax	3033.2	2411.2	25.8%
Total Comprehensive Income	3035.3	2413.4	25.8%
EPS (Diluted)	38.3	30.4	

Balance Sheet

Particulars (₹ Mn)	31-Dec-22	31-Mar-22
Sources of Funds		
Share Capital	790.4	789.4
Reserves & Surplus	30,698.4	27,297.1
Borrowings	91,613.1	80,119.8
Deferred Tax Liability (Net)	455.7	353.6
Other Liabilities & Provisions	2,137.4	1,644.0
Total	125,695.1	110,203.8
Application of Funds		
Loan Assets	105,528.0	90,534.2
Investments	1,248.4	675.2
Fixed Assets	455.9	327.3
Liquid Assets	14,809.7	15,302.3
Other Assets	3,653.0	3,364.8
Total	125,695.1	110,203.8

PAT Reconciliation

Particulars (₹ Mn)	9M FY23	9M FY22	Y-o-Y	Q3 FY23	Q3 FY22	Y-o-Y
Net Profit as per IGAAP	2,787.1	2,334.4	19.4%	987.7	786.5	25.6%
<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	103.0	(11.5)		44.8	7.6	
Fair valuation of employee stock options (ESOP)	(216.2)	(127.6)		(88.3)	(61.1)	
Adoption of effective interest rate (EIR) for amortisation of expenses - financial liabilities at amortised cost	(27.7)	(24.7)		(7.8)	(13.2)	
Net gain from excess interest spread on assignment transactions	266.7	210.7		72.7	243.4	
Expected Credit Loss (ECL) provision	33.8	(88.9)		20.4	(78.6)	
Other Adjustments	11.9	(16.1)		8.5	(8.1)	
Deferred Tax impact on above adjustments and reversal of DTL on special reserve	74.6	134.8		34.6	14.5	
Net Profit Before Other Comprehensive Income as per IndAS	3,033.2	2,411.2	25.8%	1,072.7	891.1	20.4%
Other Comprehensive Income after Tax	2.1	2.2		-	-	
Total Comprehensive Income as per IndAS	3,035.3	2,413.4	25.8%	1,072.7	891.1	20.4%

ECL Provisions

Particulars (₹ Mn)	31-Dec-22	31-Dec-21	31-Mar-22
Gross Stage 1	102,743.1	80,721.0	87,571.0
% portfolio in Stage 1	96.74%	94.34%	96.04%
ECL Provision Stage 1	231.7	203.7	216.8
ECL Provision % Stage 1	0.23%	0.25%	0.25%
Gross Stage 2	2,256.2	3,374.0	2,702.8
% portfolio in Stage 2	2.12%	3.94%	2.96%
ECL Provision Stage 2	156.1	245.5	218.0
ECL Provision % Stage 2	6.92%	7.28%	8.07%
Gross Stage 3 a (DPD <= 90) *	199.9	762.5	284.0
% portfolio in Stage 3 a	0.19%	0.89%	0.31%
ECL Provision Stage 3 a	47.3	166.8	62.7
Gross Stage 3 b (DPD > 90)	1,004.1	710.7	619.6
% portfolio in Stage 3 b	0.95%	0.83%	0.68%
ECL Provision Stage 3 b	240.2	177.5	145.6
ECL Provision % Stage 3	23.88%	23.37%	23.06%
Gross Stage 1, 2 & 3	106,203.4	85,568.2	91,177.4
ECL Provision Stage 1, 2 & 3	675.3	793.5	643.2
Total ECL Provision %	0.64%	0.93%	0.71%

During FY22, resolution plan was implemented for certain borrower accounts as per RBI's Resolution Framework 2.0 dated 05-May-21. Basis the perceived risk & as a matter of prudence, some such accounts with an outstanding amount of ₹ 931.1 Mn are being classified as Stage 2 and a provision of ₹ 129.5 Mn has been created on such accounts as of 31-Dec-22 as per the guidelines.

DPD wise status of Restructured book as of Dec 31, 2022 :

DPD Bucket	Total EAD
Current	537.5
1-30	164.4
31-60	208.7
61-90	20.4
Total	931.1

Networth Reconciliation

Particulars (₹ Mn)	31-Dec-22	31-Mar-22
Net worth as per previous GAAP	29,137.1	26,133.3
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	(307.1)	(410.1)
Adoption of EIR for amortisation of expenses - financial liabilities at amortised cost	98.6	126.2
Net gain from excess interest spread on assignment transactions	2,525.6	2,258.9
Expected Credit Loss (ECL)	(36.8)	(70.5)
Other Adjustments	(202.7)	(150.9)
Deferred Tax impact on above adjustments and reversal of DTL on special reserve	274.2	199.5
Net worth as per Ind AS	31,488.8	28,086.4

Pillars for Sustainable Future

Green Planet

Create a healthy planet by reducing our carbon footprint, optimizing energy consumption & mitigating climate change

Nurturing Workplace

Create a healthy & diverse workplace where talent is nurtured, recognized & rewarded

Responsible Lending

Create a positive impact on environment & society through our responsible lending practices

Secure Customer

Ensure highest level of customer privacy and data security by ensuring zero data breaches & fraud risk minimization

Empowered Community

Commit to welfare & empowerment of communities we work in by reducing inequality, promoting education, health & gender equality

Robust Governance

Continue our focus on maintaining transparency & business integrity while driving our ESG ambitions

Key Quarterly Updates

EDGE certificate for first lot of self-built Green homes

First ever project by IFC & EDGE in collaboration with Aavas for self-built Green homes not just in India but at Global level

- Corporate Office in Jaipur certified LEED Gold
- 9123 online part disbursements of construction loans saving ~ 73000 sheets of paper
- Organized “Women’s Leadership Program” & “Gender Sensitization Program” with middle & senior leadership of the company.
- 5000+ customers showed interest for building a Green Home and willingly committed to use one or more green & sustainable measures in their home (an initiative being carried out in partnership with IFC)
- Introduced “Human Rights Policy” & “Equal Opportunity Policy” to governance framework.
- Research report on feasibility and potential business case submitted to Government of India.

ESG related reports & an independent review of ESG initiatives available on website: <https://www.aavas.in/esg-reporting>



SAPNE AAPKE, SAATH HAMAARA

Aavas Financiers Limited

(Formerly known as Au HOUSING FINANCE LIMITED)

CIN: L65922RJ2011PLC034297

Mr. Ghanshyam Gupta

investorrelations@aavas.in

www.aavas.in

SGA Strategic Growth Advisors

Strategic Growth Advisors Private Limited

CIN: U74140MH2010PTC204285

www.sgapl.net



Thank You !