

Ref. No. AAVAS/SEC/2020-21/615

Date: January 21, 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 Release on the Financial and Operational Performance of the Company for quarter and nine months ended December 31, 2020

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 quarter and nine months ended December 31, 2020.

This Investor Release 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

9M FY21 Results

- AUM of Rs. 88,226 Mn; Growth of 23% YoY
- PAT at Rs. 2,022 Mn; Growth of 7% YoY
- Gross Stage 3 at 1.00%; Increased by 43 bps YoY
- ROA at 3.22%; Reduced by 83 bps YoY
- Sufficient Liquidity of Rs. 26,740 Mn
- Positive ALM & Strong Capital Base

Investor Release: 21st January 2021, Jaipur

Aavas Financiers Limited has declared Un-audited Financial Results for the quarter & nine year ended 31st December 2020.

Key Performance Metrics for 9M FY21:

Particulars (Rs. Mn)	9M FY21	9M FY20	Y-o-Y
AUM	88,226	71,951	23%
Disbursements	16,441	20,682	-21%
PAT (incl. Other Comprehensive Income)	2,022	1,893	7%
Gross Stage 3 (%)	1.00%	0.57%	Increased by 43 bps
ROA (%)	3.22%	4.05%	Reduced by 83 bps
Active Loan Accounts (No.)	118,398	97,304	22%
NIMs (incl. Fee & Other Income)	7.42%	8.66%	Reduced by 124 bps

Performance Highlights:

- AUM as on 31st December 2020 is Rs. 88,226 Mn of which
 - Home Loans contributed 73.4%
 - Other Mortgage Loans contributed 26.6%
- The total number of branches stands at 263 as on 31st December 2020
- Gross Stage 3 is 1.00% and Net Stage 3 is 0.72%
- 80.7% of our borrowings are from Term Loans, Assignment and NHB Refinancing. Only 19.3% of our borrowings are from debt capital market (of which 70.9% is from development finance institutions like IFC, CDC & ADB), with no borrowings by way of Commercial Papers.
- The Company has a Networth of Rs. 23,097 Mn as on 31st December 2020

Commenting on the performance Mr. Sushil Kumar Agarwal, CEO said: “Dear All. The new year brings with it promise of new hopes. With the COVID-19 vaccination drives beginning in India & other countries across the globe, we hope that the worst is behind us and can look forward to 2021 with renewed albeit cautious optimism.

With continued improvement in social mobility & economic activity, the business & collections continues to see sequential improvement. We disbursed Rs. 7,645 Mn during the quarter registering 2% YoY growth & 15% QoQ growth. At the same time, the collection efficiency for the month of December was 98.8%, so reaching pre-COVID levels. All this while, we continue to borrow judiciously having raised Rs. 9,356 Mn at 7.04% during the quarter. As on 31st December 2020, we have strong liquidity of Rs. 26,740 Mn in the form of cash & cash equivalents and un-availed documented sanctions.

During the current quarter, we have made additional provisions of Rs. 42.9 Mn for potential impact of COVID-19. Along with the additional provision of Rs. 147.4 Mn made during the previous three quarters, the overall additional provision for potential impact of COVID-19 stands at Rs. 190.3 Mn as of 31st December 2020.

We have built up a strong network of 263 branches to deliver best service to our customers by reducing the turnaround time and focusing on building efficiency within the Company. 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

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Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285