

**Ref. No. AAVAS/SEC/2022-23/425**

**Date: July 28, 2022**

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

Dear Sir/Madam,

**Sub: Investor Presentation on the Unaudited Financial Results for the quarter ended June 30, 2022**

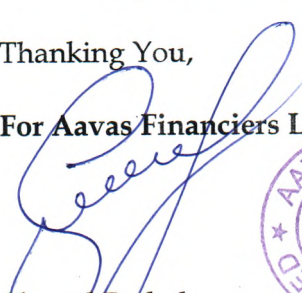
In terms of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith a copy of Investor Presentation of the Company on the Unaudited Financial Results for the quarter ended June 30, 2022.

This Investor Presentation 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,

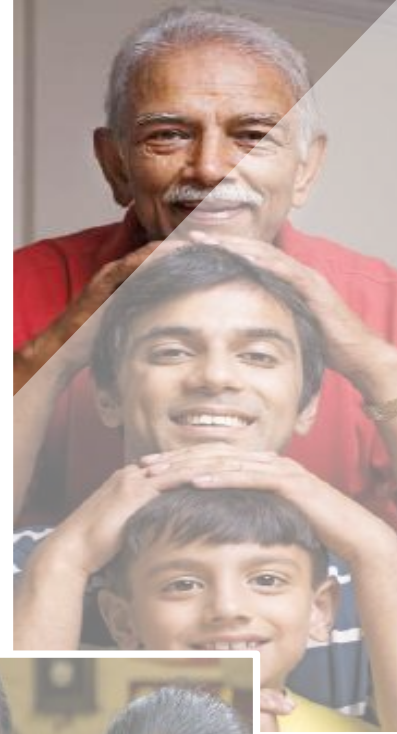
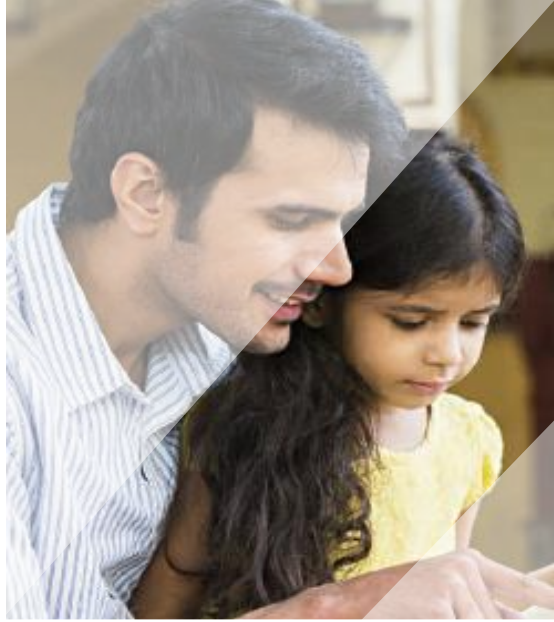
For Aavas Financiers Limited

  
**Sharad Pathak**  
**Company Secretary & Compliance Officer**  
**(FCS-9587)**



Enclosed: a/a





# AAVAS FINANCIERS LIMITED

Investor Presentation – 3M FY23

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# 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



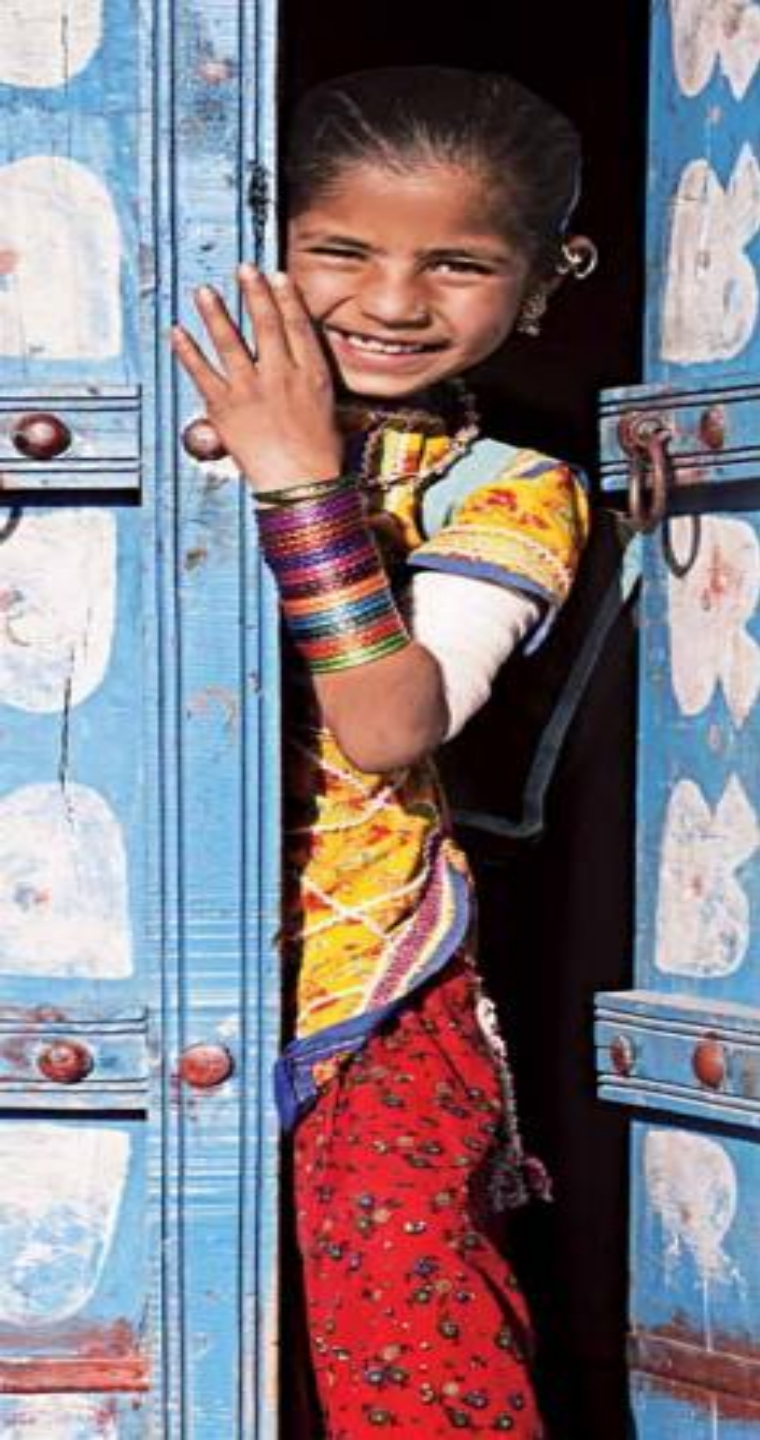
Recognized by NHB for refinance  
facility



Listed on BSE & NSE in October 2018



Retail network of 318 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**  
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 & CEO

**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

# Professional Management Team



## **Sushil Kumar Agarwal - Managing Director & CEO**

- 21+ 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



## **Ashutosh Atre - Chief Risk Officer**

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



## **Siddharth Srivastava - Chief Business Officer**

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



## **Jijy Oommen - Chief Technology Officer**

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



## **Ripudaman Bandral - Chief Credit Officer**

- Prior associated with Indiabulls, ICICI Bank, HDFC Ltd



## **Rajeev Sinha - Executive VP, Operations**

- Prior associated with Indiabulls, CoinTribe



## **Surendra Sihag - Executive VP, Collections**

- Prior associated with Bajaj Finance, Cholamandalam



## **Sharad Pathak - Company Secretary & Compliance Officer**

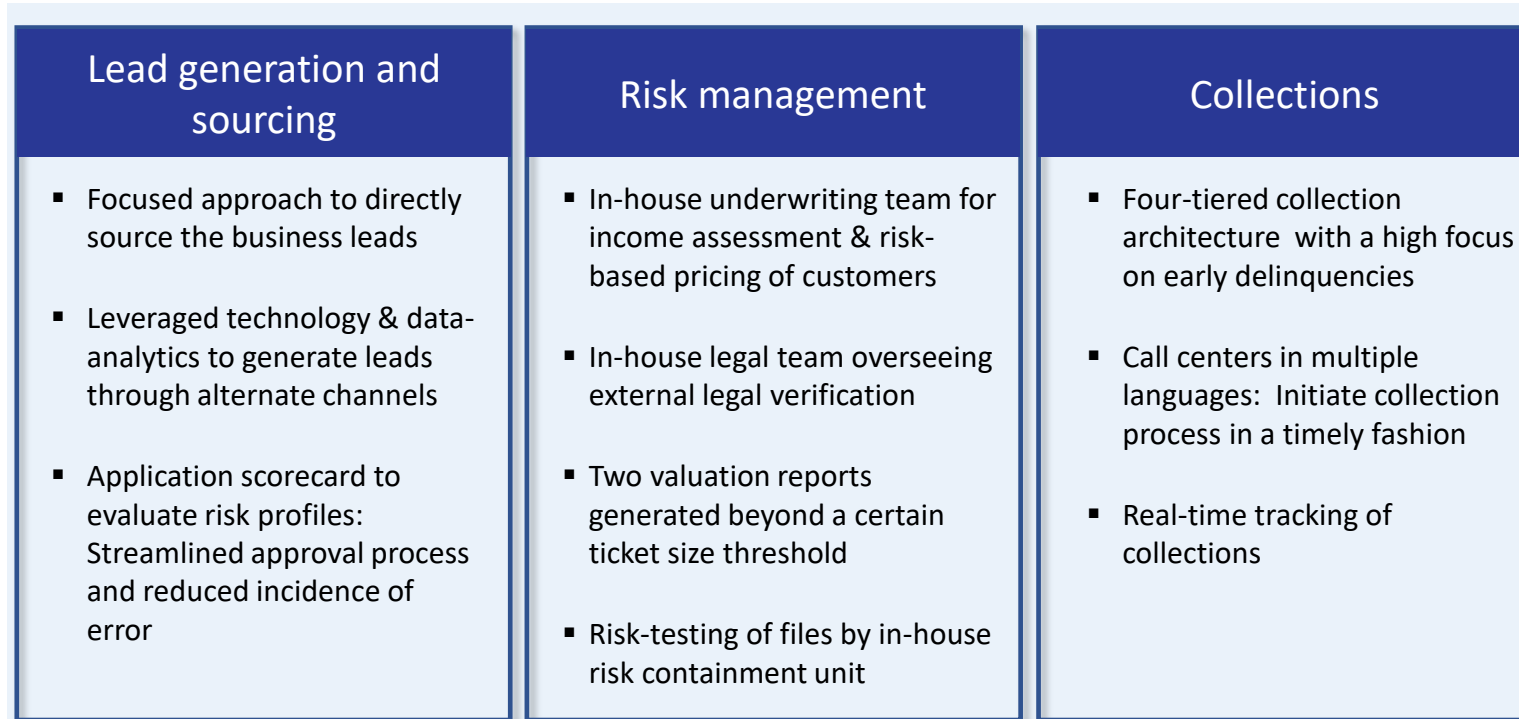
- Associated with Aavas Financiers since May 2012



## **Rajaram Balasubramaniam - Chief Strategy Officer & Head of Analytics**

- Prior associated with Citibank, Standard Chartered Bank

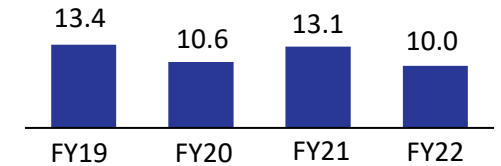
## In-house execution model – Replicated across the states



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



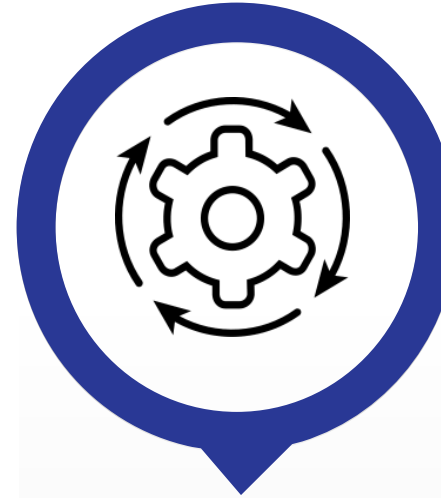
- Majority of the leads are logged in through the sourcing app
- Application scorecard: For Auto-rejection / fast tracking leads
- Mobile app to leverage proponents of housing ecosystem

## 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

## 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.**



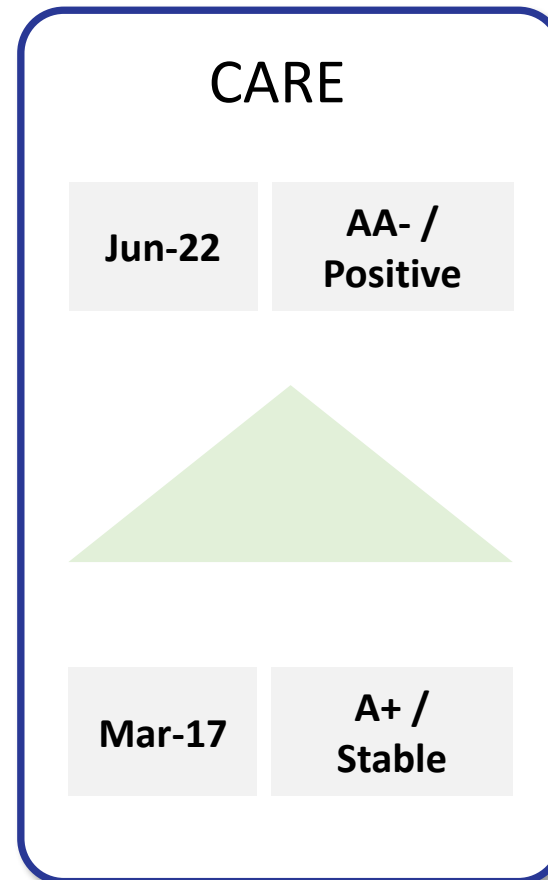
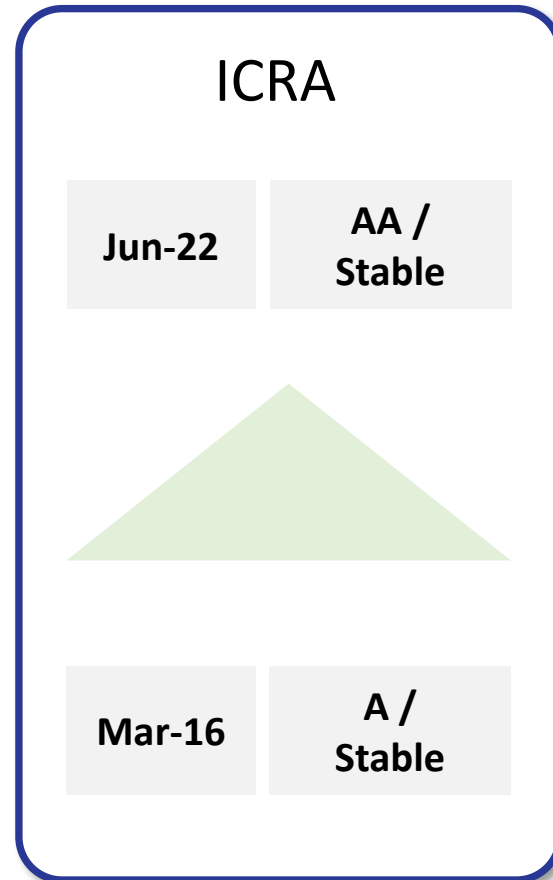
## Key Objectives

- 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

# Improving Credit Ratings

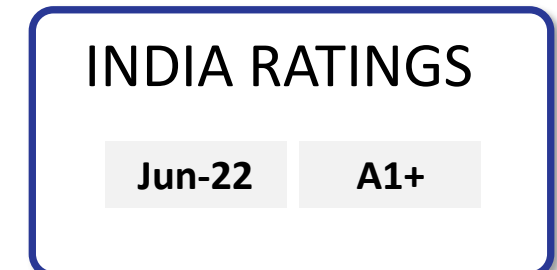
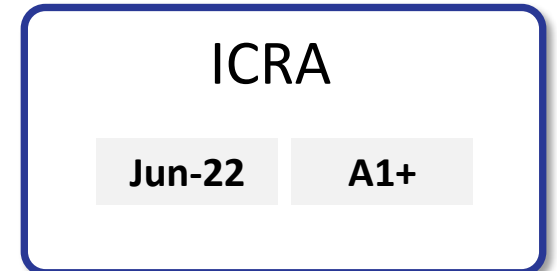
## Long-Term Credit Rating

ICRA Limited upgraded the Long-Term rating from AA-/Positive to AA/Stable on 17<sup>th</sup> June 2022



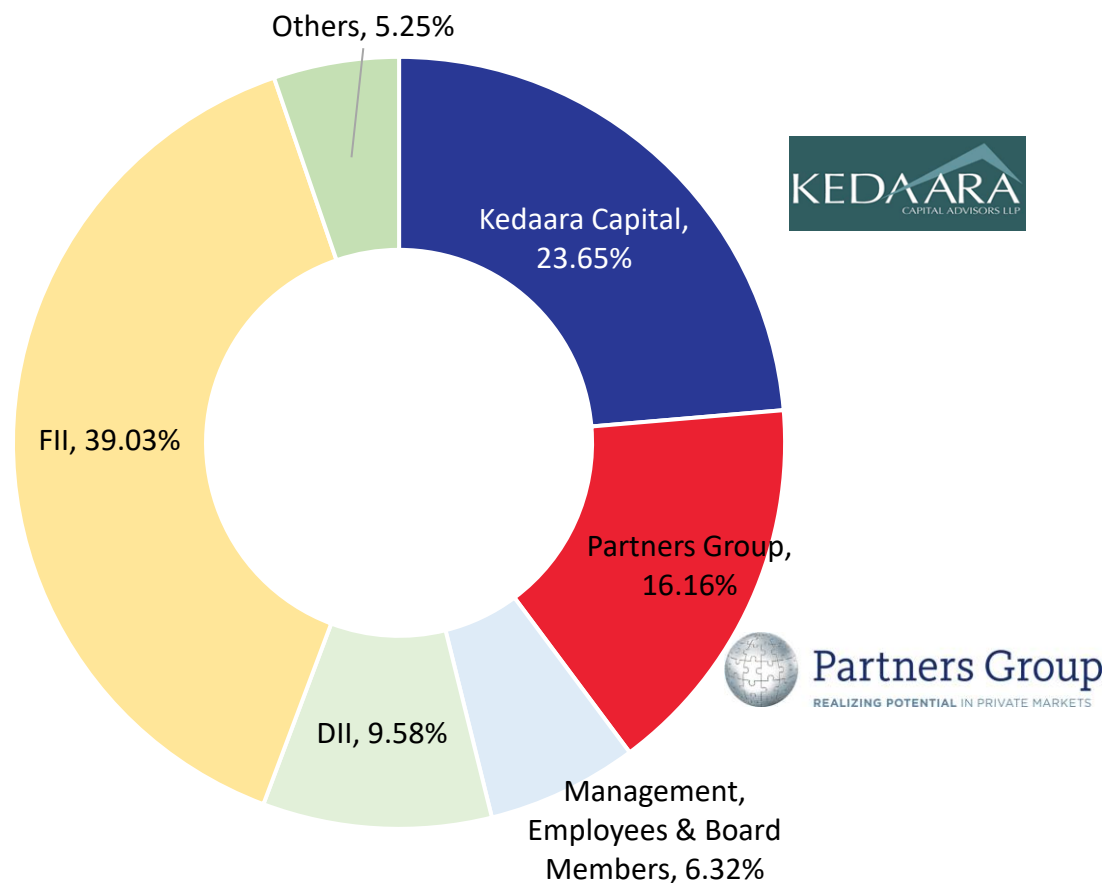
## Short-Term Credit Rating

### Reaffirmed



# Diversified Shareholding Base

Shareholding Pattern as on  
30<sup>th</sup> June 2022



Top Institutional Shareholders as on 30<sup>th</sup> June 2022

Investor Details	% Holding
Capital Group <sup>^</sup>	8.22
Wasatch Global Investors <sup>^</sup>	7.35
GIC <sup>^</sup>	4.10
Nomura Asset Management <sup>^</sup>	3.65
UTI Asset Management <sup>^*</sup>	3.67
Kotak Mahindra Asset Management <sup>^*</sup>	3.12
SBI Life Insurance	2.30
Vanguard (ETFs & Index Funds) <sup>^</sup>	1.32
William Blair <sup>^</sup>	1.26
Stewart Investors <sup>^</sup>	1.13
C Worldwide Asset Management <sup>^</sup>	1.12
BlackRock (ETFs & Index Funds) <sup>^</sup>	1.11

<sup>^</sup> holding through various schemes/funds

<sup>\*</sup> 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 Dec-21)

₹ 24.0 Trn

YoY Growth  
(as on Dec-21)

**+8%**  
Banks - 7%, HFCs & NBFCs - 11%

Market Share  
(as on Dec-21)

**Banks - 67%**

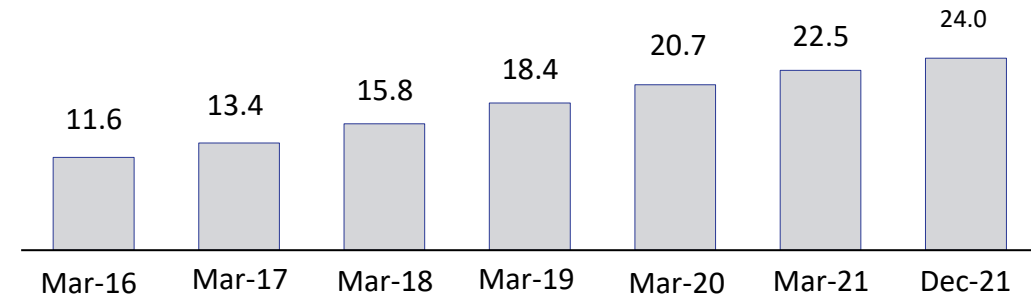
**HFCs & NBFCs - 33%**

Credit Growth  
Outlook for HFCs  
FY22 ~ 8-10%  
FY23 ~ 9-11%

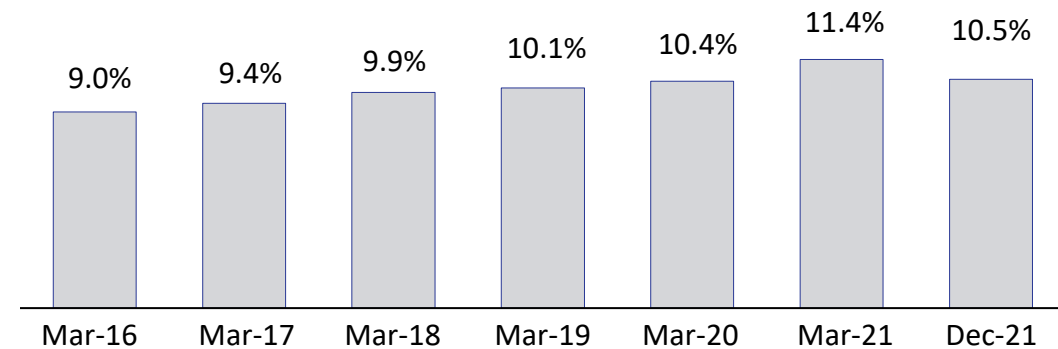
Affordable HFCs  
YoY Growth  
(as on Dec-21)  
**14%**

Affordable segment  
expected to grow at  
faster pace than overall  
industry

## Housing Market (₹ Trn)



## Mortgage Penetration (%)



# Measures from Government and Regulator



## Hike in Policy Rate

Following the surprise 40bps hike in repo rate in off-cycle meet on 04<sup>th</sup> May 2022, RBI's MPC unanimously voted to further hike repo rate by 50bps in its June meet. MPC also decided to remain focused on withdrawal of accommodation to ensure that inflation remains within the target going forward, while supporting growth.



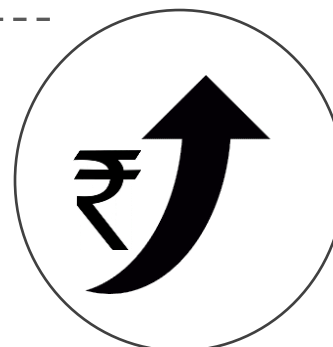
## Resolution Framework 2.0

Lending institutions can restructure borrowers having aggregate exposure up to Rs. 500Mn who were classified as Standard as on 31<sup>st</sup> March 2021 & who didn't avail resolution under Framework 1.0 in FY21. Restructuring may be invoked up to 30<sup>th</sup> 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 31<sup>st</sup> 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

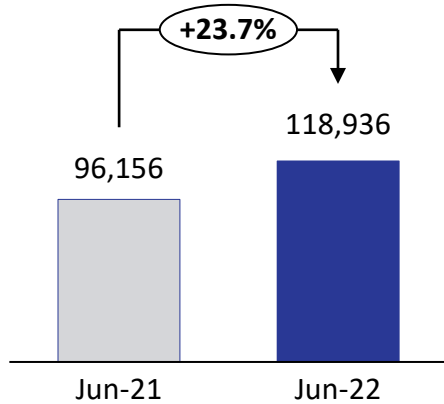


# Financial Performance

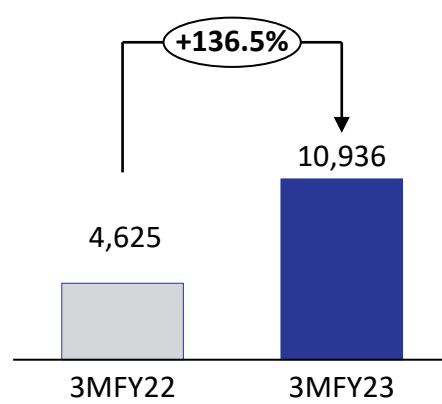
- ✓ Key Business Parameters
- ✓ Geographical Distribution
- ✓ Spreads and Margins
- ✓ Asset Quality
- ✓ Liability Franchise
- ✓ Key Ratios

# Performance Highlights

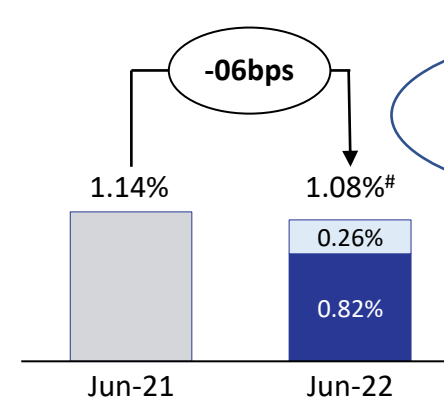
### AUM (₹ Mn)



### Disbursement (₹ Mn)



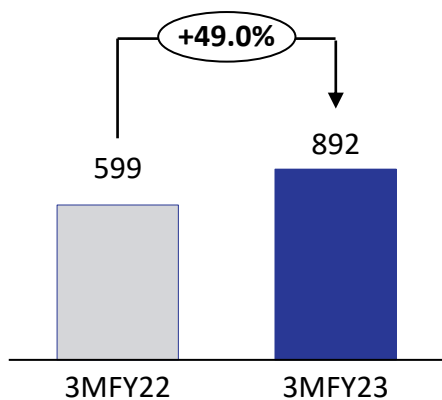
### Gross Stage 3 (%)



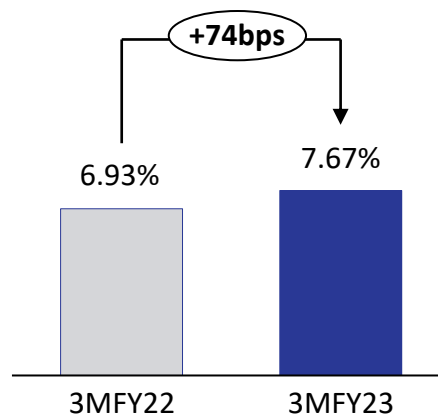
Average Amount<sup>^</sup> per Active Loan Account as on Jun-22

**₹ 0.86 Mn**

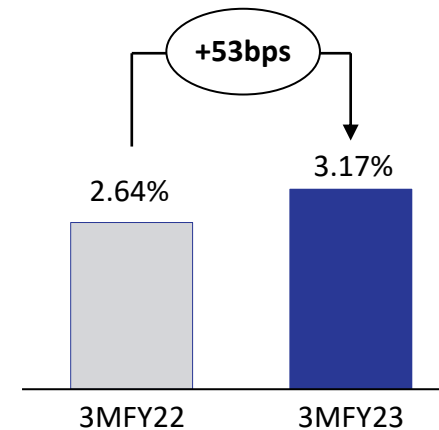
### PAT\* (₹ Mn)



### NIM (%)



### ROA (%)



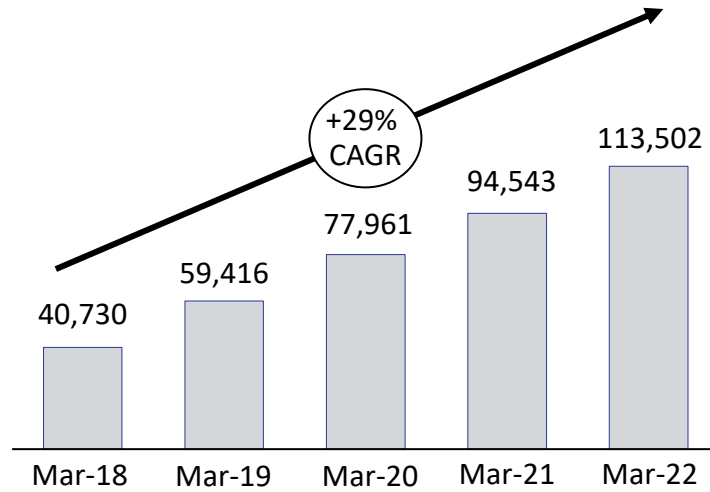
Average Amount<sup>^</sup> per Disbursed Loan Account in 3MFY23

**₹ 0.97 Mn**

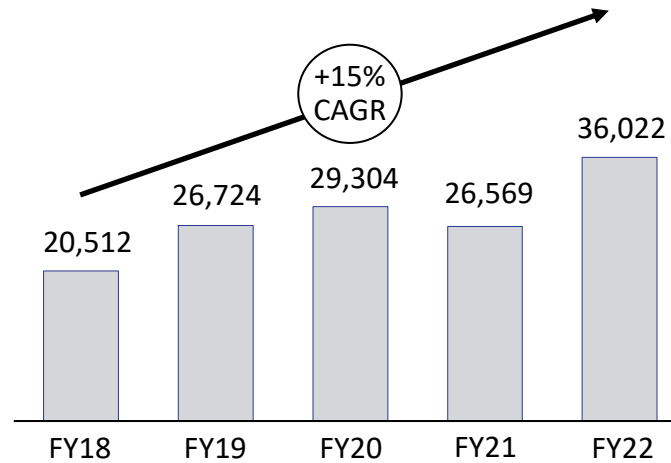


# Healthy Business Growth

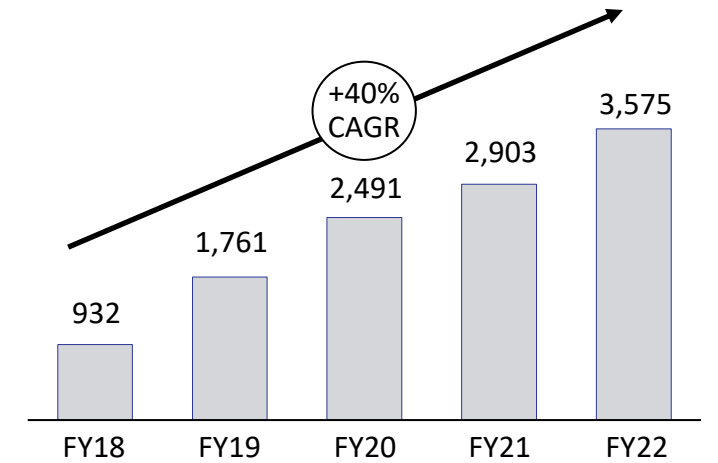
### AUM (₹ Mn)



### Disbursements (₹ Mn)



### PAT\* (₹ Mn)



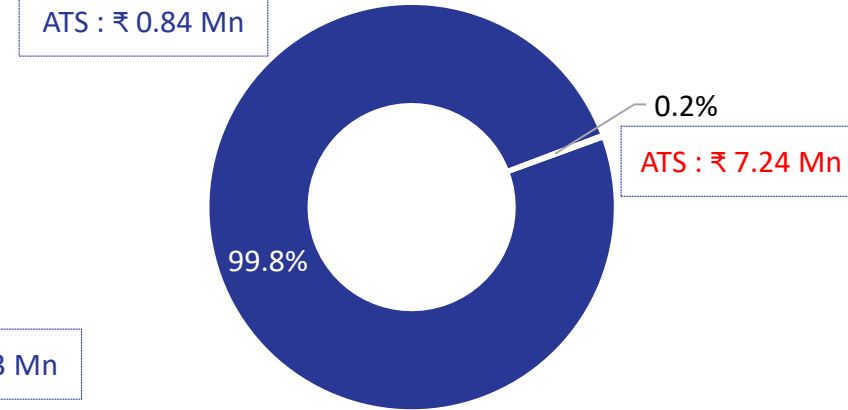
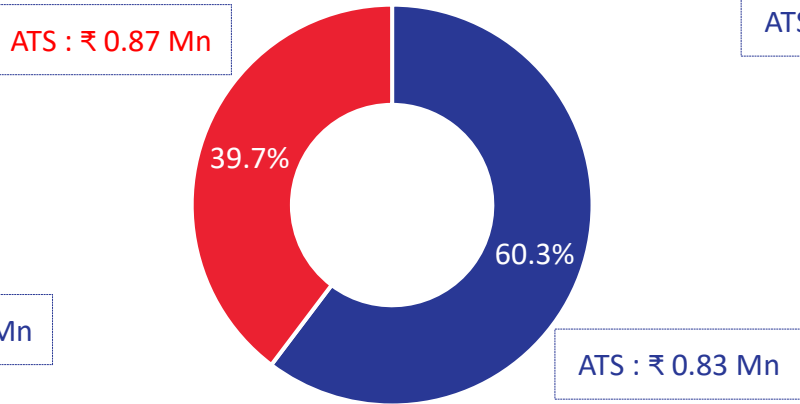
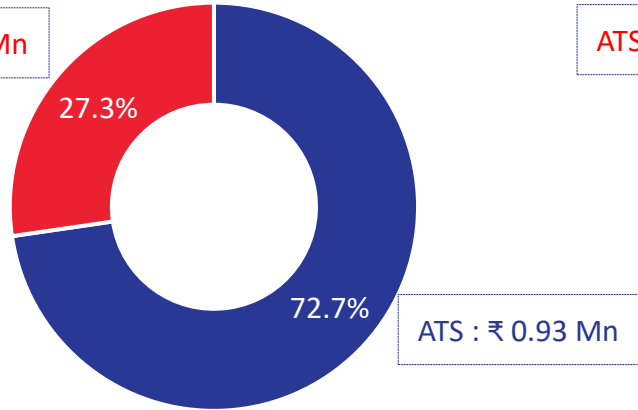
# AUM Break-up

## Product Category

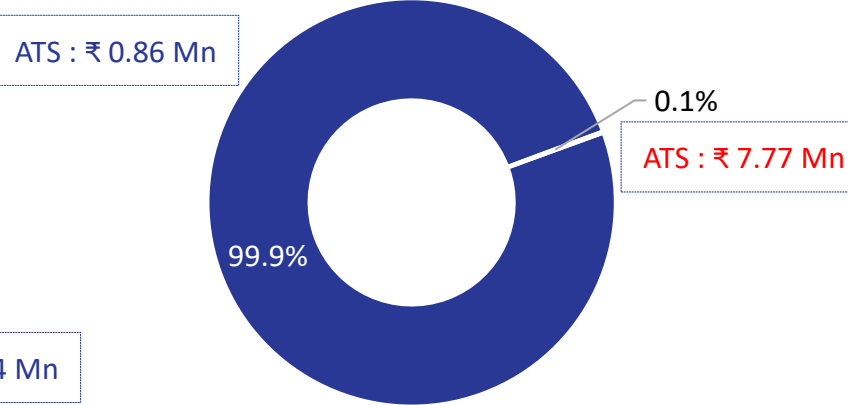
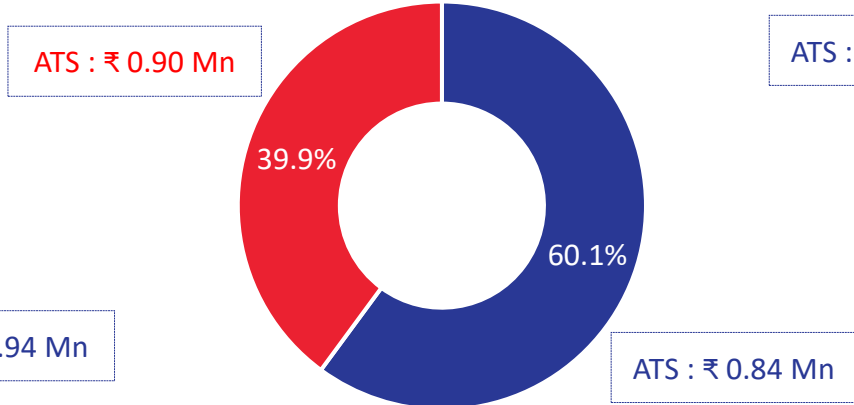
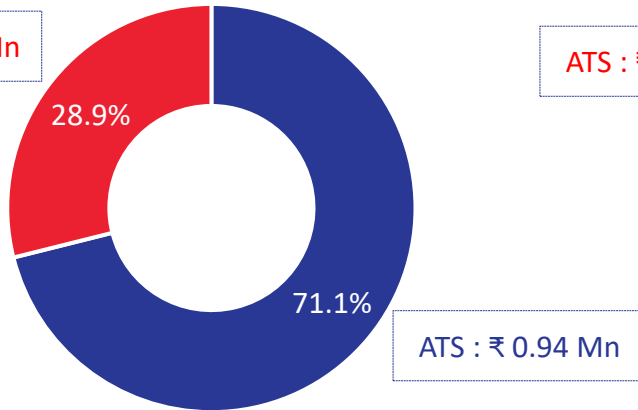
## Occupation Category

## Customer Category

30-Jun-21



30-Jun-22



Home Loan Other Mortgage Loan

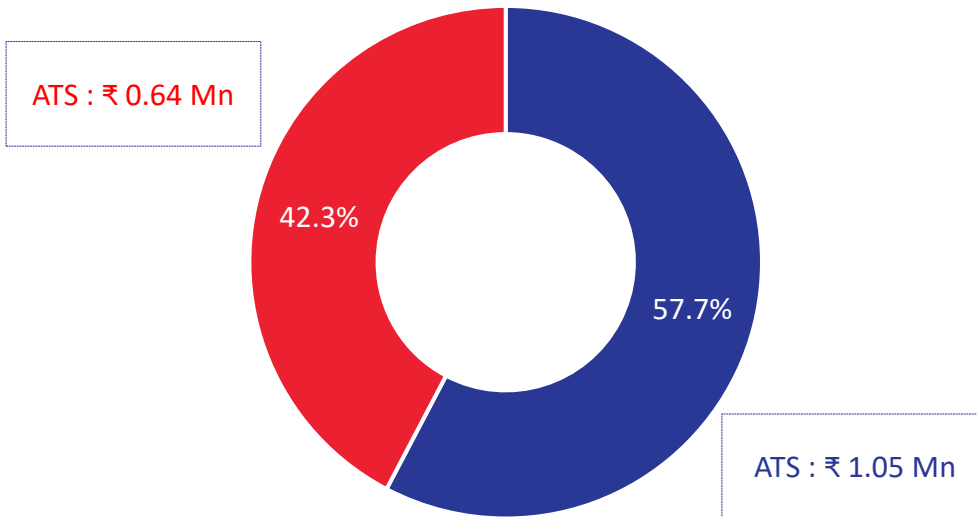
Self-Employed Salaried

Retail Corporate

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

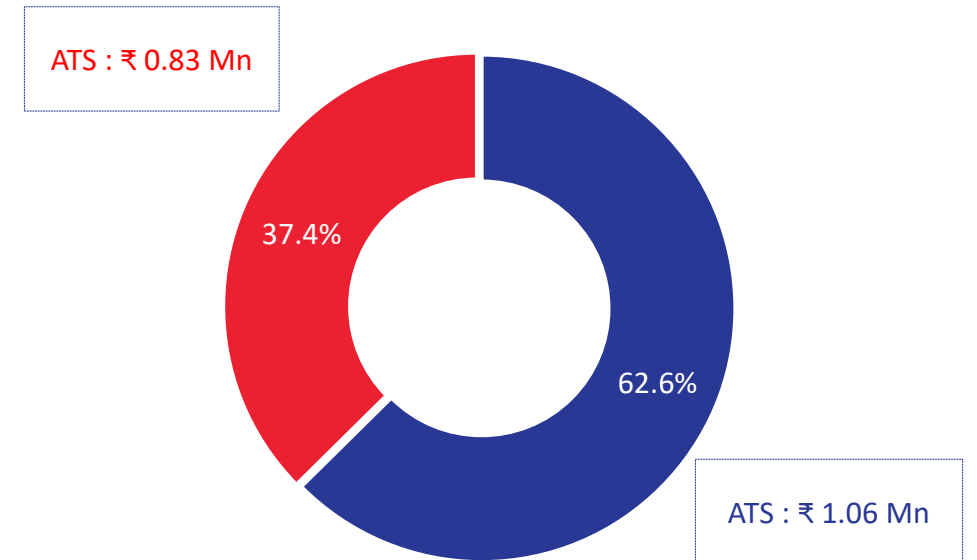
# Disbursement Break-up – Product Category

3M FY22



Disbursement include 15.0% of mortgaged-backed MSME Loans classified under Other Mortgage Loans

3M FY23



Disbursement include 14.3% of mortgaged-backed MSME Loans classified under Other Mortgage Loans

■ Home Loan ■ Other Mortgage Loan

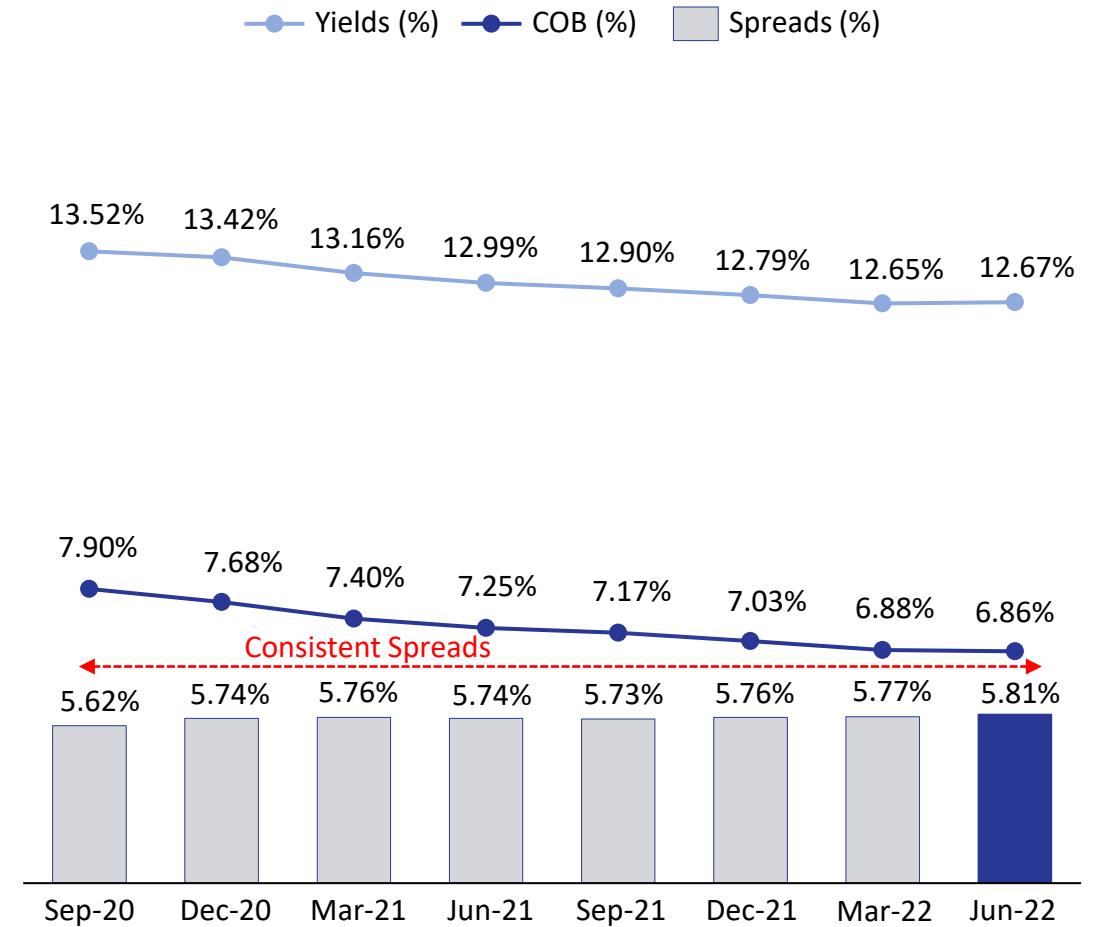
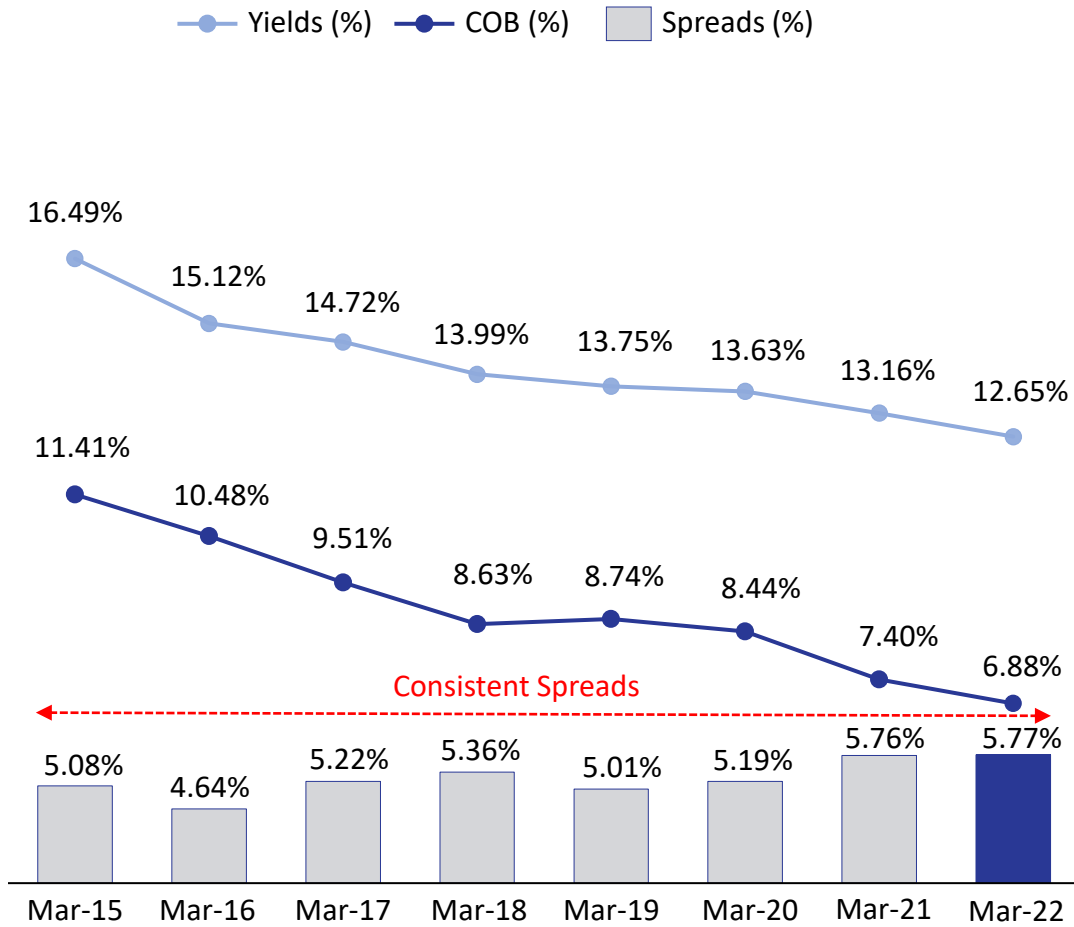
ATS : Average Amount (at the time of Sanction) per Disbursed Loan Account

# Geographical Distribution

State	Branches	Operations Commenced in
Rajasthan	100	2012
Maharashtra	46	2012
Gujarat	44	2012
Madhya Pradesh	45	2013
Delhi	6 <sup>^</sup>	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
<b>Total</b>	<b>318</b>	

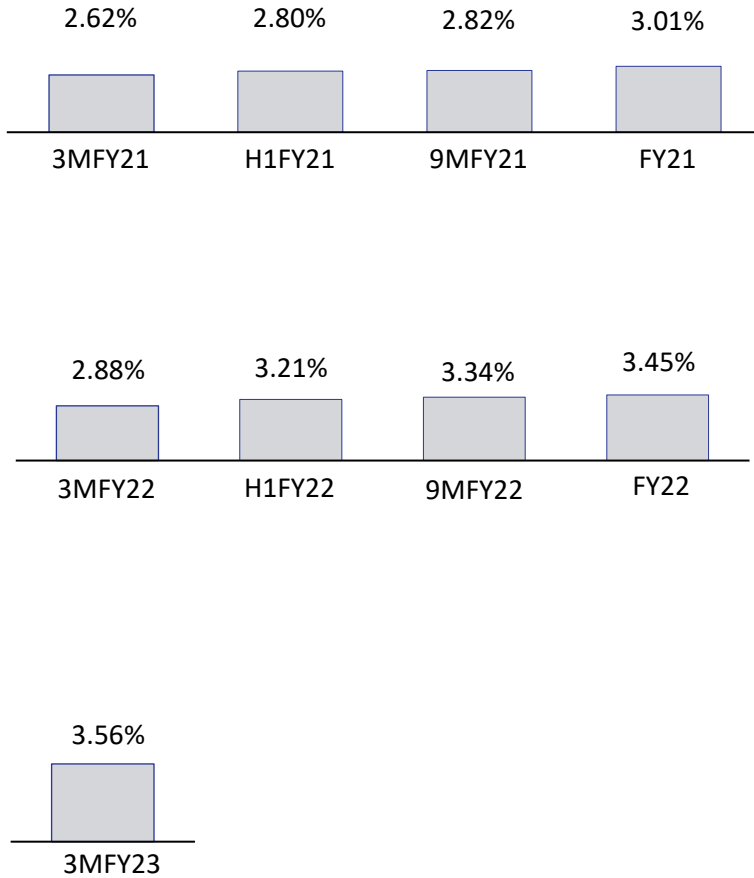
# Consistent Spreads

## Yields, Cost of Borrowings and Spreads (%)

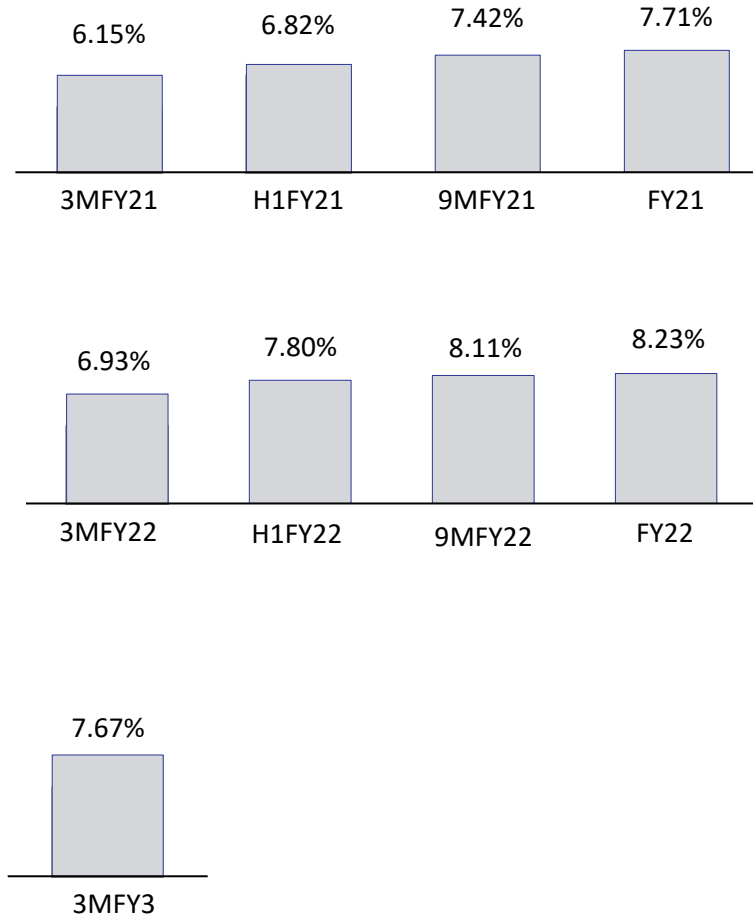


# Margin and Cost Efficiency

## OpEx (%)



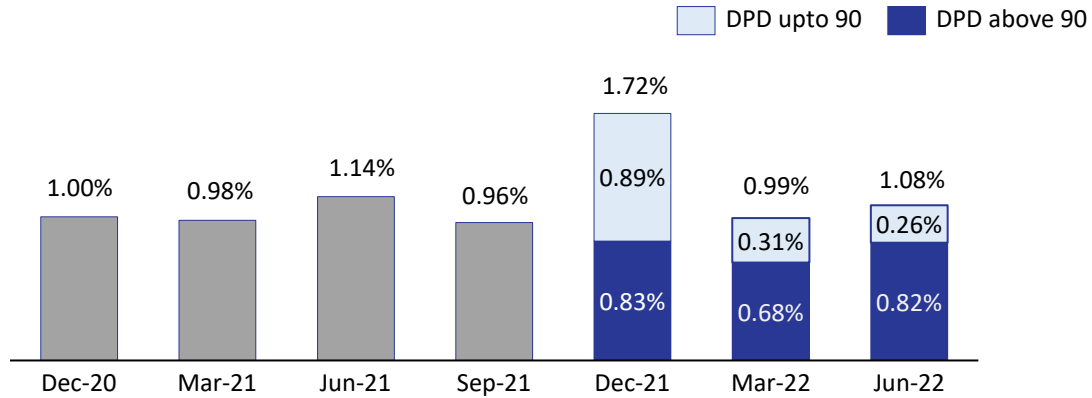
## NIM (%)



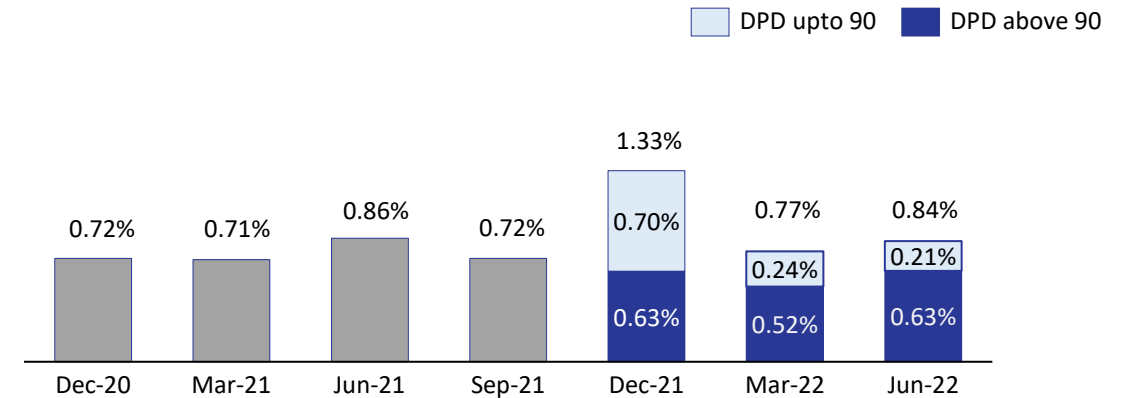
## ROA (%)



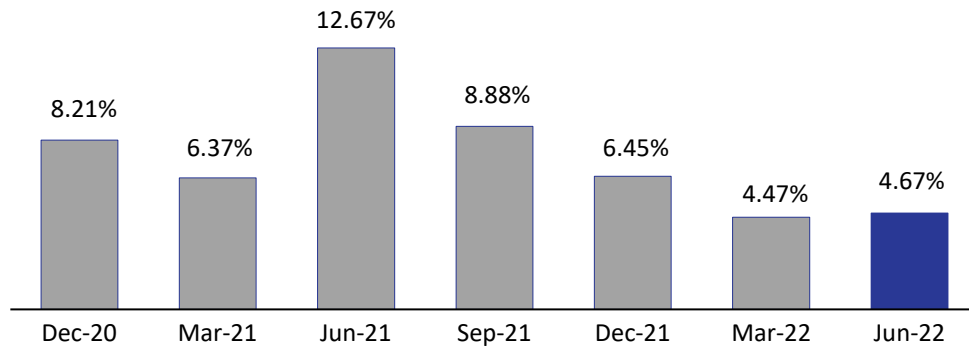
## Gross Stage 3 (%)



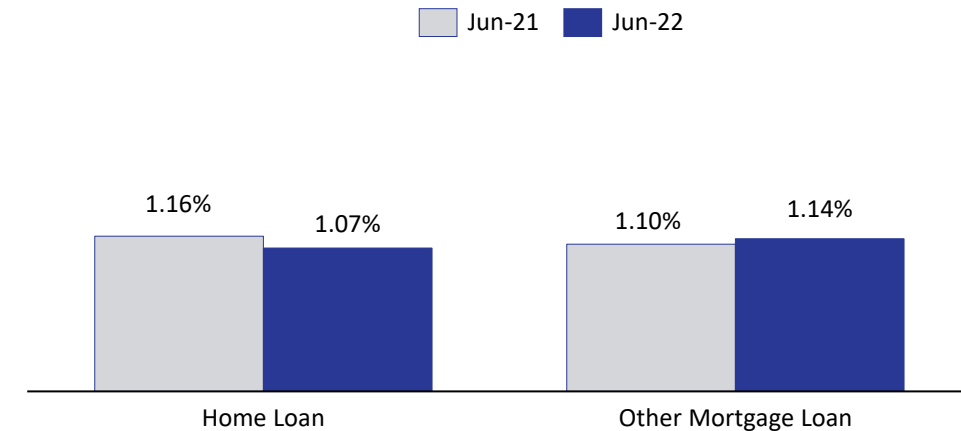
## Net Stage 3 (%)



## 1+DPD (%)

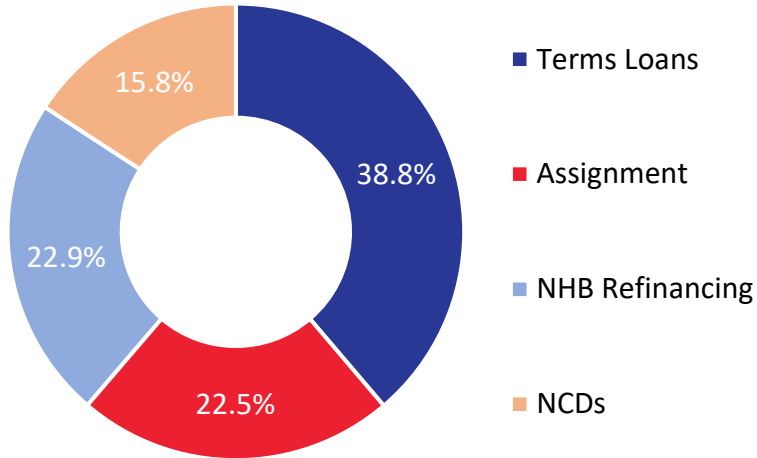


## Segment-wise Gross Stage 3 (%)



# Robust Liability Management

## Diversified Funding Mix As on Jun-22



Prime Lending Rate hiked by  
25bps wef. 05<sup>th</sup> June 2022

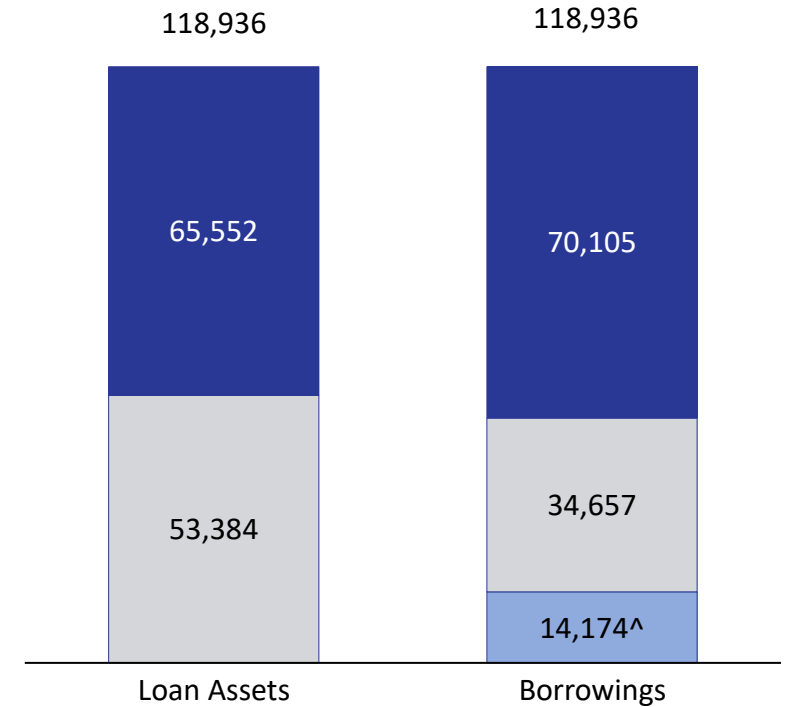
30 Lenders  
Diversified Mix

No exposure  
to Commercial Papers

Incremental Q1 FY23 borrowings  
₹ 8,984 Mn for 121 months at 5.65%

## Loan Assets & Borrowings (₹ Mn) As on Jun-22

Floating Fixed Equity



## Payment Schedule of Debt Capital Market Exposure

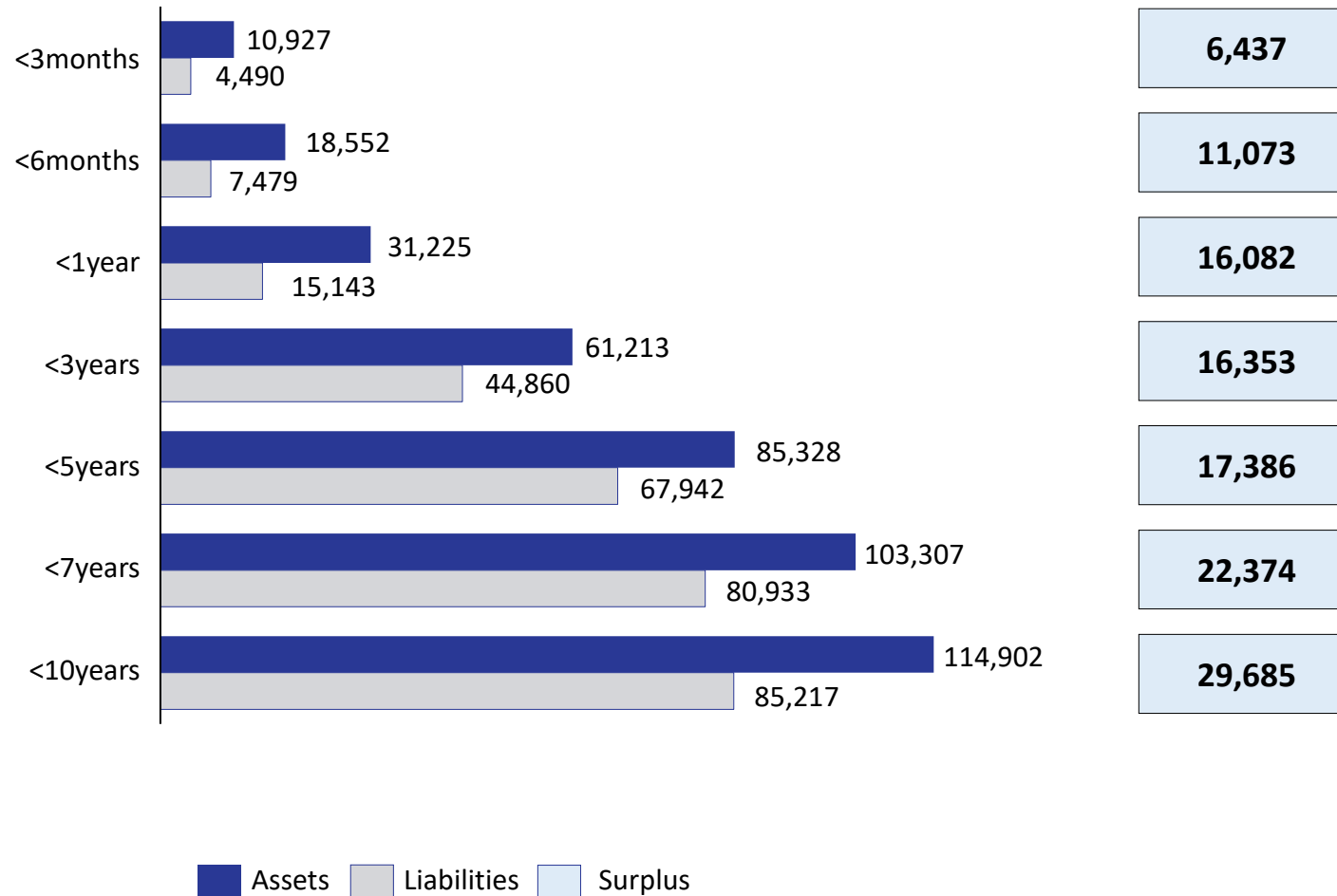
NCD Investor	Exposure (₹ Mn)	Payment Schedule (₹ Mn)							
	30-Jun-22	FY23	FY24	FY25	FY26	FY27	FY28	FY29	
IFC	3,450	-	-	3,450	-	-	-	-	
ADB	4,102.2	683.7	683.7	683.7	683.7	683.7	683.7	-	
BIl (erstwhile CDC)	5,350	250	500	500	1,400	900	900	900	
Domestic Bank	2,400	300	1,150	400	350	200	-	-	
Mutual Fund	1,240	-	250	-	-	990	-	-	
<b>Total (Mn)</b>	<b>16,542.2</b>	<b>1,233.7</b>	<b>2,583.7</b>	<b>5,033.7</b>	<b>2,433.7</b>	<b>2,773.7</b>	<b>1,583.7</b>	<b>900</b>	

<sup>^</sup> gap between Loan Assets & Borrowings filled by a portion of Equity

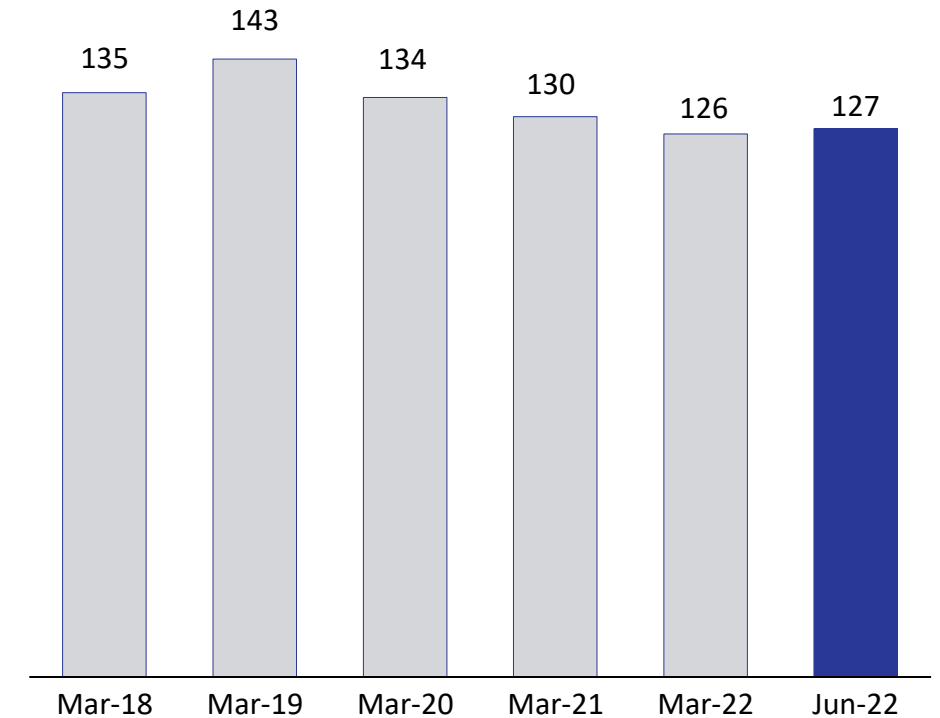


## Surplus Management\* (₹ Mn)

As on Jun-22



## Average tenor of outstanding borrowing (months)



# Comfortable Liquidity Position

Particulars (₹ Mn)	As on Jun-22
Cash & Cash Equivalents	14,600
Un-availed CC Limits	1,100
Documented & Un-availed Sanctions from NHB	-
Documented & Un-availed Sanctions from other Banks	7,210
<b>Total Liquidity Position</b>	<b>22,910</b>

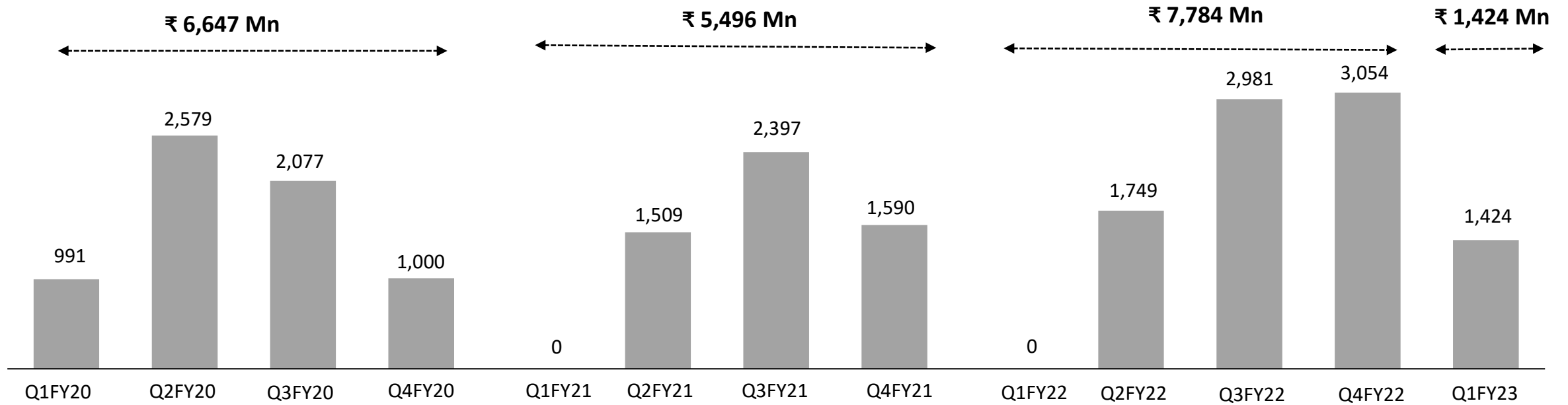
**High Quality  
Liquidity of  
₹ 15,700 Mn**

Particulars (₹ Mn )	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24
<b>Opening Liquidity</b>	<b>22,910</b>	<b>25,253</b>	<b>27,164</b>	<b>29,123</b>
Add: Principal Collections & Surplus from Operations	4,753	4,794	5,071	4,724
Less: Debt Repayments	2,411	2,882	3,112	3,195
<b>Closing Liquidity</b>	<b>25,253</b>	<b>27,164</b>	<b>29,123</b>	<b>30,652</b>

**₹ 30,652 Mn of Surplus Funds\* available for business**

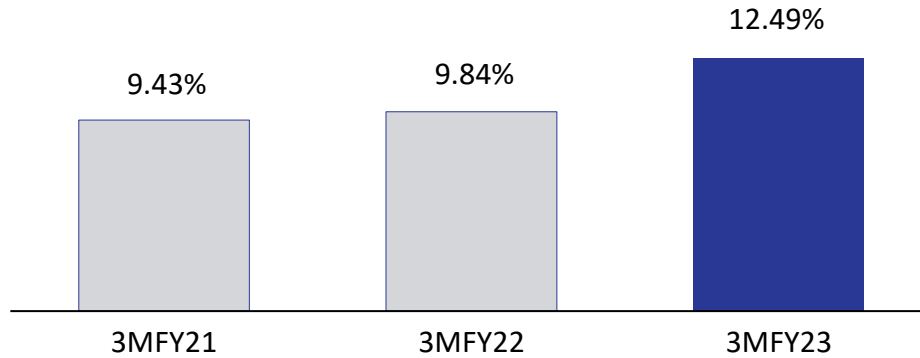
\* without including any incremental sanctions

# Net Securitization Volume

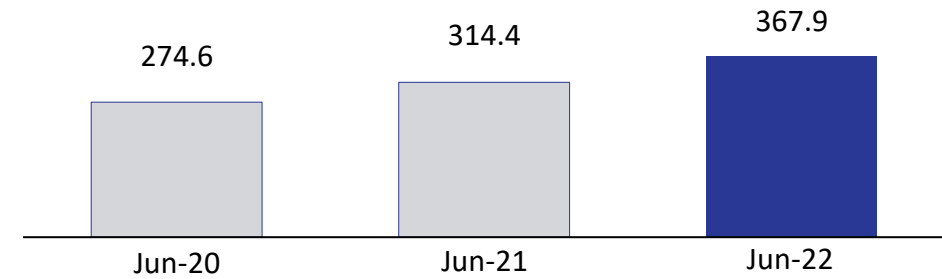


# Key Financial Ratios

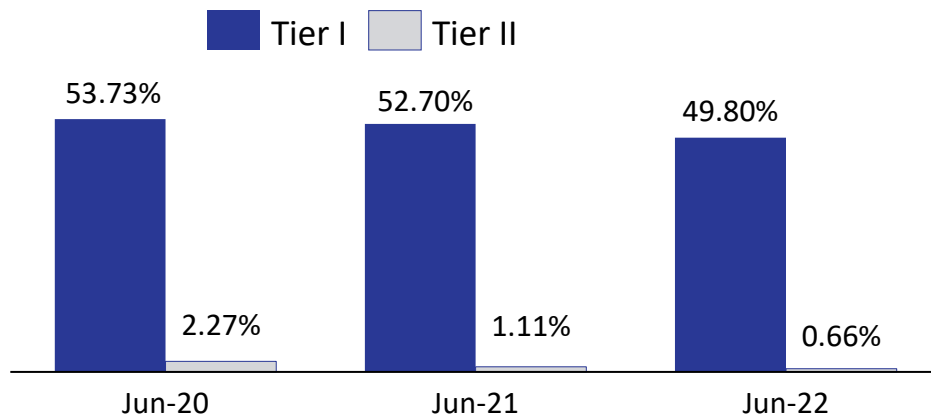
## ROE (%)



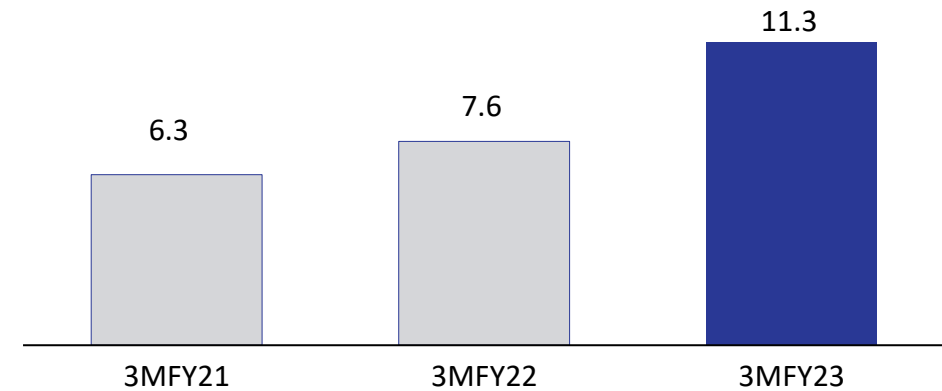
## Book Value Per Share (₹)



## Capital Adequacy Ratio (%)



## Earning Per Share\* (₹)



Data of Capital Adequacy Ratio is as per IGAAP for Jun-20 and as per Ind-AS for Jun-21 & Jun-22  
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
- ✓ ESG

# Quarterly Profit & Loss Statement

Particulars (₹ Mn)	Q1 FY23	Q1 FY22	Y-o-Y
Interest Income on Loans (incl. Processing Fee)	3,199.8	2,668.1	<b>19.9%</b>
Interest Income on Fixed Deposits	196.6	142.1	
Reversal Income on Earlier Assigned Loans	(247.9)	(179.8)	
Upfronting Income on Fresh Assigned Loans	216.9	-	
Non-Interest Income	163.4	89.5	
Interest Expense (incl. Finance Charges)	(1,369.9)	(1,147.7)	<b>19.4%</b>
<b>NIM</b>	<b>2,158.9</b>	<b>1,572.2</b>	<b>37.3%</b>
Operating Expenses	1,003.0	653.0	
Credit Costs	9.2	170.1	
<b>Profit Before Tax</b>	<b>1,146.7</b>	<b>749.2</b>	<b>53.1%</b>
Provision for Taxation	254.5	150.3	
<b>Profit After Tax</b>	<b>892.2</b>	<b>598.9</b>	<b>49.0%</b>
Total Comprehensive Income	892.2	598.9	49.0%
<b>EPS (Diluted)</b>	<b>11.3</b>	<b>7.6</b>	

# Balance Sheet

Particulars (₹ Mn )	30-Jun-22	31-Mar-22
<b>Sources of Funds</b>		
Share Capital	789.6	789.4
Reserves & Surplus	28,260.1	27,297.1
Borrowings	82,909.0	79,725.0
Deferred Tax Liability (Net)	361.9	353.6
Other Liabilities & Provisions	2,677.6	2,038.9
<b>Total</b>	<b>114,998.2</b>	<b>110,203.8</b>
<b>Application of Funds</b>		
Loan Assets	95,918.3	90,534.2
Investments	669.5	675.2
Fixed Assets	380.2	327.3
Liquid Assets	14,731.2	15,302.3
Other Assets	3,298.9	3,364.8
<b>Total</b>	<b>114,998.2</b>	<b>110,203.8</b>

# PAT Reconciliation

Particulars (₹ Mn )	Q1 FY23	Q1 FY22	Y-o-Y
<b>Net Profit as per IGAAP</b>	<b>883.6</b>	<b>713.0</b>	<b>23.9%</b>
<b><u>Add / (Less) : Adjustments as per IndAS on account of:</u></b>			
Adoption of effective interest rate (EIR) for amortisation of Income and expenses - financial assets at amortised cost / net interest on credit impaired loans	45.2	8.3	
Fair valuation of employee stock options (ESOP)	(57.3)	(16.9)	
Adoption of effective interest rate (EIR) for amortisation of expenses - financial liabilities at amortised cost	(11.8)	(9.0)	
Net gain from excess interest spread on assignment transactions	(31.0)	(179.8)	
Expected Credit Loss (ECL) provision	9.5	(9.4)	
Other Adjustments	1.5	(3.1)	
Deferred Tax impact on above adjustments and reversal of DTL on special reserve	52.4	95.8	
<b>Net Profit Before Other Comprehensive Income as per IndAS</b>	<b>892.2</b>	<b>598.9</b>	<b>49.0%</b>
Other Comprehensive Income after Tax	-	-	
<b>Total Comprehensive Income as per IndAS</b>	<b>892.2</b>	<b>598.9</b>	<b>49.0%</b>



# ECL Provisions

Particulars (₹ Mn )	30-Jun-22	31-Mar-22	30-Jun-21
Gross Stage 1	93,079.4	87,571.0	71,944.0
% portfolio in Stage 1	96.39%	96.04%	91.93%
ECL Provision Stage 1	225.0	216.8	182.2
<b>ECL Provision % Stage 1</b>	<b>0.24%</b>	<b>0.25%</b>	<b>0.25%</b>
Gross Stage 2	2,441.1	2,702.8	5,417.8
% portfolio in Stage 2	2.53%	2.96%	6.92%
ECL Provision Stage 2	182.1	218.0	256.1
<b>ECL Provision % Stage 2</b>	<b>7.46%</b>	<b>8.07%</b>	<b>4.73%</b>
Gross Stage 3 a (DPD <= 90) *	252.6	284.0	-
% portfolio in Stage 3 a	0.26%	0.31%	-
ECL Provision Stage 3 a	55.4	62.7	-
Gross Stage 3 b (DPD > 90)	792.0	619.6	894.2
% portfolio in Stage 3 b	0.82%	0.68%	1.14%
ECL Provision Stage 3 b	184.3	145.6	223.8
<b>ECL Provision % Stage 3</b>	<b>22.95%</b>	<b>23.06%</b>	<b>25.02%</b>
Gross Stage 1, 2 & 3	96,565.1	91,177.4	78,256.0
ECL Provision Stage 1, 2 & 3	646.8	643.2	662.1
<b>Total ECL Provision %</b>	<b>0.67%</b>	<b>0.71%</b>	<b>0.85%</b>

*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 ₹ 1,111.5 Mn are being classified as Stage 2 and a provision of ₹ 150.9 Mn has been created on such accounts as of 30-Jun-22 as per the guidelines.*

# Networth Reconciliation

Particulars (₹ Mn )	30-Jun-22	31-Mar-22
<b>Net worth as per previous GAAP</b>	<b>27,046.7</b>	<b>26,133.3</b>
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	(364.8)	(410.1)
Adoption of EIR for amortisation of expenses - financial liabilities at amortised cost	114.4	126.2
Net gain from excess interest spread on assignment transactions	2,227.9	2,258.9
Expected Credit Loss (ECL)	(61.0)	(70.5)
Other Adjustments	(165.6)	(150.9)
Deferred Tax impact on above adjustments and reversal of DTL on special reserve	251.9	199.5
<b>Net worth as per Ind AS</b>	<b>29,049.7</b>	<b>28,086.4</b>

## 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

- Corporate Office in Jaipur certified LEED Gold
- 8761 online part disbursements of construction loans saving ~ 70000 sheets of paper
- Published the Business Responsibility & Sustainability Report (BRSR) on a voluntary basis for FY22
- 2000+ 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)
- Implemented & rolled-out “Flexible Working Hours” policy for employees

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



SAPNE AAPKE, SAATH HAMAARA

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(Formerly known as Au HOUSING FINANCE LIMITED)

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**Thank You !**