

**Ref. No. AAVAS/SEC/2022-23/198**

**Date: May 05, 2022**

<b>To,</b> The National Stock Exchange of India Limited The Listing Department Exchange Plaza, Bandra Kurla Complex, Mumbai - 400051  <b>Scrip Symbol: AAVAS</b>	<b>To,</b> BSE Limited Dept. of Corporate Services Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400001  <b>Scrip Code: 541988</b>
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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, 2022**

**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, 2022.

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](mailto:info@aavas.in), Website: [www.aavas.in](http://www.aavas.in)

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## Aavas Financiers Limited

### FY22 Results

- AUM of Rs. 113,502 Mn; Growth of 20% YoY
- PAT at Rs. 3,575 Mn; Growth of 29% YoY (like-for-like basis)
- Gross Stage 3 at 0.99% (includes 0.31% of upto 90 DPD assets)
- ROA at 3.58%; Increased by 8 bps YoY
- Sufficient Liquidity of Rs. 32,050 Mn
- Positive ALM & Strong Capital Base

Investor Release: 05<sup>th</sup> May 2022, Jaipur

Aavas Financiers Limited has declared Audited Financial Results for the quarter & year ended 31<sup>st</sup> March 2022.

#### Key Performance Metrics for FY22:

Particulars (Rs. Mn)	FY22	FY21	Y-o-Y
AUM	113,502	94,543	20%
Disbursements	36,022	26,569	36%
PAT (incl. Other Comprehensive Income)	3,575	2,903	23%^
Gross Stage 3 a (DPD <= 90) (%)	0.31%*	-	
Gross Stage 3 b (DPD > 90) (%)	0.68%	0.98%	Decreased by 30 bps
ROA (%)	3.58%	3.49%	Increased by 8 bps
Active Loan Accounts (No.)	150,837	125,591	20%
NIMs (incl. Fee & Other Income)	8.23%	7.71%	Increased by 52 bps

\* upto 90 DPD assets categorized as GNPA/Gross Stage 3 on account of RBI notification dated 12-Nov-21

^ like-for-like Y-o-Y is 29% as a tax benefit on share-based payments of Rs. 126.8 Mn was adjusted in Profit & Loss account for FY21; whereas similar tax benefit of Rs. 214.1 Mn was directly transferred to Retained Earnings (Equity) for FY22.

#### Performance Highlights:

- AUM as on 31st March 2022 is Rs. 113,502 Mn of which
  - Home Loans contributed 72.1%
  - Other Mortgage Loans contributed 27.9%
- The total number of branches stands at 314 as on 31<sup>st</sup> March 2022
- Gross Stage 3 is 0.99% comprising 0.68% of above 90 DPD assets & 0.31% of upto 90 DPD assets (categorized as GNPA/Gross Stage 3 on account of RBI notification) and Net Stage 3 is 0.77%
- 82.3% of our borrowings are from Term Loans, Assignment and NHB Refinancing. 17.7% of our borrowings are from debt capital market (of which 79.4% is from development finance institutions like IFC, CDC & ADB), with no borrowings by way of Commercial Papers.
- The Company has a Networth of Rs. 28,086 Mn as on 31<sup>st</sup> March 2022

**Commenting on the performance Mr. Sushil Kumar Agarwal, CEO said:** “Dear All. Hope everybody is keeping safe & healthy. The country witnessed a third wave of COVID starting from December 2021 to mid of February 2022 which was relatively milder than the prior ones. After remaining low till mid of April 2022, the COVID cases have again started to show an uptick in the last few weeks. We continue to adopt a cautious approach on growth in these circumstances with focus on maintaining the asset quality & operating metrics.

During the quarter, we disbursed Rs. 12,872 Mn registering 27% YoY growth while for the full year, we have disbursed Rs. 36,022 Mn registering 36% YoY growth. At the same time, we continued to borrow judiciously & raised Rs. 43,884 Mn at 6.04% during the year. As on 31<sup>st</sup> March 2022, we maintained a sufficient liquidity of Rs. 32,050 Mn in the form of cash & cash equivalents and un-availed documented sanctions.

With our continued focus & efforts on collections, 1+ DPD has improved from 6.45% in Dec-21 to 4.47% in Mar-22 and Gross Stage 3 assets with DPD above 90 have come down in absolute terms from Rs. 710.7 Mn in Dec-21 to Rs. 619.6 Mn in Mar-22. Additionally, we have also categorized Rs. 284.0 Mn of assets with DPD upto 90 as GNPA/Gross Stage 3 following RBI’s notification dated 12<sup>th</sup> November 2021 to harmonize IRACP norms. As a result, the Gross Stage 3 exposure as of Mar-22 stands at 0.99% as against 0.68% in the absence of any changes in IRACP norms by RBI.

We have built up a strong network of 314 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. On behalf of Team Aavas, I would like to thank all the stakeholders for their continued support & guidance.”

## 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