

### Ref. No. AAVAS/SEC/2024-25/459

**Date: July 25, 2024** 

To, The National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Mumbai – 400051 To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001

Scrip Symbol: AAVAS Scrip Code: 541988

Dear Sir/Madam,

# <u>Sub: Investor Presentation on the Unaudited Standalone Financial Results for the Quarter ended June 30, 2024.</u>

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find enclosed herewith a copy of Investor Presentation of the Company on the Unaudited Standalone Financial Results for the Quarter ended June 30, 2024.

This Investor Presentation may also be accessed on the website of the Company at <a href="https://www.aavas.in/investor-relations/investor-intimation">https://www.aavas.in/investor-relations/investor-intimation</a>

Date and time of occurrence of event/information: July 25, 2024 and Board Meeting concluded at 3:15 P.M.

This is for your information and record.

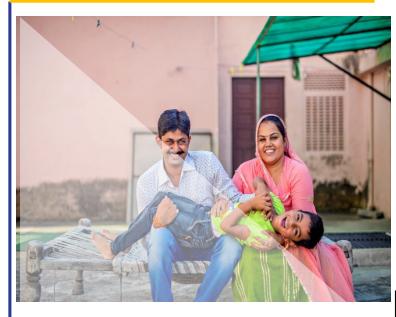
Thanking You,

### FOR AAVAS FINANCIERS LIMITED

SHARAD PATHAK
COMPANY SECRETARY AND CHIEF COMPLIANCE OFFICER
(FCS-9587)

Enclosed: a/a







# AAVAS FINANCIERS LTD.

Investor Presentation – Q1 FY25









## **Safe Harbor**



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This presentation contains certain forward-looking statements concerning the Company's future business prospects, market opportunities 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. These statements can be recognized using words such as "expects," "plans," "will," "estimates," "projects," "marks," "believe" or other words of similar meaning. 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, micro and macro geo-political issues, 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. Any reliance placed on this presentation by any person for its investment strategy shall be at his own risk.

# **Our Background**





Commenced operations in 2011 from Jaipur, Rajasthan –

Stepped into 14<sup>th</sup> year of Operations



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



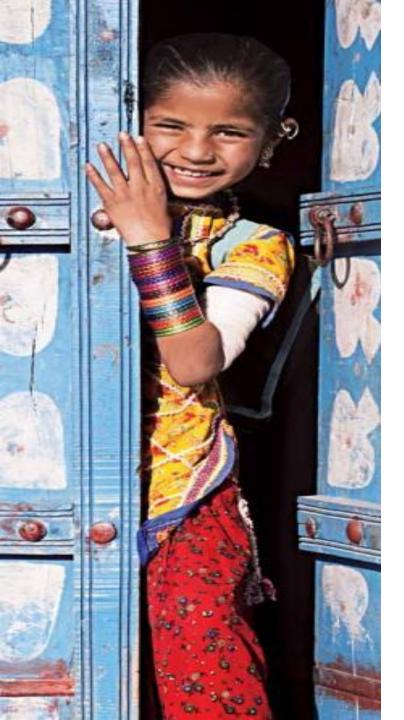
Recognized by NHB for refinance facility



Listed on BSE & NSE in October 2018



Retail network of 371 branches

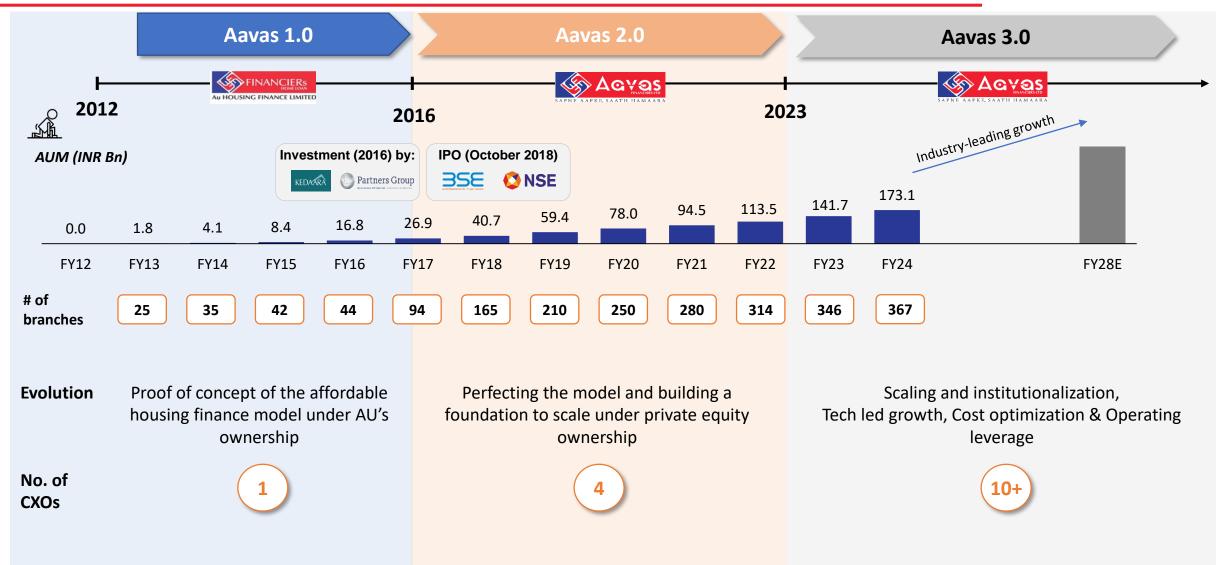


# **Our Pillars of Strength**

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

# **Aavas 3.0: Building a lasting institution**





Note: FY28E bar is only for illustrative purposes

# **Strong Management Depth continues to drive Aavas's Outperformance**





Sachinder Bhinder Managing Director & CEO

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



**Ghanshyam Rawat**President & Chief Financial Officer

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



Ashutosh Atre
President & Chief Risk Officer

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



**Selvin Uthaman Chief Business Officer** 

- 22+ years of experience Affordable Home Loans, SME Loans, Retail Ops, Business Development
- Prior associated with Axis Bank, IIFL,
   Kotak Mahindra Bank, Dewan Housing



Ripudaman Bandral
Chief Credit Officer

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



Surendra Sihag
Chief Collection Officer

- Prior associated with Bajaj Finance, Cholamandalam
- 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



Ramachandran 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 & Chief Compliance
Officer

 Associated with Aavas Financiers since May 2012

# **Experienced Board has guided Aavas's journey since inception**





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

25+ years of experience

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

**25+** years of experience

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 Kaushik Mazumdar Independent Director & Chairperson of Audit Committee

**30+** years of experience

**Qualifications:** Chartered Accountant

**Prior Engagements**: Citibank N.A., IncValue

Advisors



Sachinder Bhinder Managing Director & CEO

25+ years of experience

Qualifications: Bachelor's degree in

Engineering from Gujarat University, MBA from

Nirma University

**Prior Engagements**: Kotak Mahindra Bank, HDFC Ltd, ICICI Lombard, Standard Chartered



K. R. Kamath
Non-executive Nominee Director

**35+** years of experience

**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

**30+** years of experience

**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

20+ years of experience

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

**20+** years of experience

**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



Rahul Mehta
Promoter Nominee Director &
Chairperson of CSR and ESG Committee

**10+** years of Investment banking & private

Equity experience

**Qualifications:** Chartered Accountant

Prior Engagements: Rothschild & Co. , HDFC

Bank, E&Y

### **In-house Execution Model**



In-house execution model – Replicated across the states

# Lead generation and sourcing

- Focused approach to directly source the business leads
- Leveraged technology & dataanalytics to generate leads through alternate (nontraditional) channels
- Application scorecard to evaluate risk profiles: Streamlined approval process and reduced incidence of error

### Risk management

- In-house underwriting team for income assessment & riskbased pricing of customers
- In-house legal team overseeing external legal verification
- In-house Digital app-based technical valuation reports with 100% geo tagging
- Risk-testing of files by in-house risk containment unit

### Collections

 Four-tiered collection architecture with a high focus on early delinquencies Outcome

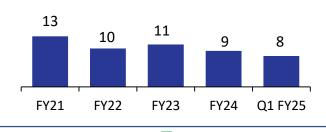
**Business** 

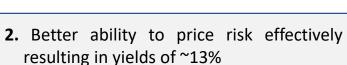
Superior

- AI/ML Analytics led Bounce prediction model
- Call centers in multiple languages: Initiate collection process in a timely fashion
- Real-time tracking of collections

**1.** Reduction in average login to sanction TAT (days)

Turn around time is a key metric for customer centricity





**3.** High collection efficiency and low GNPA

# **IT Transformation – Project GATI and UNNATI**

(End to End digital journey from origination to servicing)



# Guiding Principles 2 3 Linear Growth with Non-Linear Inputs Be a "Bank" by Technology Capability Create Remarkable Customer Experience

### **Key Objectives**

- 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

### Latest Update

- Completed milestone of adoption and stabilization of SFDC with 1.9 Lakh + loan applications processed with significant reduction in turn around time.
- Systems to go live:
  - New Lead management system built in Salesforce
  - Oracle Flex cube (Loan Management System) go live planned

### Partners in the Journey















# State-of-the art technology implementation enabling digital & analytical capabilities







### LOS

salesforce

A New digital loan origination platform (LOS) and customer service system to enable best-in class customer experience

### LMS

FLEXCUBE Adopting a new loan management solution (LMS) to enable scalability.

### **Enterprise GL**

ERP CLOUD

Adopting a **next-gen cloud ERP system** for **back-office process automations** to enable monitoring and financial controls.

Building a modern, innovative, and future-ready digital ecosystem to provide a 360-degree view from transaction origination to reporting

**Future Ready** 

**Customer Experience** 

**Scalable systems** 

**Speed and Efficiency** 

**Integrated Ecosystem** 

**Improved Controls** 

Driving digital and analytical capabilities across the loan life cycle and operations

Sales & Marketing



Comprehensive Analytics aided sales dashboard channel optimization

Optimized, analytics-based lead generation & analysis

Portfolio Monitoring



⑤+⑥
Cash flow
forecasting

Digitized supervision & analysis of loan life cycle operations

**Credit & Risk** 



Risk-based, analytical pricing

360° customer

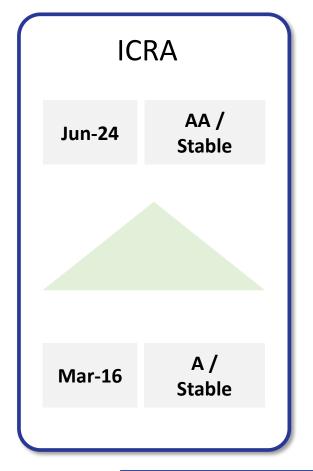
cing view

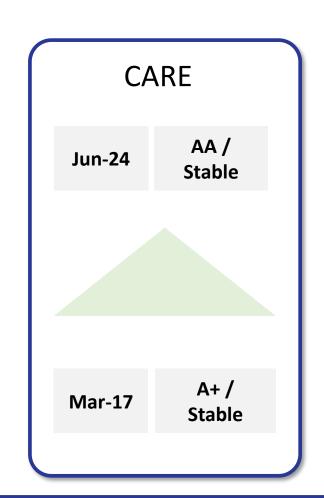
Data driven risk assessment, pricing and mitigation

# **Improving Credit Ratings**



### **Long-Term Credit Rating**

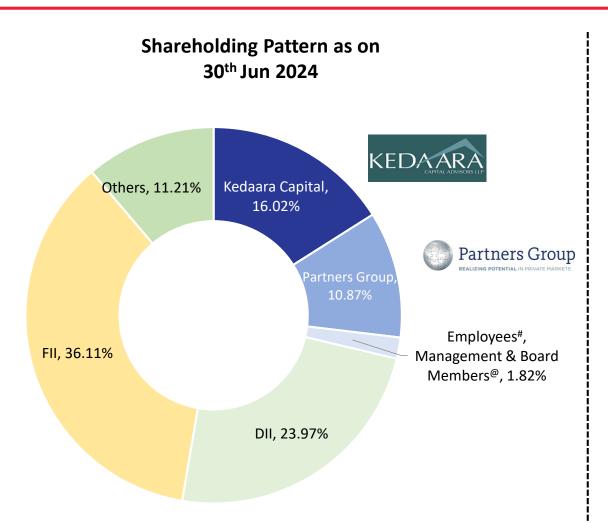






# **Diversified Shareholding Base**





### Top Institutional Shareholders as on 30th Jun 2024

Investor Details	% Holding
Kedaara Capital^	16.02
Partners Group^	10.87
SBI Asset Management*	8.54
Stewart Investors^	6.97
Blackrock Asset Management*^	4.31
UTI Asset Management^*	3.89
Amansa Capital <sup>^</sup>	3.16
IIFL Asset Management^*	2.81
GPF Global^	2.59
ADIA^	2.47
Vanguard Index Funds <sup>^</sup>	2.34
Wasatch^	1.86
BOFA Securities^	1.82
HDFC Mutual Fund*	1.65
Sundaram Asset Management^*	1.59
Nippon Asset Management^*	1.47
Kotak Asset Management*	1.20
JP Morgan ^	1.12

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

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

<sup>\*</sup> includes Mutual Funds & Offshore Funds

<sup>#</sup>Employees refers to employees who are covered under SEBI (PIT ) Regulations, 2015

<sup>&</sup>lt;sup>@</sup> Includes holding by Management /Board's relative, etc.

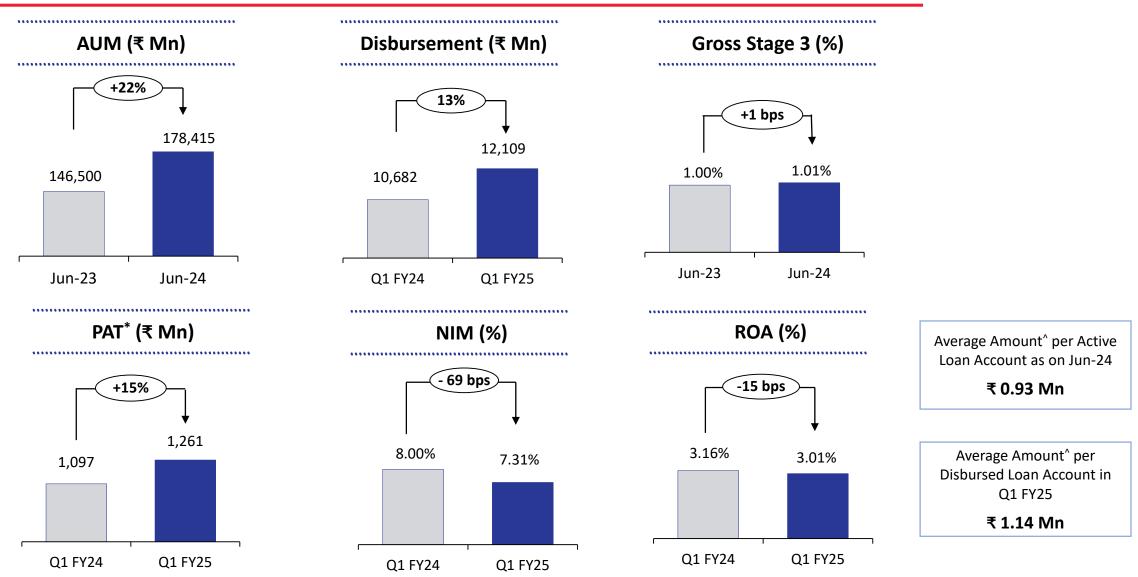


# **Financial Performance**

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

# **Performance Highlights**





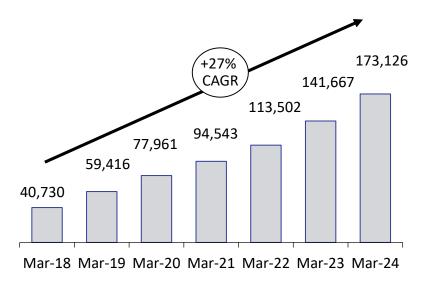
# **Healthy Business Growth**

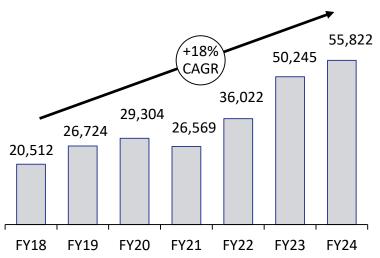


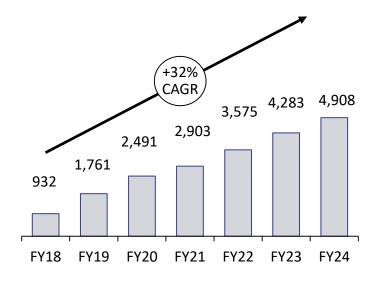
### AUM (₹ Mn)

### Disbursements (₹ Mn)

### PAT\* (₹ Mn)

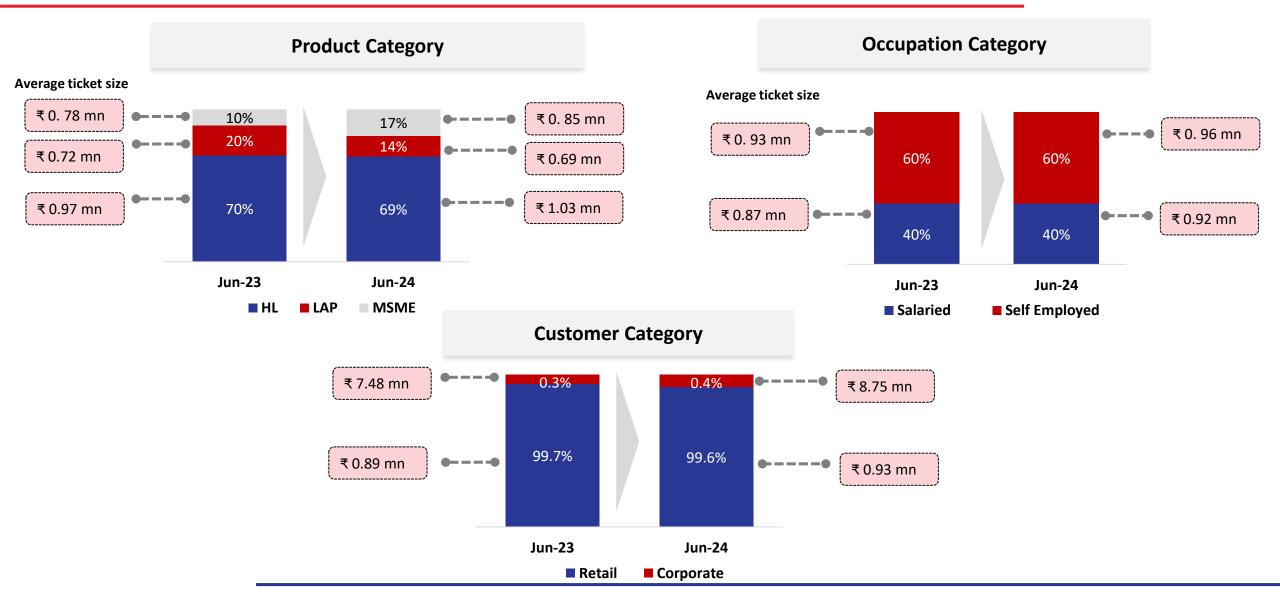






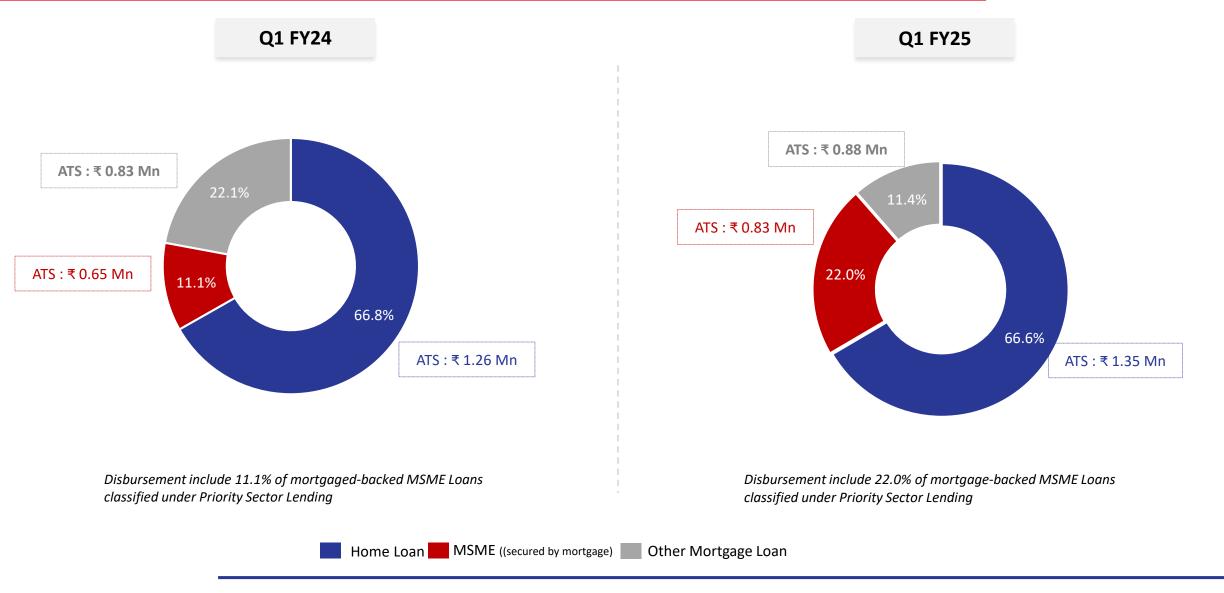
# **AUM break-up**





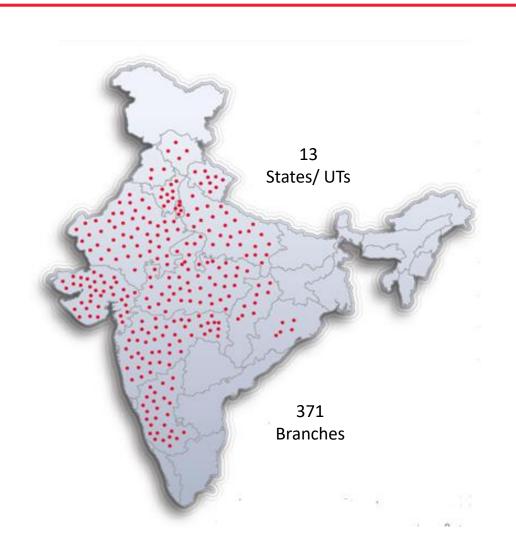
# **Disbursement break-up – Product category**





# Well diversified geographical distribution





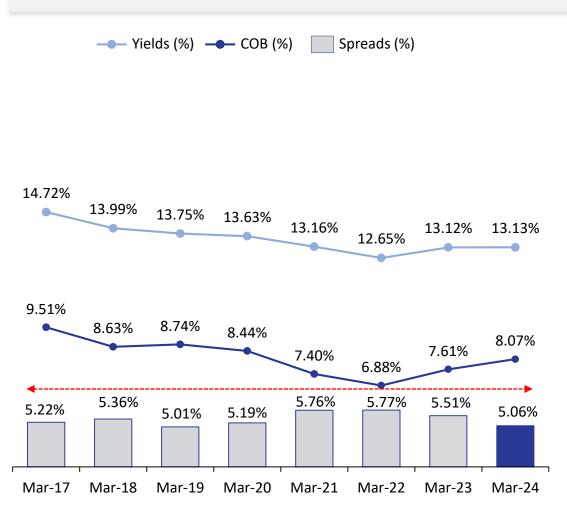
State	Branches	Operations Commenced in
Rajasthan	109	2012
Maharashtra	49	2012
Gujarat	45	2012
Madhya Pradesh	51	2013
Delhi	5	2013
Haryana & Punjab	23	2017
Chhattisgarh	9	2017
Uttar Pradesh	33	2018
Uttarakhand	9	2018
Himachal Pradesh	4	2020
Orissa	6	2021
Karnataka	28	2021
Total	371	

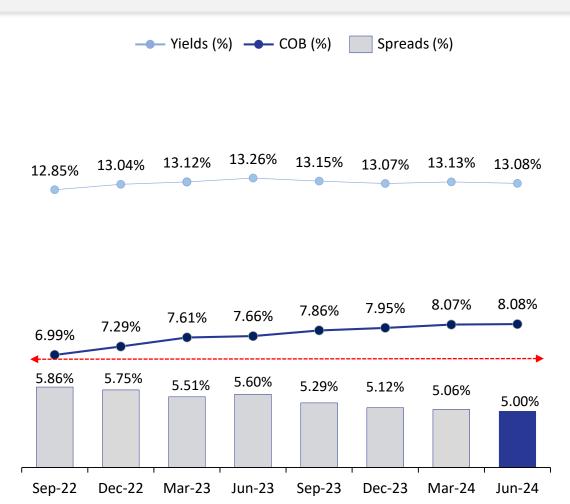
Data as on 30<sup>th</sup> June 2024

# **Consistent Spreads**



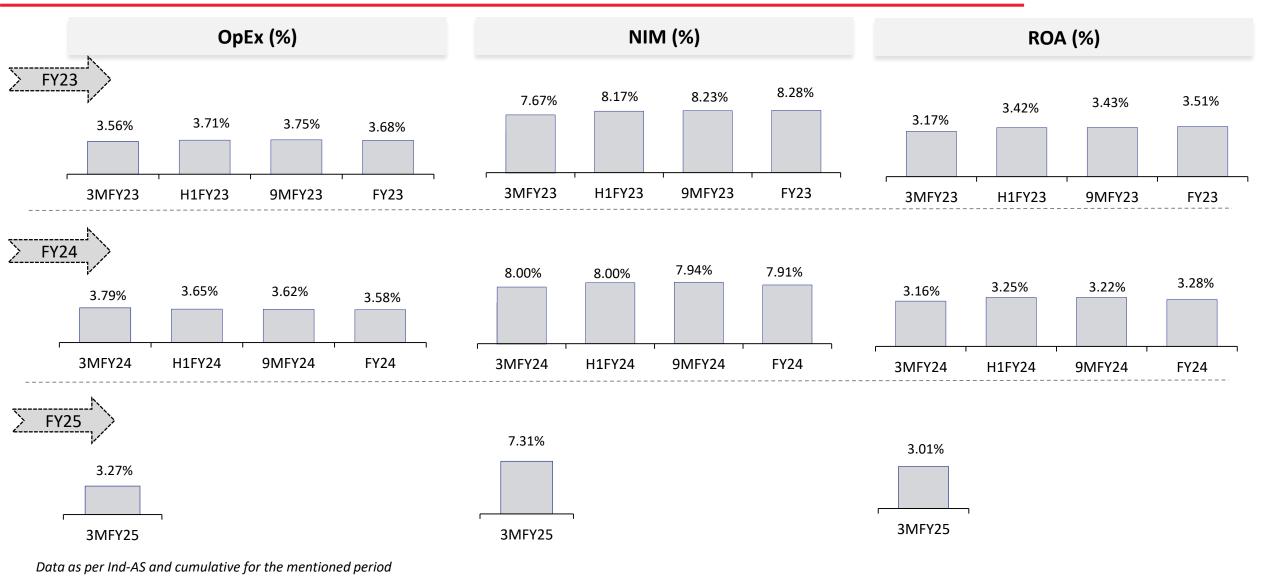
### Yields, Cost of Borrowings and Spreads (%)





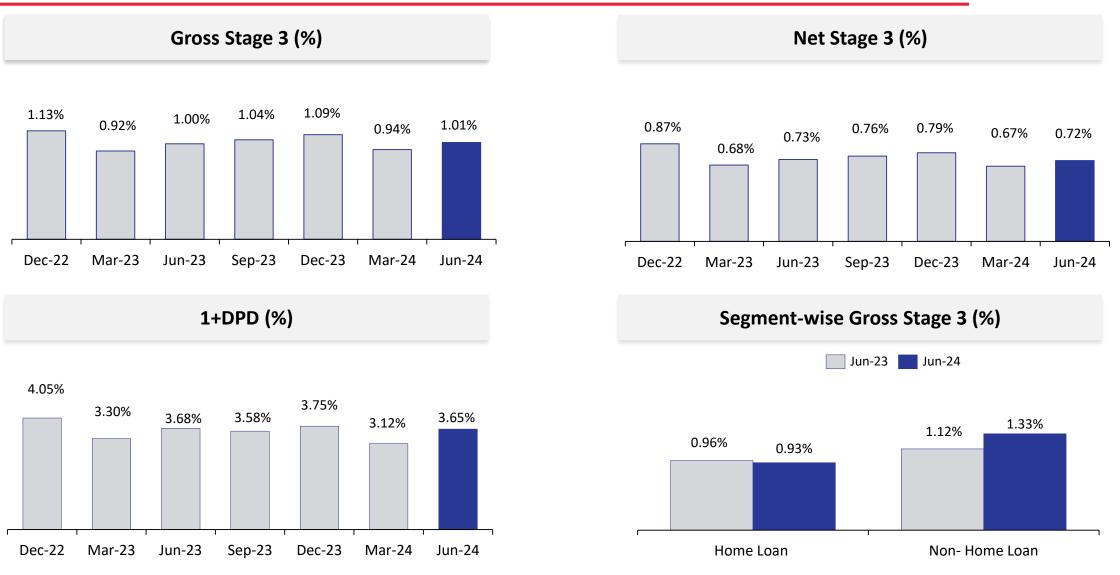
# **Margin and Cost Efficiency**





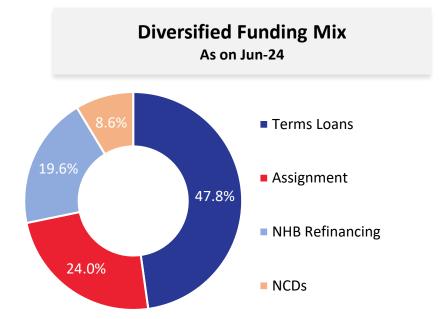
# **Pristine Asset Quality**

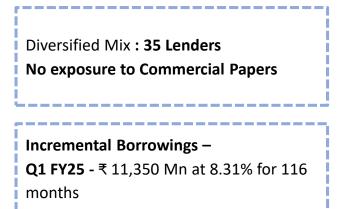




# **Robust Liability Management**

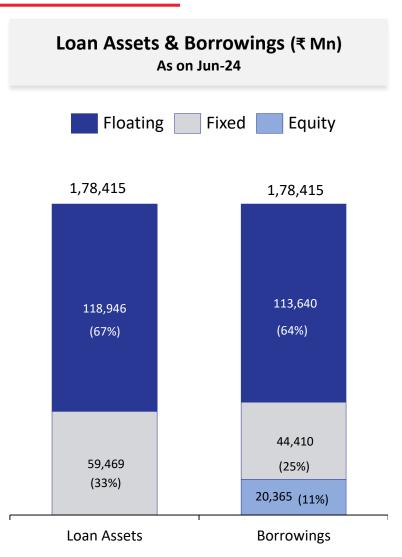






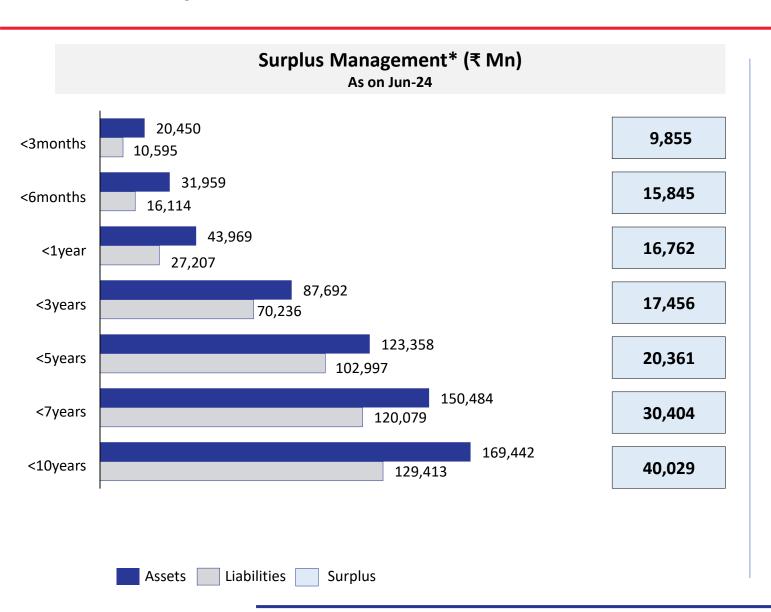
### **Payment Schedule of Debt Capital Market Exposure**

NCD Investor	Exposure (₹ Mn)		Paym	ent Schedule (ª		
NCD IIIVESTOI	As on 30-Jun-24	9M FY25	FY26	FY27	FY28	FY29
Mutual Fund	990	-	-	990	-	-
IFC	3,450	3,450	-	-	-	-
Banks	2,125	525	650	500	300	150
BII (erstwhile CDC)	4,350	250	1,400	900	900	900
ADB	2,735	684	684	684	684	-
Total (Mn)	13,650	4,909	2,734	3,074	1,884	1,050

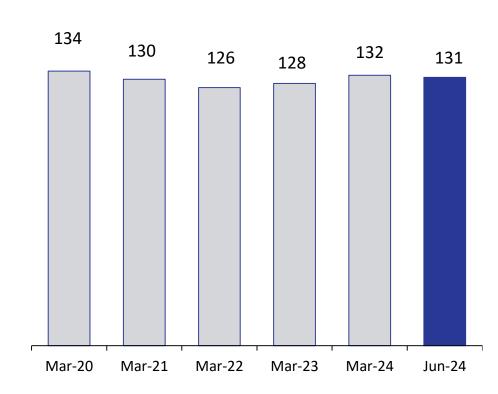


# **ALM Surplus**





# Average tenor of outstanding borrowing (months)



<sup>\*</sup> Data as per Ind-AS

# **Comfortable Liquidity Position**



Particulars (₹ Mn)	As on Jun-24
Cash & Cash Equivalents	16,300
Un-availed CC Limits	1,250
Documented & Un-availed Sanctions from NHB	-
Documented & Un-availed Sanctions from other Banks	12,600
Total Liquidity Position	30,150

High-Quality Liquidity of ₹ 17,550 Mn

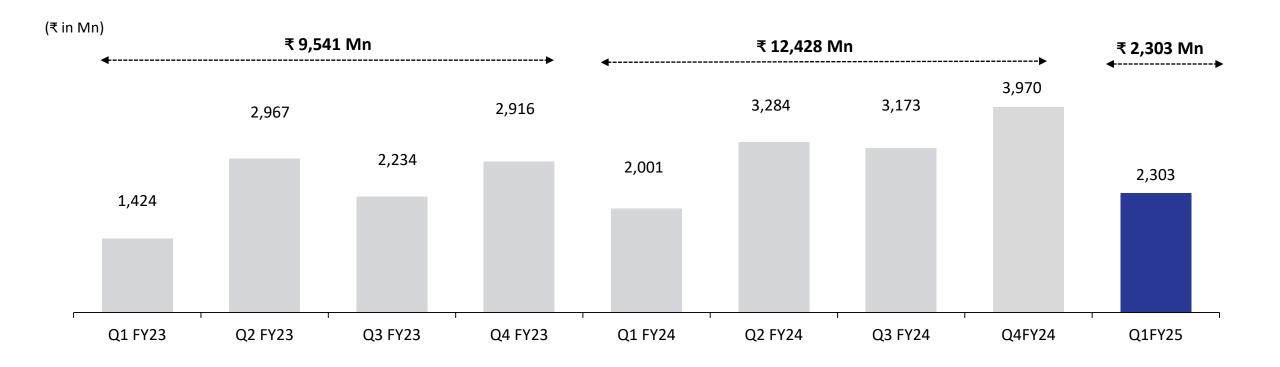
Particulars (₹ Mn )	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
Opening Liquidity	30,150	29,854	31,316	32,849
Add: Principal Collections & Surplus from Operations	6,771	6,895	7,161	6,874
Less: Debt Repayments	7,067	5,433	5,628	5,392
Closing Liquidity	29,854	31,316	32,849	34,331

₹ 34,331 Mn of Surplus Funds\* available for business

<sup>\*</sup> without including any incremental sanctions

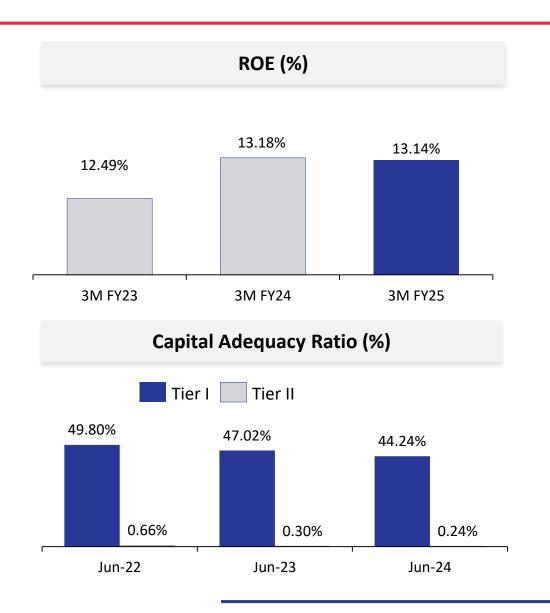
# **Net Securitization Volume**





# **Key Financial Ratios**







<sup>\*</sup> Diluted EPS – on non-annualized basis



# **Annexures**

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

# **Quarterly Profit & Loss Statement**



Particulars (₹ Mn )	Q1 FY25	Q1 FY24	Y-o-Y	Q4 FY24	Q-o-Q
Interest Income on Loans (incl. Processing Fee)	4,833.5	4,129.4	17.0%	4,598.2	5.1%
Interest Income on Fixed Deposits	325.6	297.7	9.3%	372.9	-12.7%
Reversal Income on Earlier Assigned Loans	(361.6)	(299.0)		(384.9)	
Upfronting Income on Fresh Assigned Loans	305.3	330.3		551.2	
Non-Interest Income	322.8	210.1	53.6%	330.6	-2.4%
Interest Expense (incl. Finance Charges)	(2,362.0)	(1,888.0)	25.1%	(2,227.9)	6.0%
NIM	3,063.6	2,780.6	10.2%	3,240.1	-5.4%
Operating Expenses	1,368.3	1,317.0	3.9%	1,422.0	-3.8%
Credit Costs	85.8	56.8	51.2%	43.2	98.9%
Profit Before Tax	1,609.5	1,406.8	14.4%	1,774.9	-9.3%
Provision for Taxation	348.5	309.7	12.5%	348.8	-0.1%
Profit After Tax	1,261.0	1,097.1	14.9%	1,426.2	-11.6%
<b>Total Comprehensive Income</b>	1,261.0	1,097.1	14.9%	1,428.8	-11.7%
EPS – in ₹ (Diluted) – non annualized	15.9	13.9		18.0	

# **Balance Sheet**



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Particulars (₹ Mn )	30-Jun-24	31-Mar-24
Sources of Funds		
Share Capital	791	791
Reserves & Surplus	38,242	36,942
Borrowings	1,26,027	1,23,983
Deferred Tax Liability (Net)	578	602
Other Liabilities & Provisions	4,286	2,876
Total	1,69,924	1,65,195
Application of Funds		
Loan Assets	1,44,445	1,40,044
Investments	1,808	1,822
Fixed Assets	754	715
Liquid Assets	18,554	17,978
Other Assets	4,364	4,636
Total	1,69,924	1,65,195

Data as per Ind-AS

# **PAT Reconciliation**



Particulars (₹ Mn )	Q1 FY25	Q1 FY24	Y-o-Y
Net Profit as per IGAAP	1,289.5	1,074.4	20.0%
Add / (Less) : Adjustments as per IndAS on account of:			
Adoption of effective interest rate (EIR) for amortisation of Income and expenses - financial assets at amortised cost / net interest on credit impaired loans	(12.6)	9.7	
Fair valuation of employee stock options (ESOP)	(38.2)	(69.1)	
Adoption of effective interest rate (EIR) for amortisation of expenses - financial liabilities at amortised cost	(5.7)	(7.6)	
Net gain from excess interest spread on assignment transactions	(56.2)	31.3	
Expected Credit Loss (ECL) provision	(11.4)	(6.9)	
Other Adjustments	(0.2)	2.0	
Deferred Tax impact on above adjustments and reversal of DTL on special reserve and other tax impact	95.8	63.3	
Net Profit Before Other Comprehensive Income as per IndAS	1,261.0	1,097.1	14.9%
Other Comprehensive Income after Tax	-	-	
Total Comprehensive Income as per IndAS	1,261.0	1,097.1	14.9%

# **ECL Provisions**



Particulars (₹ Mn )	Stage 1	Stage 2	Stage 3*	Total
For the period ended Jun'24				
Gross Loan Principal Outstanding	1,41,601.1	2,285.4	1,466.1	1,45,352.7
% of Portfolio	97.42%	1.57%	1.01%	100.0%
ECL Provision Amt.	324.6	160.2	422.7	907.50
ECL Provision %	0.23%	7.01%	28.83%	0.62%
For the period ended Jun'23				
Gross Loan Principal Outstanding	1,16,485.3	2,230.8	1,193.4	1,19,909.6
% of Portfolio	97.14%	1.86%	1.00%	100.0%
ECL Provision Amt.	267.8	176.1	321.6	765.6
ECL Provision %	0.23%	7.89%	26.95%	0.64%
For the period ended Mar'24				
Gross Loan Principal Outstanding	1,37,507.4	2,065.9	1,318.6	1,40,891.9
% of Portfolio	97.60%	1.47%	0.94%	100.0%
ECL Provision Amt.	315.8	152.5	379.9	848.2
ECL Provision %	0.23%	7.38%	28.81%	0.60%

Data as per Ind-AS

<sup>\*</sup> Includes assets which are upto 90 DPD but categorized as GNPA/Gross Stage 3 following RBI's notification dated 12-Nov-21 to harmonize IRACP norms across all lending institutions

# **Net Worth Reconciliation**



Particulars (₹ Mn )	30-Jun-24	31-Mar-24
Net Worth as per previous GAAP	35,953.4	34,650.8
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	(206.4)	(193.8)
Adoption of EIR for amortisation of expenses - financial liabilities at amortised cost	70.0	75.7
Net gain from excess interest spread on assignment transactions	3,037.5	3,093.7
Expected Credit Loss (ECL)	(73.6)	(62.2)
Other Adjustments	(247.7)	(235.1)
Deferred Tax impact on above adjustments and reversal of DTL on special reserve and other tax impact	499.9	404.1
Net Worth as per Ind AS	39,033.0	37,733.2

# **Environmental, Social & Governance**



### **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 the environment & society through our responsible lending practices.

### Secure Customer

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

### **Robust Governance**

Stay committed to upholding transparency and business integrity.

### **Empowered Community**

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

### **Robust Corporate Governance**

The Board of Directors helps improve corporate credibility and governance standards and manage risk and independent oversight in the Company.

The company has also implemented the following policies to promote ethical, transparent, and accountable behavior:

- Code of practices and procedures for fair disclosure of unpublished price sensitive information (<u>Link</u>)
- Code of conduct for the Board of Directors and Senior Management personnel (Link)
- Internal Guidelines on Corporate Governance (Link)
- Vigil mechanism/whistle-blower policy (Link)
- Anti-Bribery Corruption Policy (Link)
- Know Your Customer and Anti-Money Laundering Measures (Link)
- Fair Practice Code(Link)
- ESG Policy (Link)

**Separate Chairperson & Managing Director position** 

**Independent Directors: 3 out of 9** 

Women Directors: 2 out of 9

# **Environmental, Social & Governance**



### **Environmental Initiatives**

• **Green Home-** The Company has financed **170 homes** certified by EDGE as Self-Built Green Homes.

### **Social Initiatives**

- **Project 'Gram Siddhi'** 1,18,800+ rural women from remote villages have been empowered through skill-based training by establishing Gram Siddhi centers in Rajasthan, Gujarat, and Madhya Pradesh.
- **Project 'Vishwakarma'** 64,800+ construction workers' lives have been positively impacted by enhancing their skills, safety knowledge, and livelihood opportunities.
- Aavas Udaan Program 50 Candidates trained in partnership with Ambuja Cement Foundation at Ajmer and Udaipur locations.
- **Education and Holistic Development-** 15,00,000+ people have been benefitted through school infrastructure redevelopment, helmet distribution, and traffic booth installation.
- **Project 'Prerna'-** Webinars are organized to support the development and well-being of women employees. The topics covered include 'Menstrual & Reproductive Health with Lifestyle Changes' and 'Financial Planning for Achieving Life Goals'.

### **Governance Initiatives**

- Defined ESG Targets- The company has demonstrated its commitment to sustainability by establishing clear and measurable environmental, social, and governance (ESG) targets.
- **ESG Reporting-** The Company has published BRSR report with BRSR core assurance and Sustainability report for FY 23-24.

200 Hardings			
Rating Agencies	Rating/Score		
CRISIL	61-Strong		
LSEG(REFINITIV)	47-Satisfactory		
ESG RISK ASSESSMENT	65-Strong		

MORNINGSTAR (Sustainalytics)

**ESG Ratings** 

26.16- Medium Risk

### **Contact Us**



### For further information, please contact:



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