

Ref. No. AAVAS/SEC/2024-25/175

Date: April 25, 2024

To, The National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Mumbai – 400051 Scrip Symbol: AAVAS	To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001 Scrip Code: 541988
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Dear Sir/Madam,

Sub: Investor Release on the Financial and Operational Performance of the Company for Quarter and Financial Year ended March 31, 2024.

Pursuant to Regulation 30 of the 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 Financial Year ended March 31, 2024.

This Investor Release may also be accessed on the website of the company at:

<https://www.aavas.in/investor-relations/investor-intimation>

This is for your information and record.

Thanking You,

FOR AAVAS FINANCIERS LIMITED

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

Enclosed: a/a

Aavas Financiers Limited

FY24 Results

- **AUM of Rs. 173 bn; Growth of 22% YoY**
- **PAT at Rs. 4.91 bn; Growth of 15% YoY**
- **Gross Stage 3 at 0.94%; 1 DPD at 3.12%**
- **ROA at 3.28% and ROE at 13.94%**
- **Positive ALM & Strong Capital Base**

Investor Release: 25th April 2024, Mumbai

Aavas Financiers Limited has declared Audited Financial Results for the quarter and financial year ended 31st March 2024.

Key Performance Metrics for FY24:

Particulars (Rs. Mn)	FY24	FY23	Y-o-Y
Assets Under Management (AUM)	173,126	141,667	22%
Disbursements	55,822	50,245	11%
Net Total Income	11,844	10,115	17%
Net Profit	4,908	4,283	15%
Gross Stage 3	0.94%	0.92%	Increased by 2 bps
Opex to Total Assets (%)	3.58%	3.68%	Improved by 10 bps
ROA (%)	3.28%	3.51%	Decreased by 23 bps
ROE (%)	13.94%	14.09%	Decreased by 15 bps
Active Loan Accounts (No.)	218,101	187,149	17%

Performance Highlights:

- Assets under Management (AUM) of the company grew by 22.2% YoY at ~Rs 173 Bn.
- Disbursement in Q4FY24 grew strongly to report the highest-ever quarterly disbursements with growth of 39% QoQ and 20% YoY to Rs 18.93 Bn.
- Net Profit grew by 15% YoY to Rs 4.91 Bn for FY24 led by 17% YoY growth in Net Total Income, coupled with strong AUM growth.
- In Q4FY24, our Net Profit grew by 22% QoQ led by strong growth in Net total income coupled with a reduction in credit cost on the back of traction in asset quality.
- Spread and NIM during the quarter stood at 5.06% and 7.91% respectively.
- Gross Stage 3 is at 0.94% comprising 0.82% of >90 DPD assets & 0.12% of up to 90 DPD assets (categorized as GNPA/Gross Stage 3 on account of RBI notification) and Net Stage 3 is 0.67%
- In terms of Borrowings mix, 91.0% of our borrowings are from Term Loans, Assignment, and NHB Refinancing, 9.0% of our borrowings are from debt capital market (of which 76.6% is from development finance institutions like IFC, CDC & ADB), with no borrowings through CPs.
- Net Worth grew by 15% YoY to Rs. 37,733 Mn as on 31st Mar 2024.
- The total number of branches stands at 367 as on 31st Mar 2024.

Commenting on the performance Mr. Sachinder Bhinder, Managing Director & Chief Executive Officer, said:

“Dear All,

India is about to embark on a ten-year economic trajectory. Given its low mortgage penetration and severe urban housing shortage across income levels and geographic areas, the housing industry is poised to be a bellwether among all other industry sectors. We strongly believe that we can continue our momentum in serving the unserved, underserved, and underbanked customers in Tier 2 to Tier 5 markets, with relentless focus on risk-adjusted returns.

FY24 has been the year of transformation and transition where we have undergone the technology transformation coupled with management transition despite of this the company has delivered on its stated guidance of AUM growth as well as on profitability. In Q4FY24, we delivered the highest-ever quarterly disbursement with growth of 39% QoQ & 20% YoY.

Green Shoots in technology transformation are already visible with TAT improvement and in turn resulting in better customer service. We are confident that this tech transformation would benefit us improving productivity and efficiency across organization.

Aavas now does business across 367 branches in 13 States. We have added 21 new branches in FY24. We continue to deepen our footprint in the states where we are already present in a contiguous manner.

Our prudent management of cash and strong liability profile enabled us to contain the cost of borrowing and maintain our spreads in line with guidance of around 5%.

The company is well capitalized with CRAR of 44% as of Mar-2024 and sufficient balance sheet liquidity of Rs. 30.3 bn.

The Company’s focused granular underwriting risk practices & collections efforts backed by technology, led to an improvement in 1+ days past due from 3.30% in Mar-2023 to 3.12% in Mar-2024. Portfolio health remains strong with Gross Stage 3 at 0.94% in Mar-2024.

We continue to maintain razor-sharp focus on Governance, Asset Quality, Profitability, and Growth leveraging technology, and creating superior customer experience. We remain optimistic about the future and are confident that our strategic initiatives will continue to drive sustainable growth and shareholder value.”

About Aavas Financiers Limited

Aavas Financiers 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, Loan against property and MSME loans. 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

CIN: L65922RJ2011PLC034297

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Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285