

Ref. No. AAVAS/SEC/2023-24/907

Date: February 01, 2024

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| 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 |
|--|--|

Dear Sir/Madam,

Sub: Investor Presentation on the Unaudited Standalone and Consolidated Financial Results for the Quarter and Nine Months ended December 31, 2023.

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 and Consolidated Financial Results for the Quarter and Nine Months ended December 31, 2023.

This Investor Presentation may also be accessed on the website of the Company at www.aavas.in.

This is for your information and record.

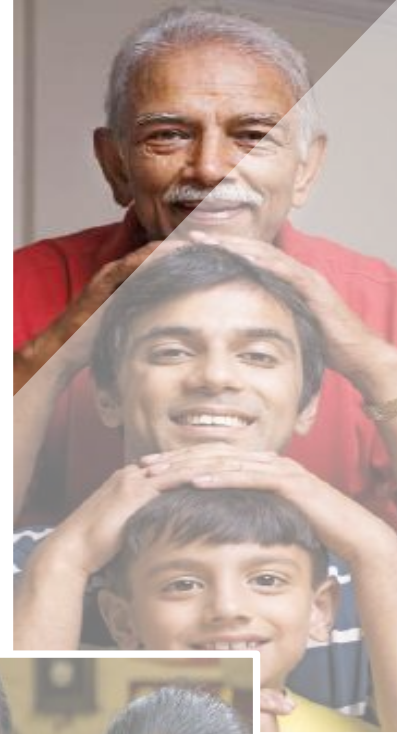
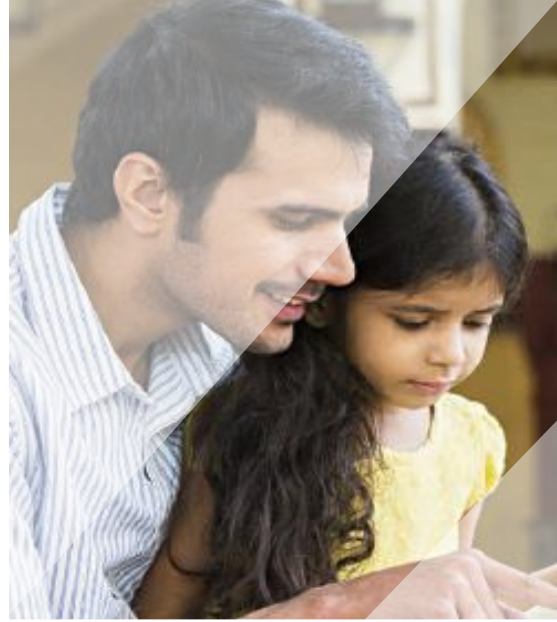
Date and time of occurrence of event/information: February 01, 2024 and Board Meeting concluded at 04:30 P.M.

Thanking You,

FOR AAVAS FINANCIERS LIMITED

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

Enclosed: a/a



AAVAS FINANCIERS LTD.

Investor Presentation – 9M FY24

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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



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



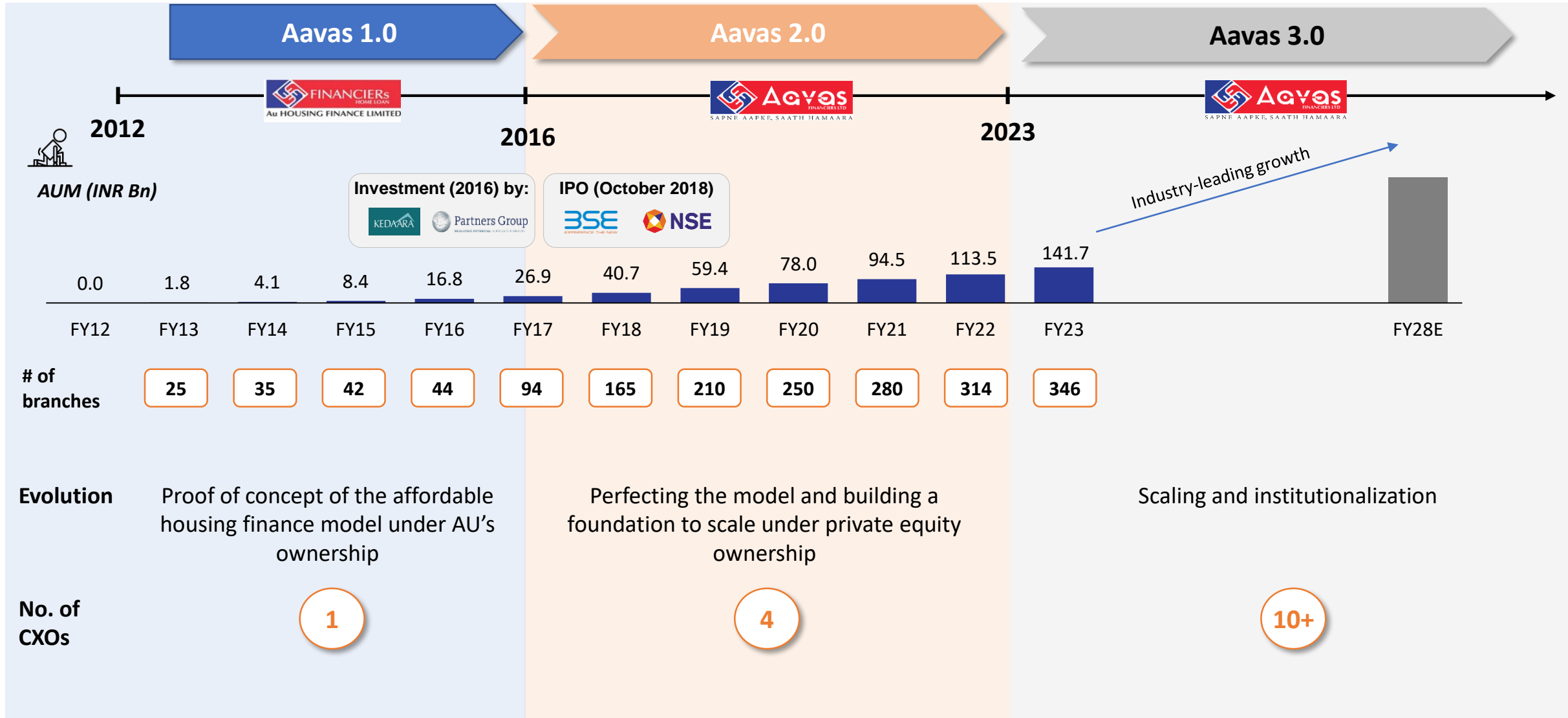
Retail network of 351 branches



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

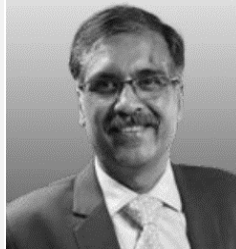
Strong Management Depth continues to drive Aavas's Outperformance



Sachinder Bhinder

Managing Director & Chief Executive Officer

- 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 Home Finance



Ashutosh Atre

President & Chief Risk Officer

- 30+ years of 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



Ripudaman Bandral

Chief Credit Officer

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



Surendra Sihag

Chief Collections 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 Iyer

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



Kartikeya Dhruv Kaji

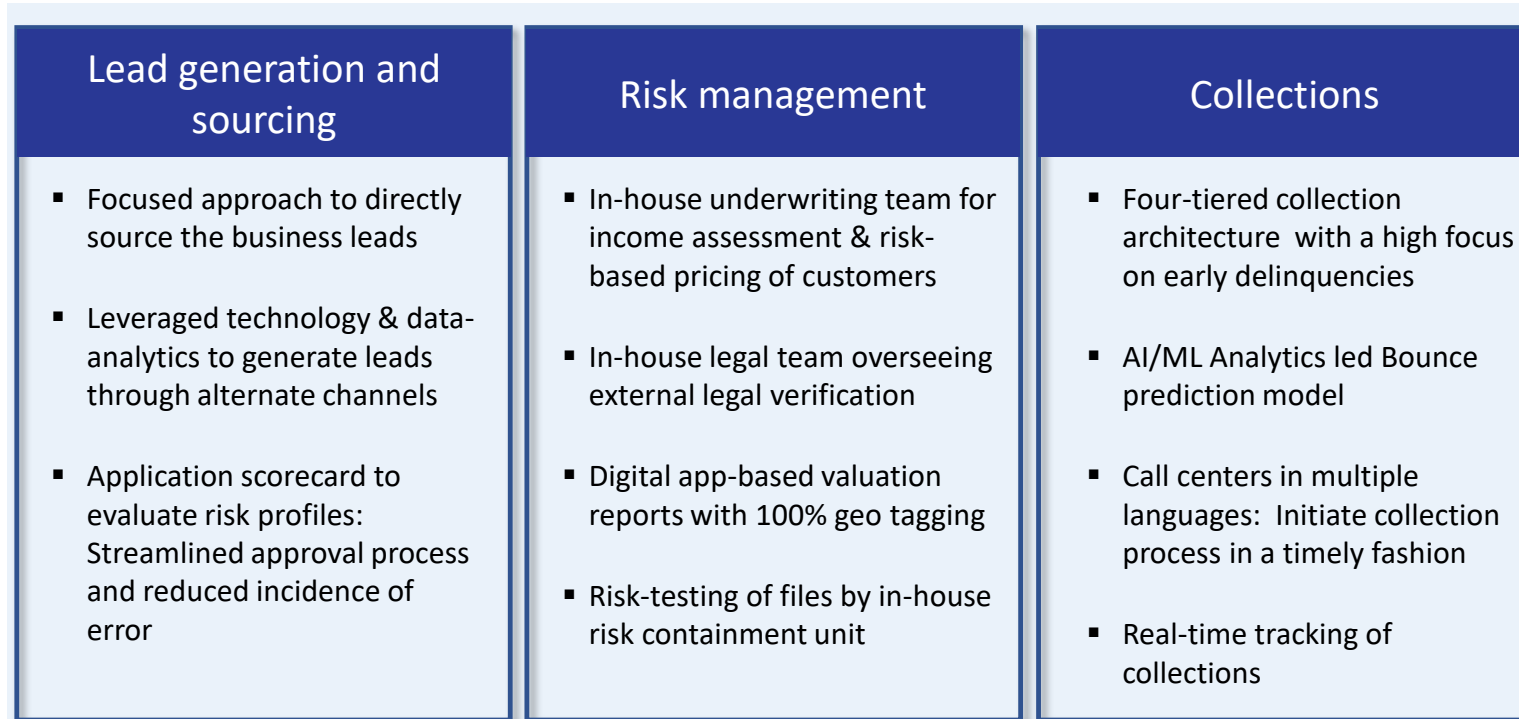
Promoter Nominee Director & Chairperson of CSR & ESG Committee

15+ years of experience

Qualifications: Bachelor's degree Economics from the Dartmouth College, MBA from Wharton School, University of Pennsylvania

Prior Engagements: Perella Weinberg Partners and Merrill Lynch, Temasek

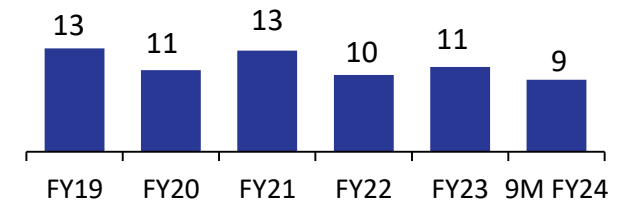
In-house execution model – Replicated across the states



Superior Business Outcome

1. Reduction in average TAT (days)

Turn around time is a key metric for customer centricity



2. Better ability to price risk effectively resulting in yields of more than 12.5%

3. High collection efficiency and low GNPA

IT Transformation – Project GATI and UNNATI

(End to End digital journey from origination to servicing)

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



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

- 1 Lakh + login applications successfully processed through SFDC based new LOS
- Rs 4,500 Cr+ worth of cases sanctioned through new LOS
- Implemented Account Aggregator Integration enabling real time bank statement extraction for 23 banks
- Rolled out ChatGPT based chatbot for customers
- Oracle Fusion ERP system made live in Sept'2023
- Partnered with eMitra for sourcing of leads

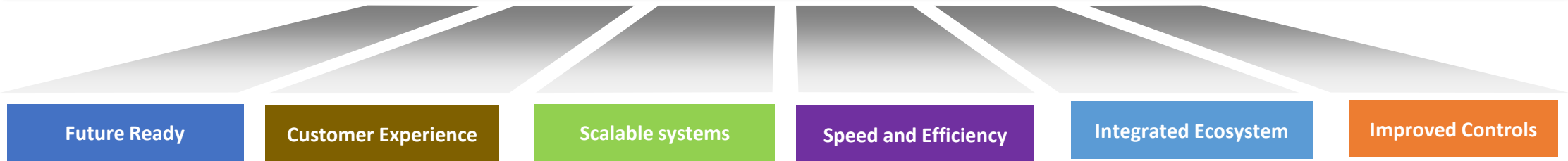
State-of-the art technology implementation enabling digital & analytical capabilities

gati

unnati


| LOS | LMS | Enterprise GL |
|--|---|--|
|  <p>A New digital loan origination platform (LOS) and customer service system to enable best-in class customer experience</p> |  <p>Adopting a new loan management solution (LMS) to enable scalability.</p> |  <p>Adopting a next-gen cloud ERP system for back-office process automations to enable monitoring and financial controls.</p> |

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



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

Sales & Marketing

Comprehensive sales dashboard Analytics aided channel optimization

Optimized, analytics-based lead generation & analysis

Portfolio Monitoring




Payment & settlement analytics Cash flow forecasting

Digitized supervision & analysis of loan life cycle operations

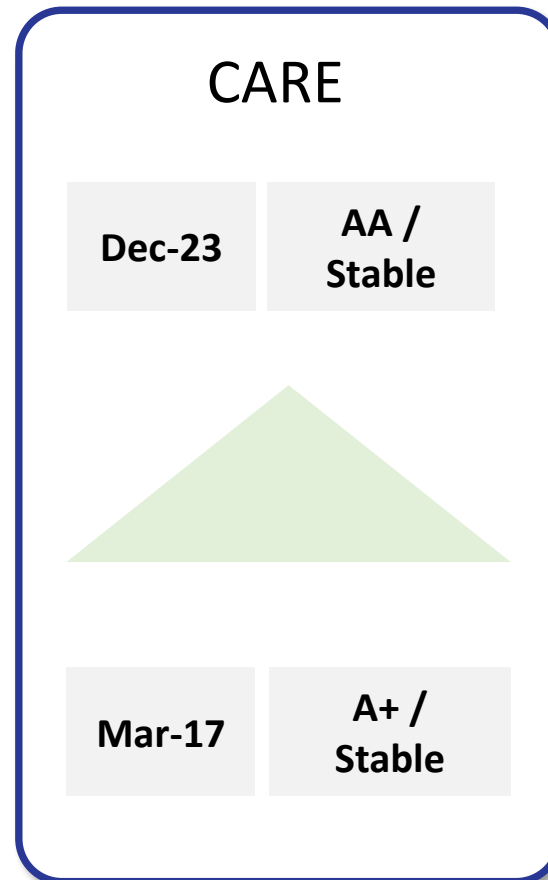
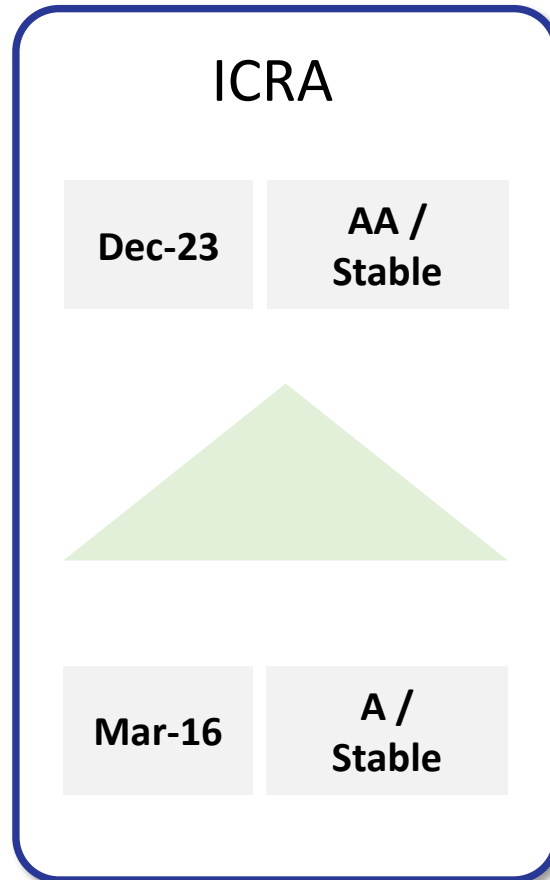
Credit & Risk




Risk-based, analytical pricing 360° customer view

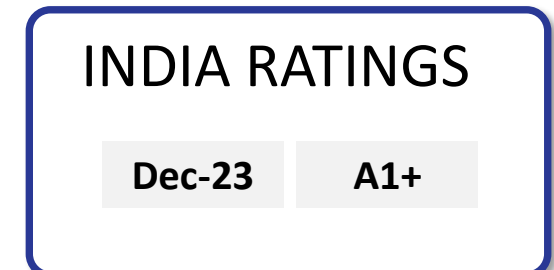
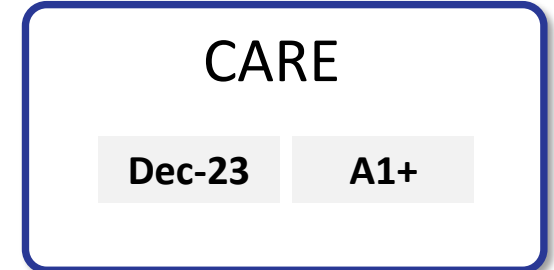
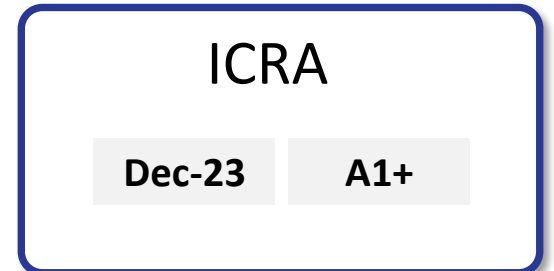
Data driven risk assessment, pricing and mitigation

Long-Term Credit Rating



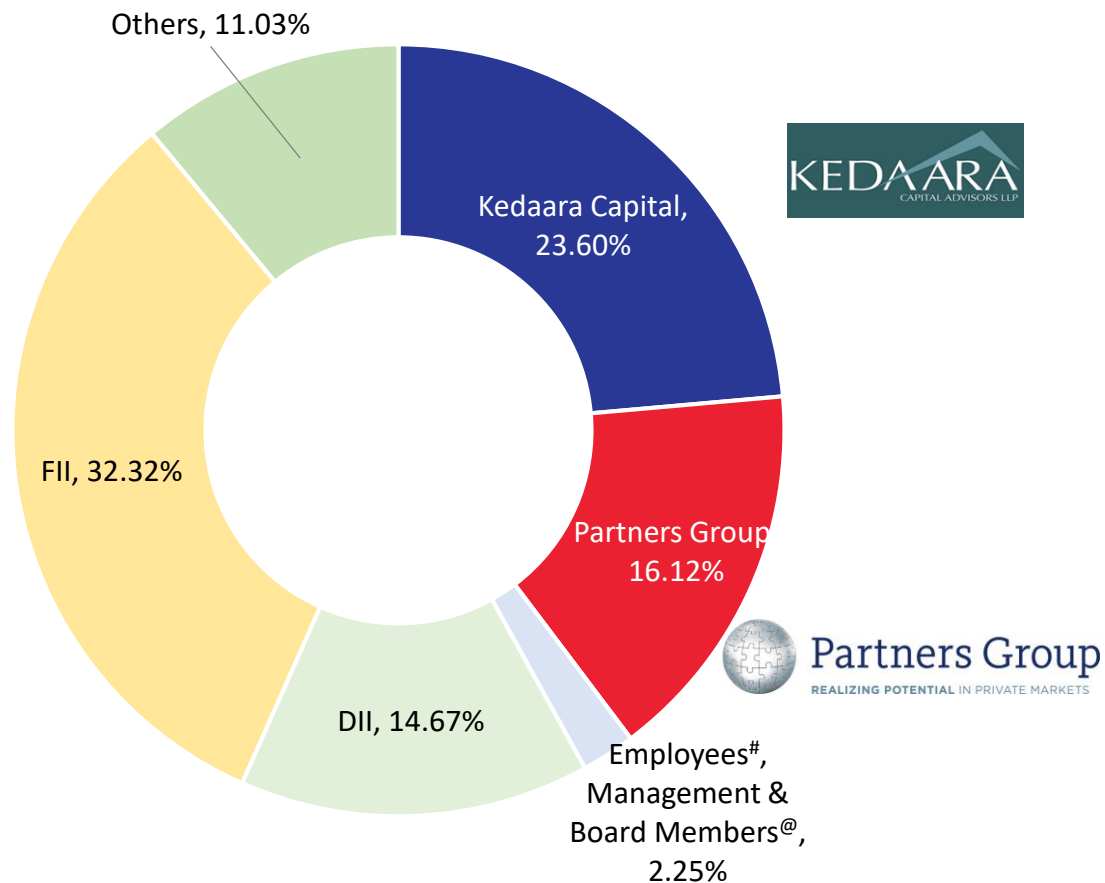
Short-Term Credit Rating

Reaffirmed



Diversified Shareholding Base

Shareholding Pattern as on
31st Dec 2023



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

[#] Employees refers to employees who are covered under SEBI (PIT) Regulations, 2015
[@] Includes holding by Management /Board's close relative/trust/HUF, etc.

Top Institutional Shareholders as on 31st Dec 2023

| Investor Details | % Holding |
|--|--------------|
| Kedaara Capital[^] | 23.60 |
| Partners Group[^] | 16.12 |
| Stewart Investors [^] | 6.17 |
| Wasatch Global Investors [^] | 5.18 |
| UTI Asset Management ^{^*} | 4.16 |
| Kotak Mahindra Asset Management ^{^*} | 3.30 |
| IIFL AMC & IIFL Offshore (Managed) ^{^*} | 3.25 |
| ADIA [^] | 2.53 |
| Vanguard Index Funds [^] | 2.26 |
| GPF Global [^] | 1.95 |
| Capital Group [^] | 1.92 |
| BoFA [^] | 1.76 |
| Sundaram MF [*] | 1.51 |
| Blackrock Index fund [^] | 1.26 |
| Invesco MF [*] | 1.19 |
| HDFC MF [*] | 1.07 |

[^] holding through various schemes/funds

^{*} includes Mutual Funds & Offshore Funds

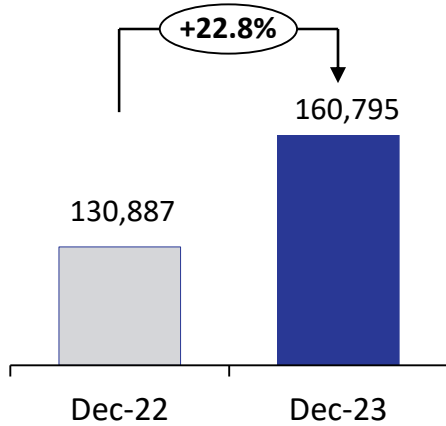


Financial Performance

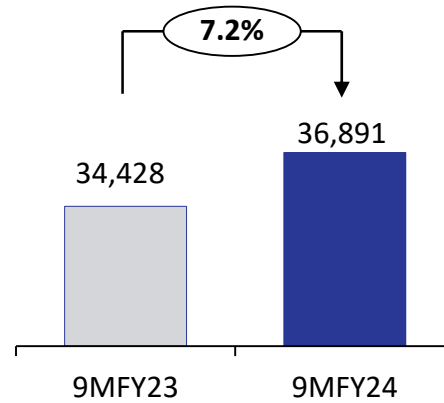
- ✓ Key Business Parameters
- ✓ Geographical Distribution
- ✓ Spreads and Margins
- ✓ Asset Quality
- ✓ Liability Franchise
- ✓ Key Ratios

Performance Highlights

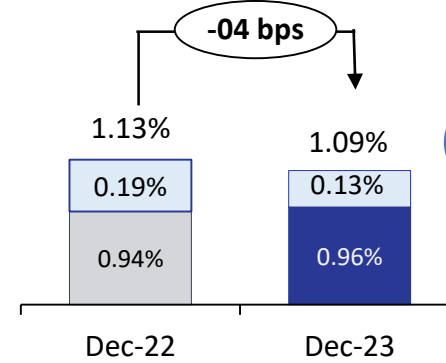
AUM (₹ Mn)



Disbursement (₹ Mn)

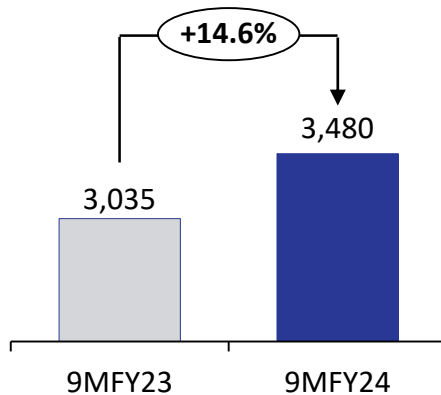


Gross Stage 3 (%)

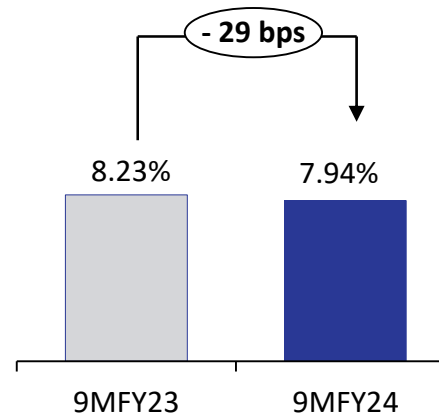


■ Indicates upto 90 DPD assets but categorized as GNPA/Gross Stage 3 on account of RBI notification

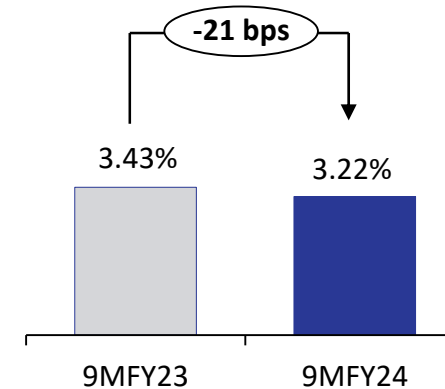
PAT* (₹ Mn)



NIM (%)



ROA (%)



Average Amount[^] per Active Loan Account as on Dec-23

₹ 0.91 Mn

Average Amount[^] per Disbursed Loan Account in 9MFY24

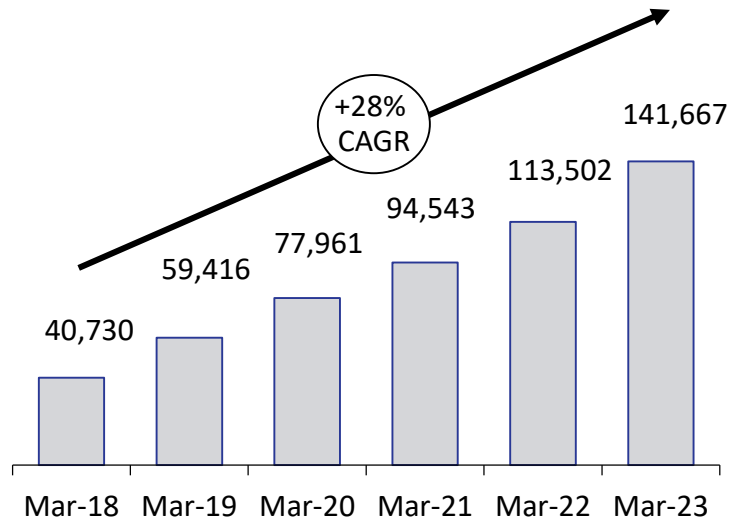
₹ 1.12 Mn

* PAT includes Other Comprehensive Income

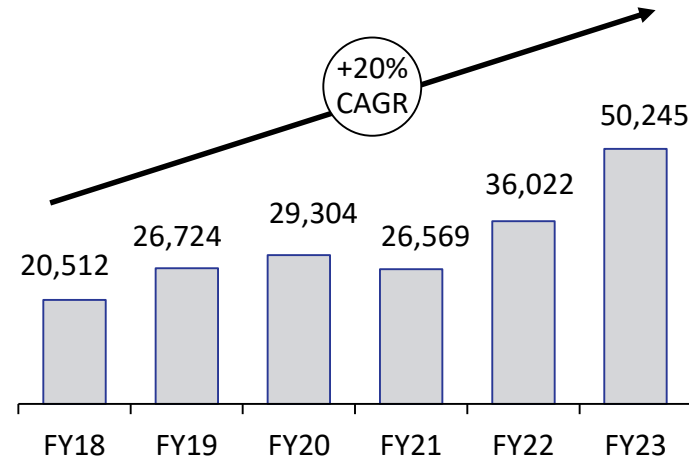
[^] at the time of Sanction

Healthy Business Growth

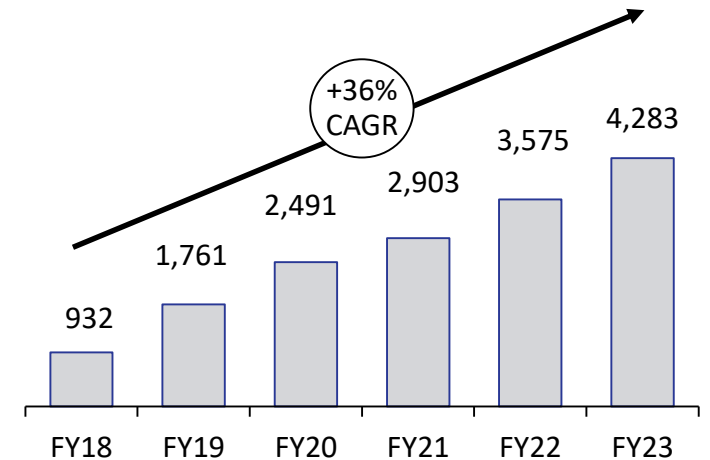
AUM (₹ Mn)



Disbursements (₹ Mn)



PAT* (₹ Mn)



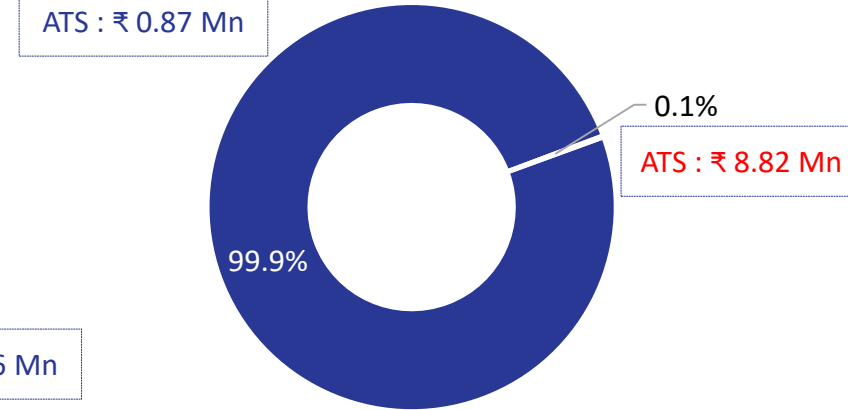
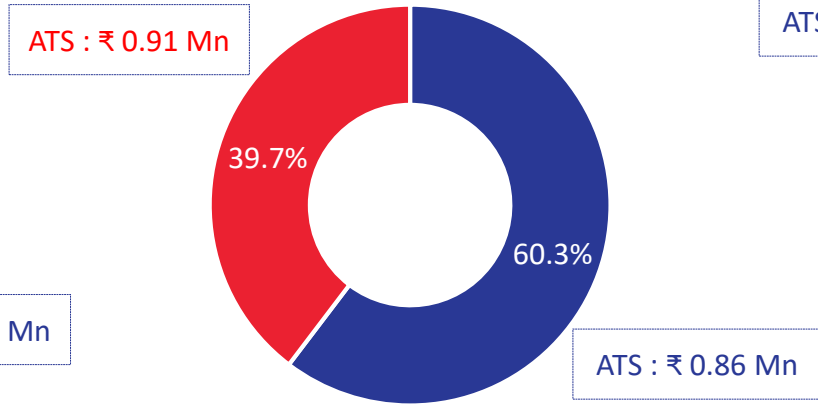
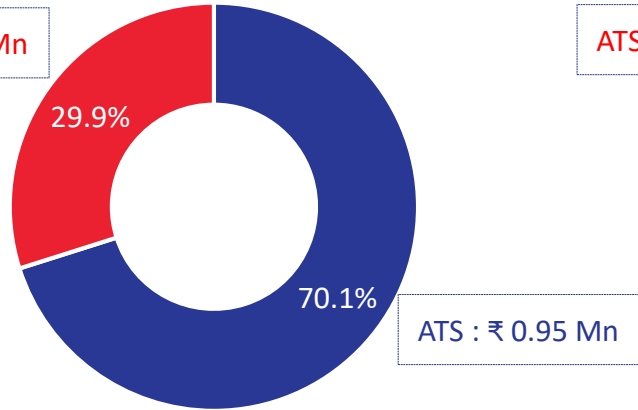
AUM break-up

Product Category

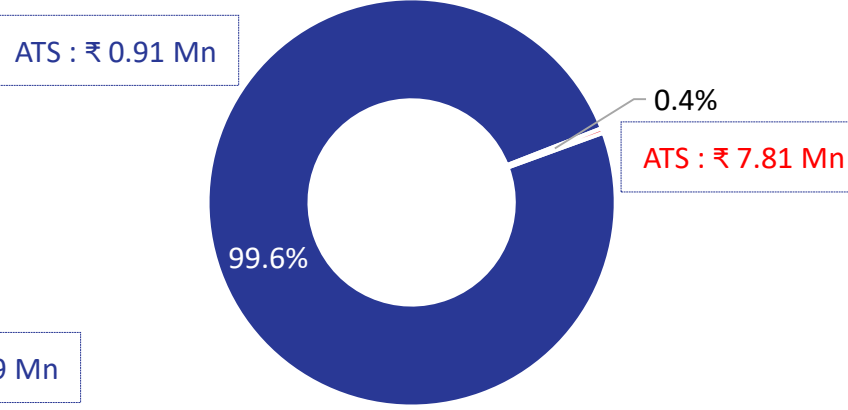
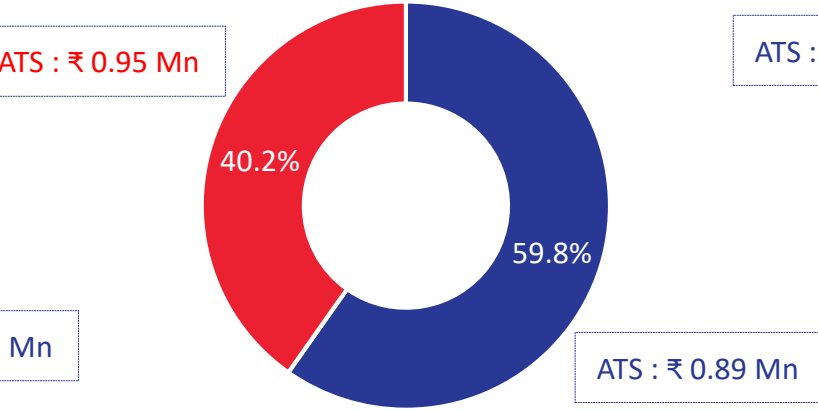
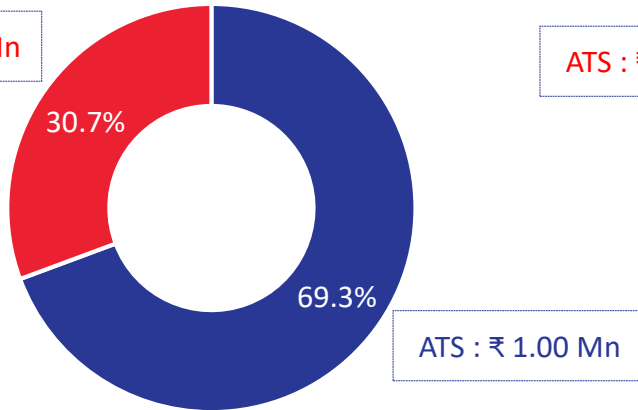
Occupation Category

Customer Category

31-Dec-22



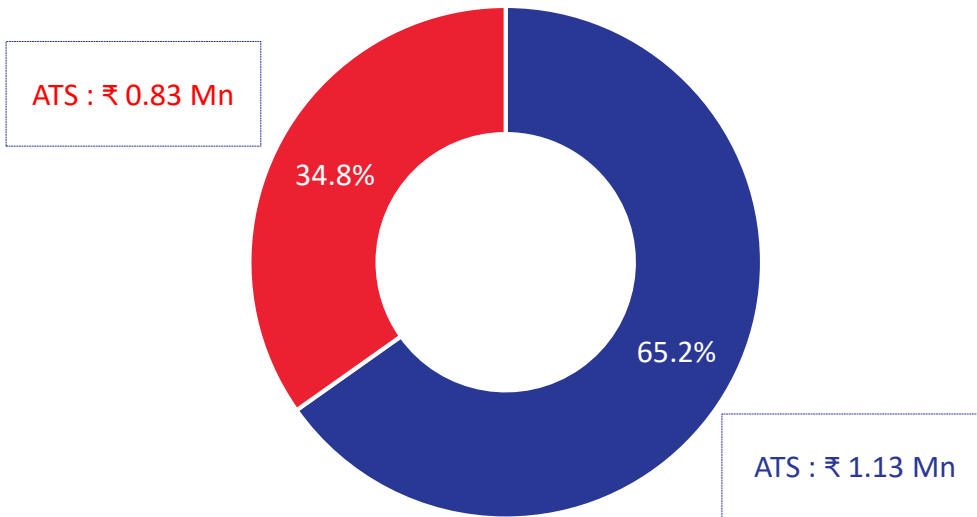
31-Dec-23



■ Home Loan
 ■ Other Mortgage Loan
 ■ Self-Employed
 ■ Salaried
 ■ Retail
 ■ Corporate

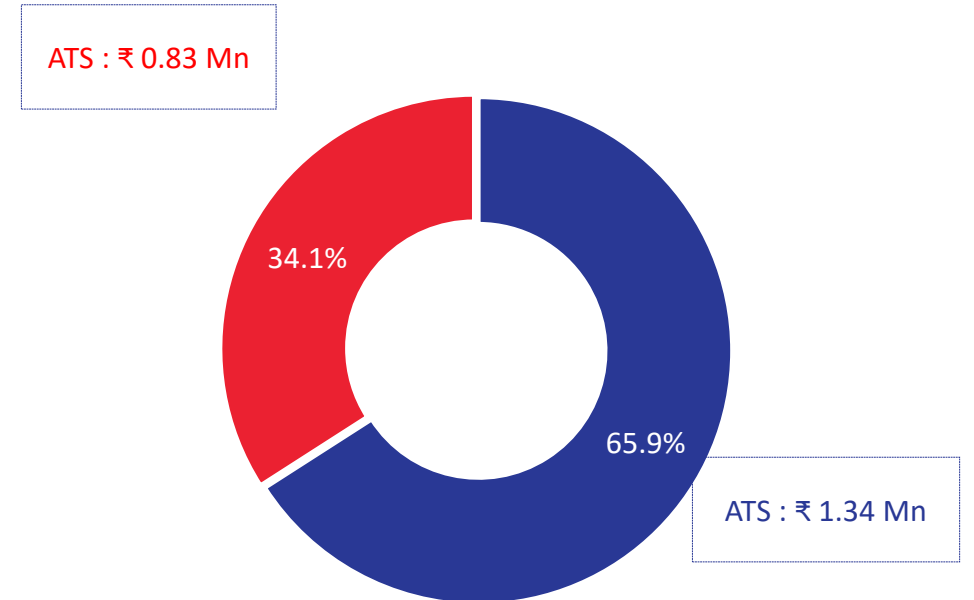
Disbursement break-up – Product category

9MFY23



Disbursement include 14.2% of mortgaged-backed MSME Loans classified under Other Mortgage Loans

9MFY24

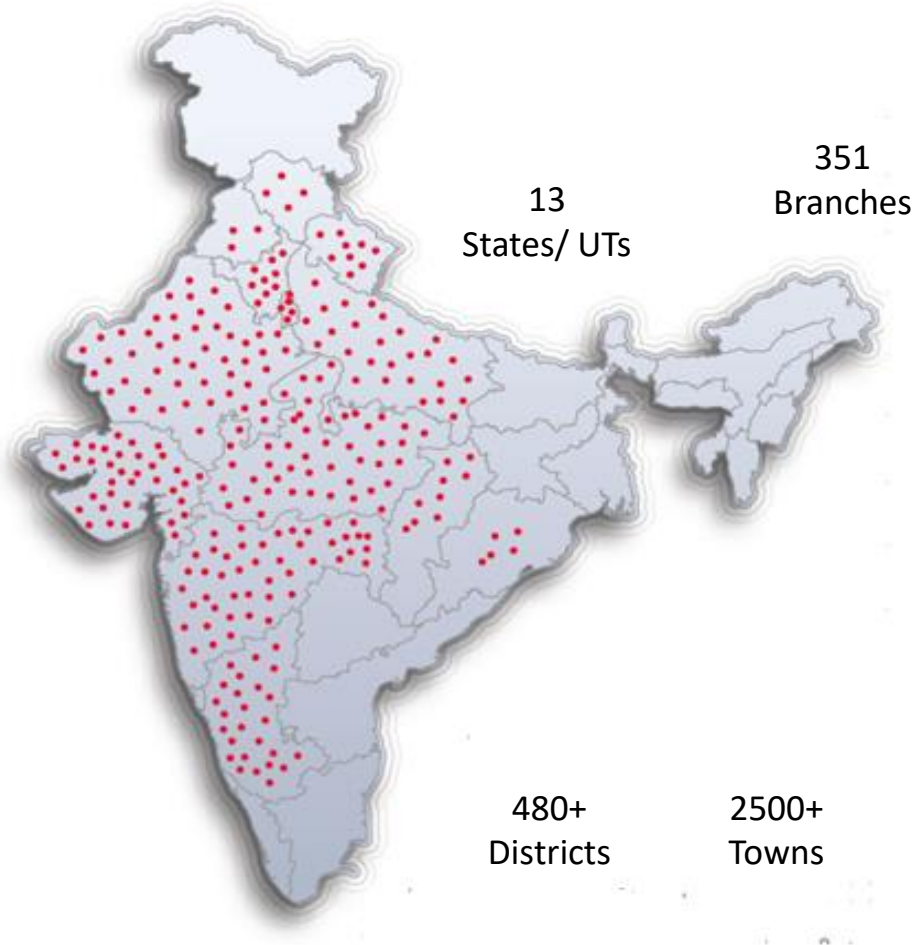


Disbursement include 18.6% of mortgage-backed MSME Loans classified under Other Mortgage Loans

■ Home Loan ■ Other Mortgage Loan

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

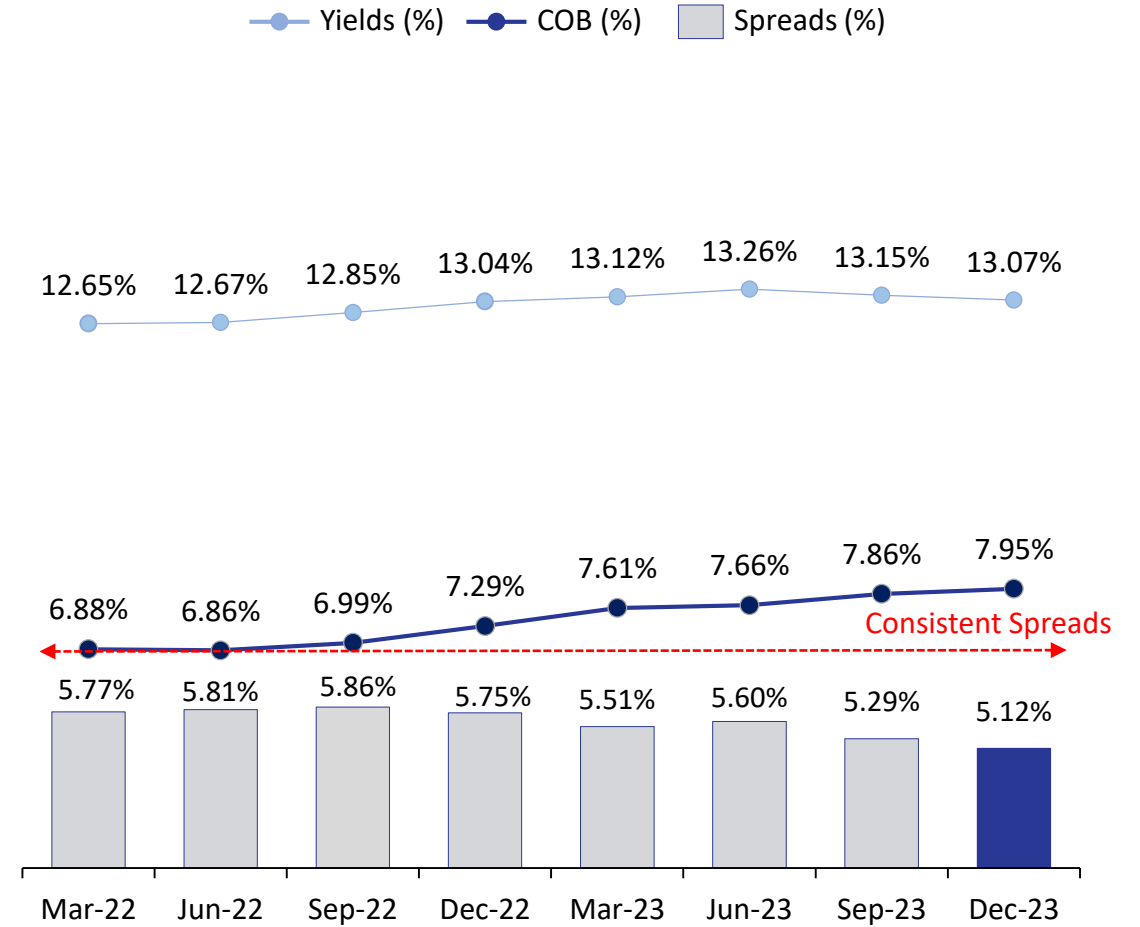
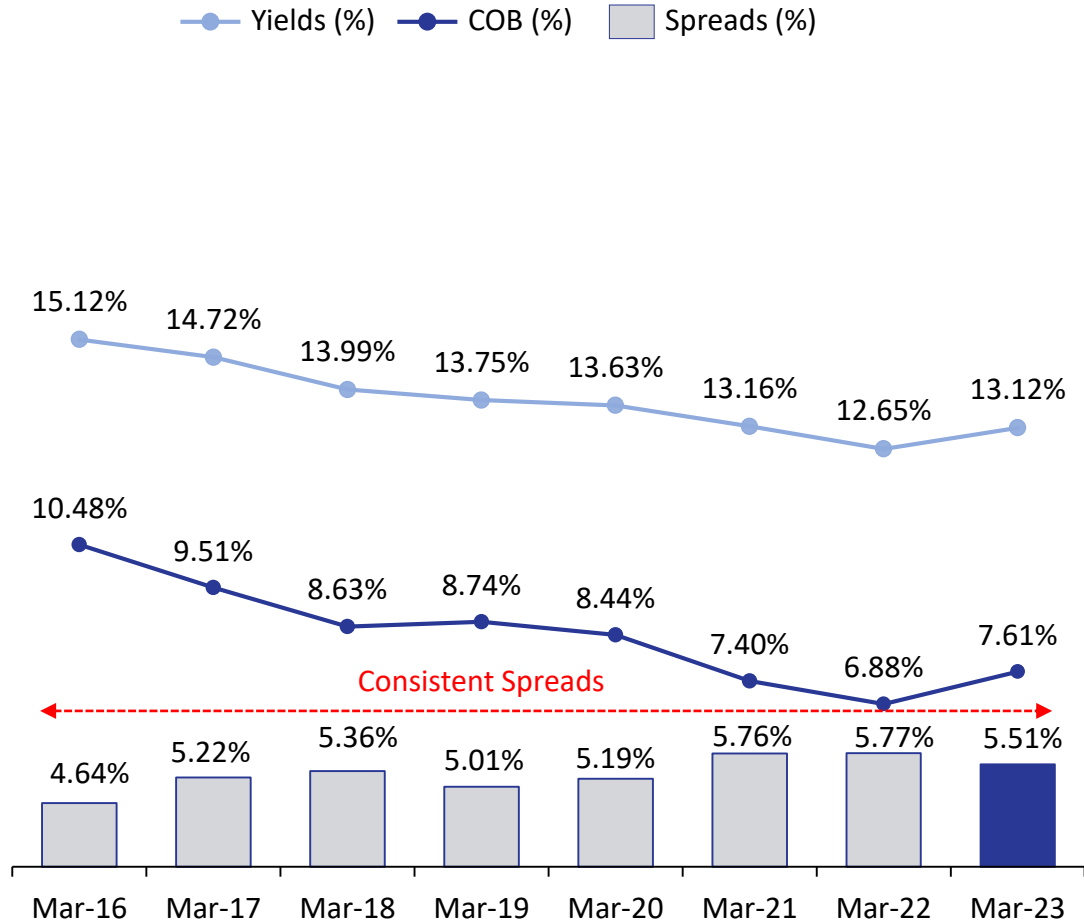
Well diversified geographical distribution



| State | Branches | Operations Commenced in |
|------------------|------------|-------------------------|
| Rajasthan | 103 | 2012 |
| Maharashtra | 48 | 2012 |
| Gujarat | 44 | 2012 |
| Madhya Pradesh | 49 | 2013 |
| Delhi | 5 | 2013 |
| Haryana & Punjab | 20 | 2017 |
| Chhattisgarh | 9 | 2017 |
| Uttar Pradesh | 30 | 2018 |
| Uttarakhand | 9 | 2018 |
| Himachal Pradesh | 4 | 2020 |
| Orissa | 6 | 2021 |
| Karnataka | 24 | 2021 |
| Total | 351 | |

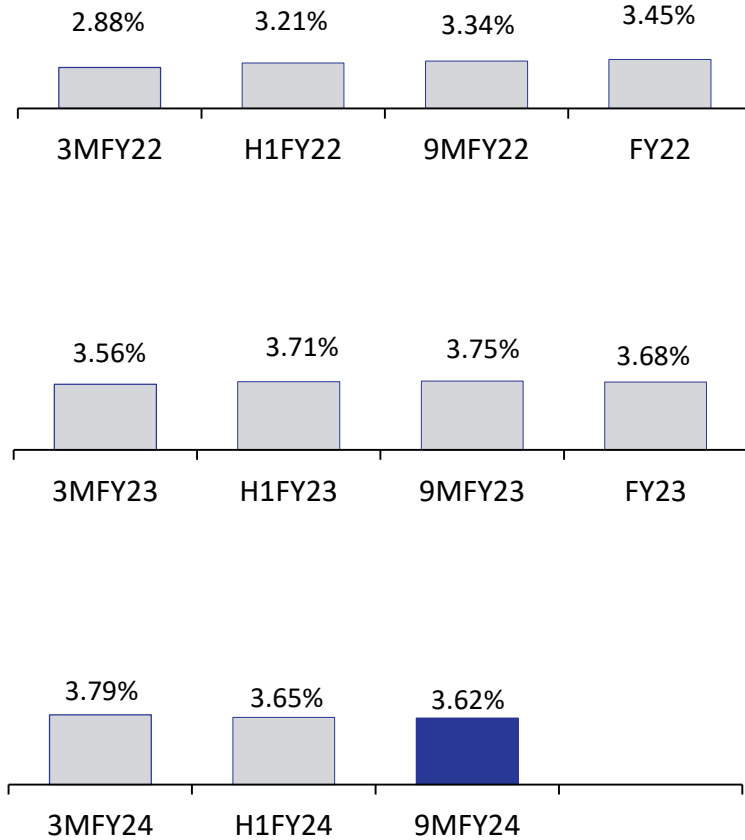
Consistent Spreads

Yields, Cost of Borrowings and Spreads (%)

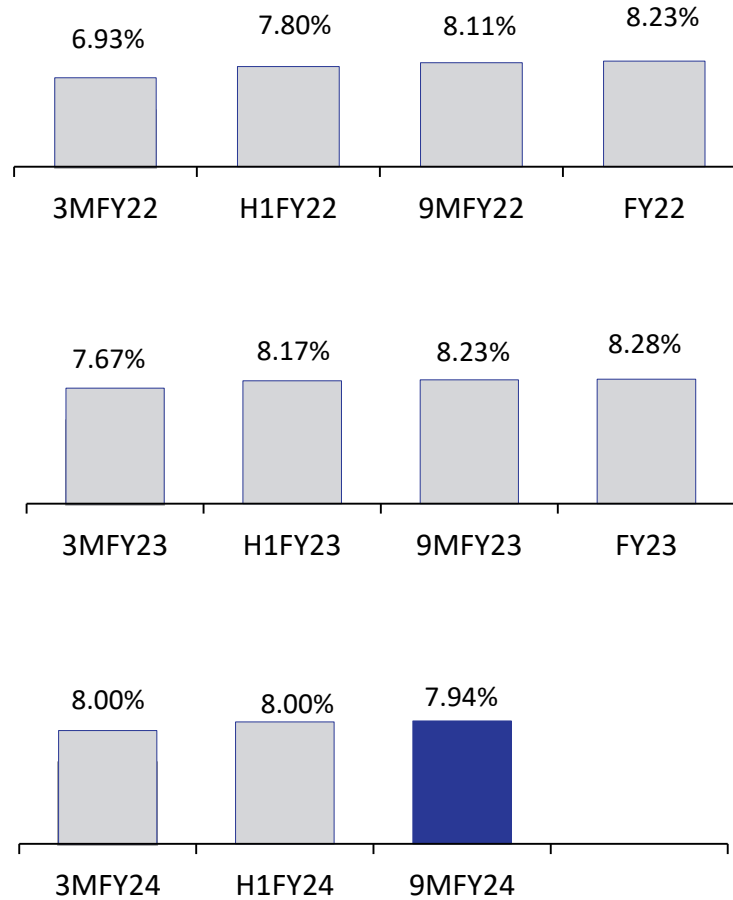


Margin and Cost Efficiency

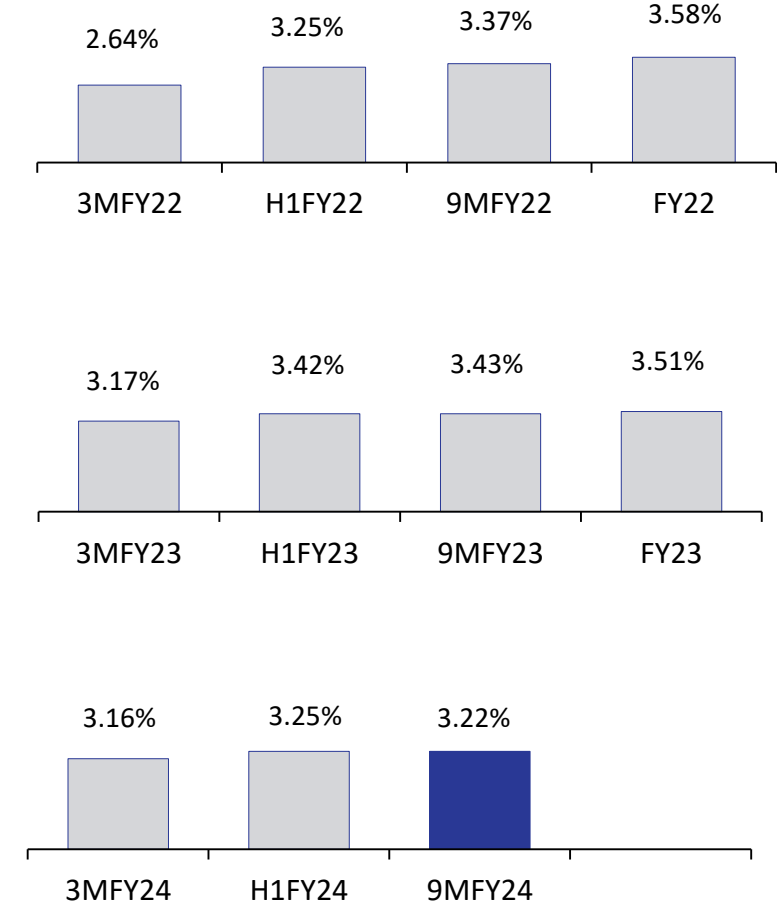
OpEx (%)



NIM (%)



ROA (%)

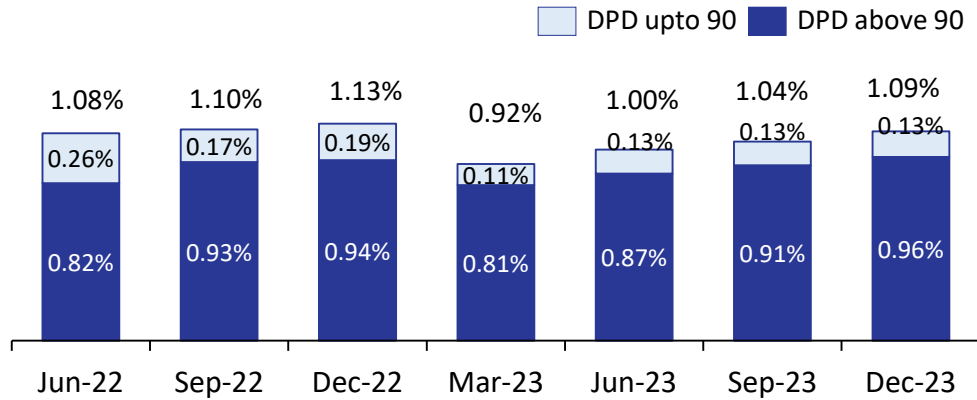


Data as per Ind-AS and cumulative for the mentioned period

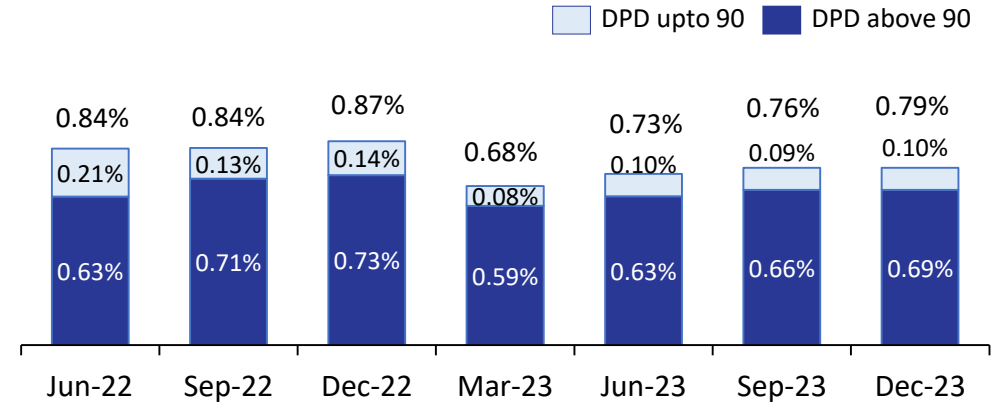
OpEx as % of Avg. total assets
NIM as % of Avg. total assets

Pristine Asset Quality

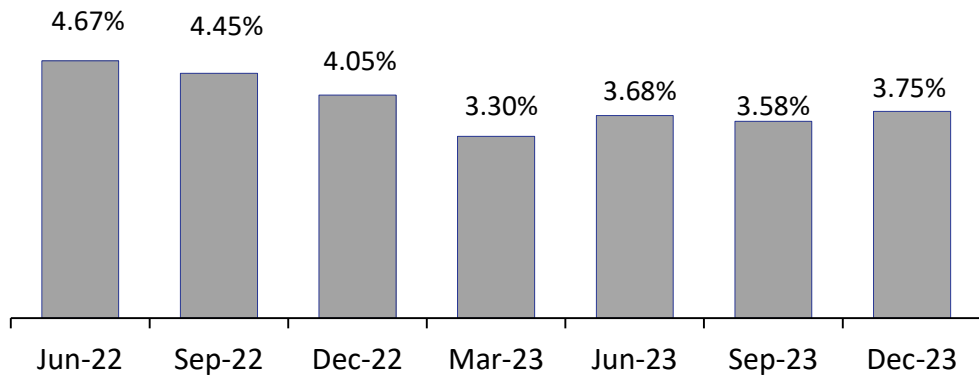
Gross Stage 3 (%)



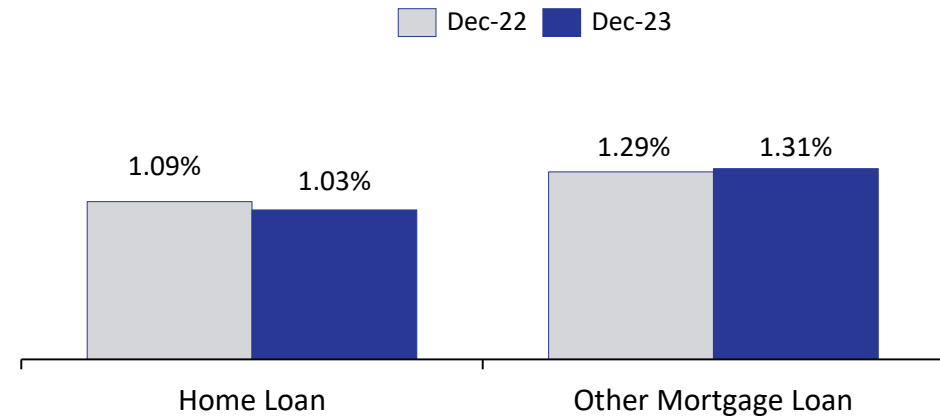
Net Stage 3 (%)



1+DPD (%)



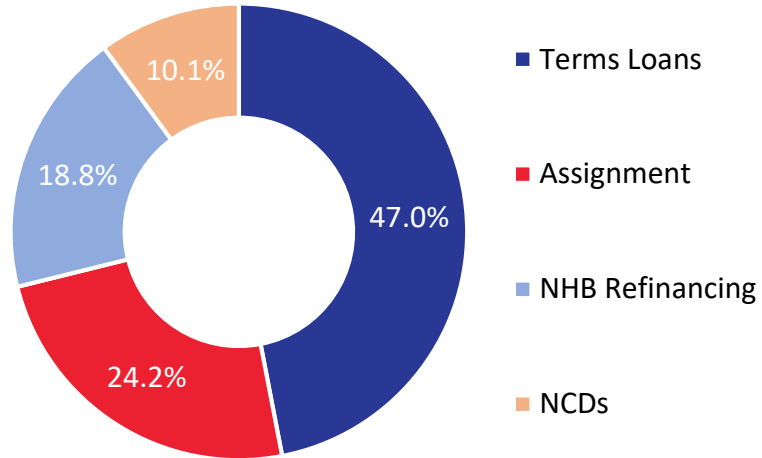
Segment-wise Gross Stage 3 (%)



Robust Liability Management

Diversified Funding Mix

As on Dec-23



#35 Lenders

Diversified Mix

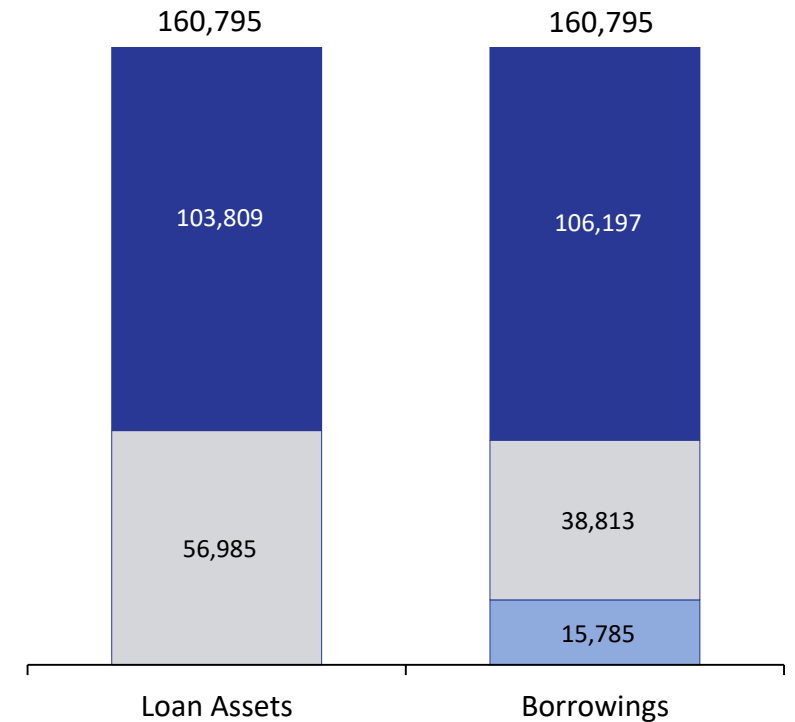
No exposure to
Commercial Papers

Incremental 9M FY24 Borrowings -
₹ 42,934 Mn for 132 months at 8.14%

Loan Assets & Borrowings (₹ Mn)

As on Dec-23

Floating Fixed Equity

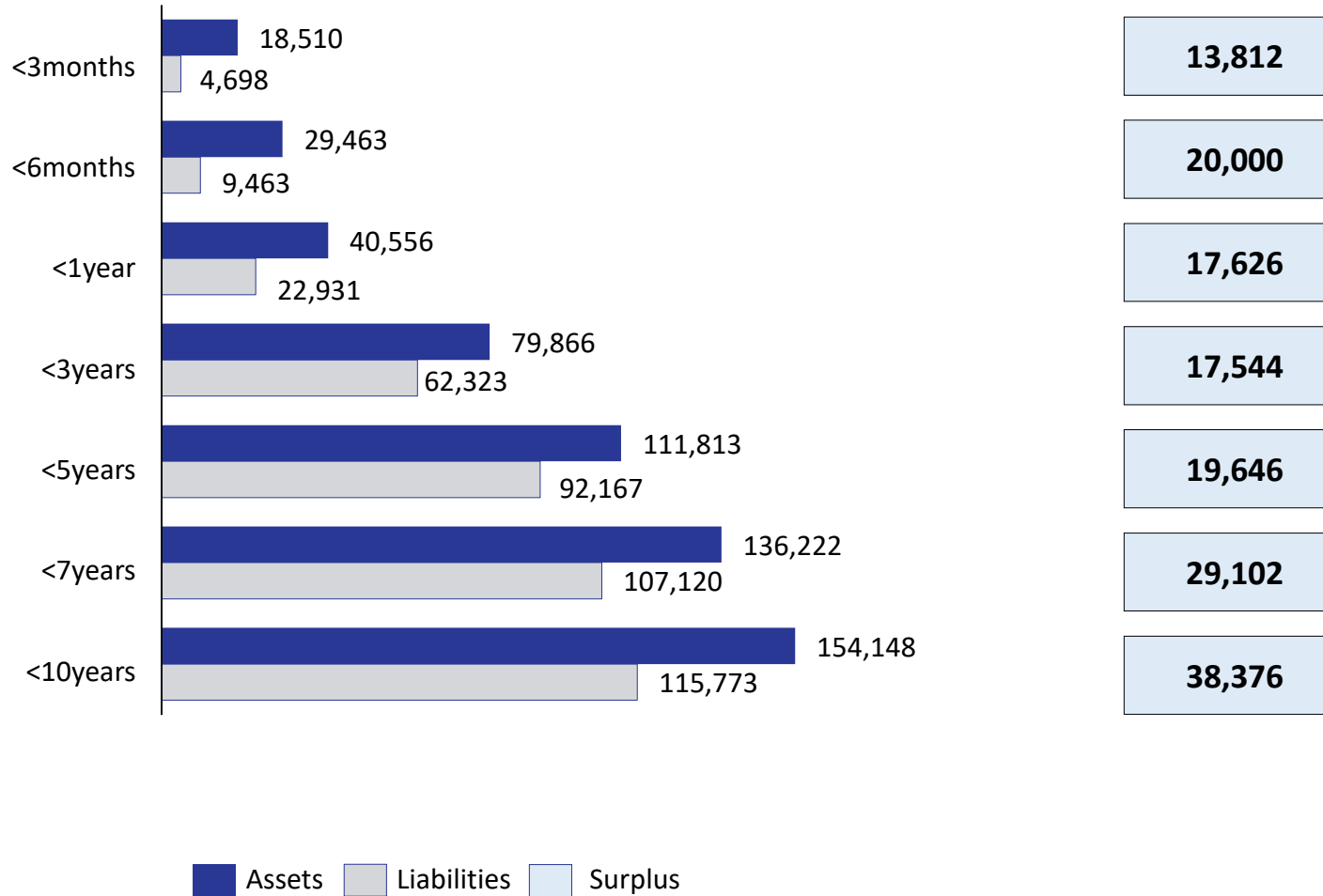


Payment Schedule of Debt Capital Market Exposure

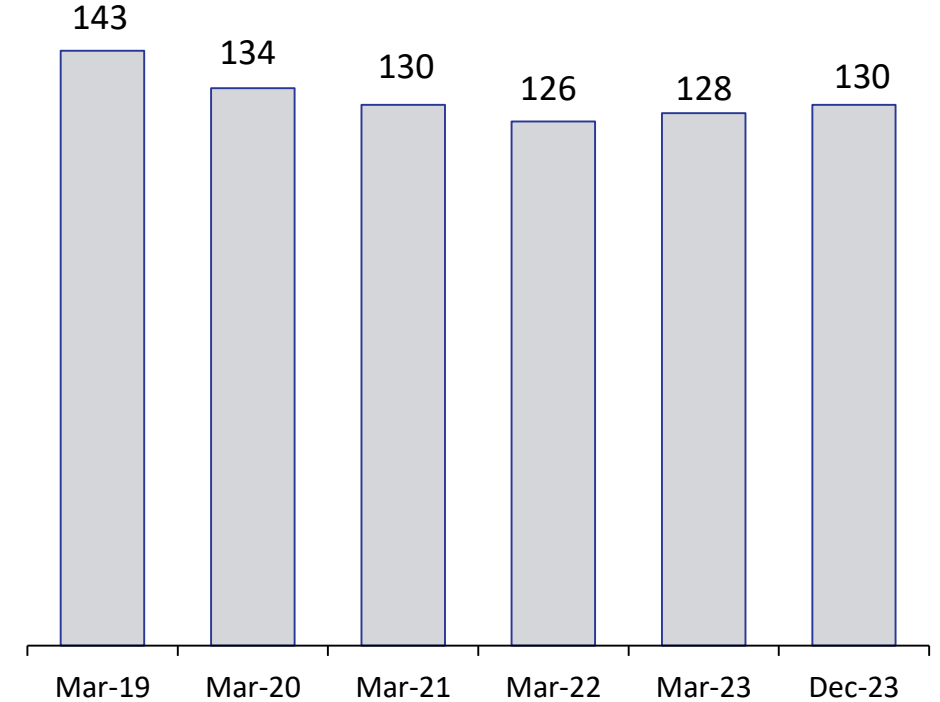
| NCD Investor | Exposure (₹ Mn) As on 31-Dec-23 | Payment Schedule (₹ Mn) | | | | | |
|---------------------|------------------------------------|-------------------------|--------------|--------------|--------------|--------------|--------------|
| | | Q4 FY24 | FY25 | FY26 | FY27 | FY28 | FY29 |
| Mutual Fund | 990 | - | - | - | 990 | - | - |
| IFC | 3,450 | - | 3,450 | - | - | - | - |
| Banks | 2,475 | 175 | 700 | 650 | 500 | 300 | 150 |
| BII (erstwhile CDC) | 4,600 | - | 500 | 1,400 | 900 | 900 | 900 |
| ADB | 3,077 | 342 | 684 | 684 | 684 | 684 | - |
| Total (Mn) | 14,592 | 517 | 5,334 | 2,734 | 3,074 | 1,884 | 1,050 |

Surplus Management* (₹ Mn)

As on Dec-23



Average tenor of outstanding borrowing (months)



* Data as per Ind-AS

Comfortable Liquidity Position

| Particulars (₹ Mn) | As on Dec-23 |
|--|---------------|
| Cash & Cash Equivalents | 17,410 |
| Un-availed CC Limits | 1,100 |
| Documented & Un-availed Sanctions from NHB | 7,000 |
| Documented & Un-availed Sanctions from other Banks | 15,240 |
| Total Liquidity Position | 40,750 |



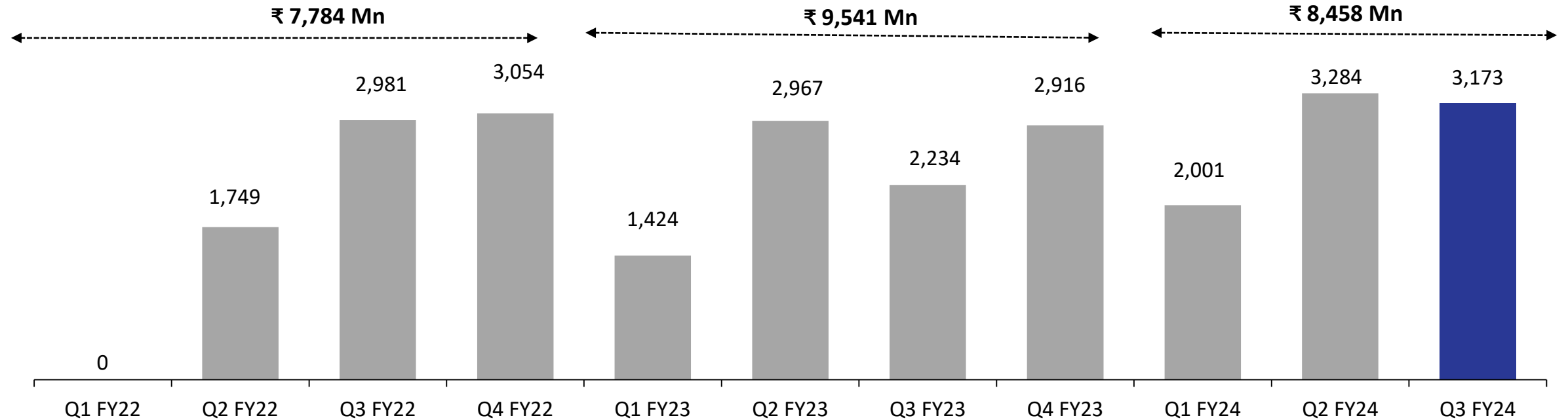
**High-Quality Liquidity of
₹ 25,510 Mn**

| Particulars (₹ Mn) | Q4 FY24 | Q1 FY25 | Q2 FY25 | Q3 FY25 |
|--|---------------|---------------|---------------|---------------|
| Opening Liquidity | 40,750 | 44,469 | 46,019 | 43,957 |
| Add: Principal Collections & Surplus from Operations | 6,275 | 6,190 | 6,299 | 6,201 |
| Less: Debt Repayments | 2,556 | 4,640 | 8,361 | 4,853 |
| Closing Liquidity | 44,469 | 46,019 | 43,957 | 45,304 |

₹ 45,304 Mn of Surplus Funds* available for business

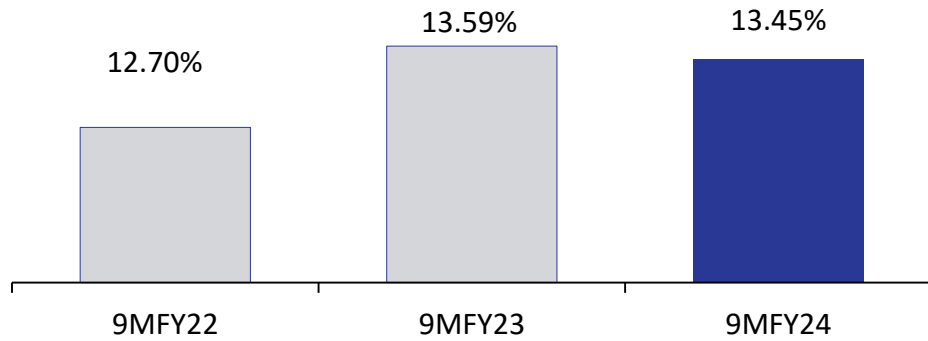
* without including any incremental sanctions

Net Securitization Volume

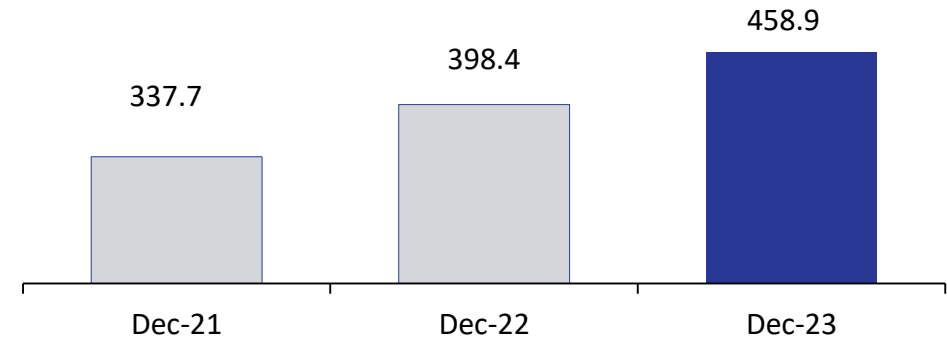


Key Financial Ratios

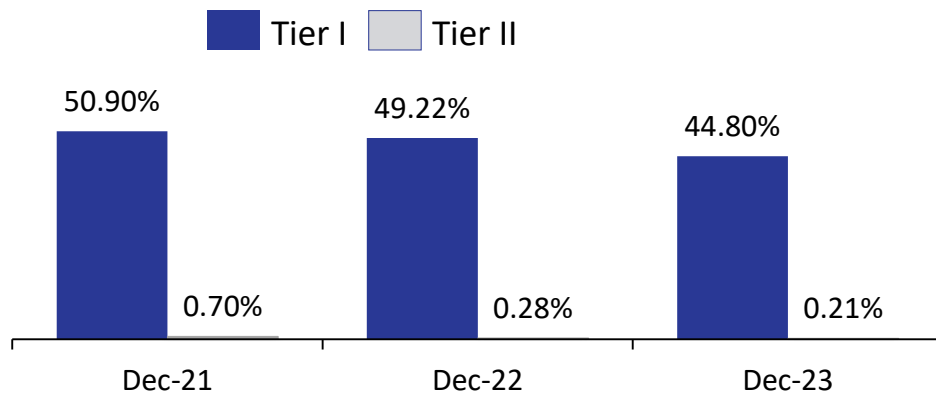
ROE (%)



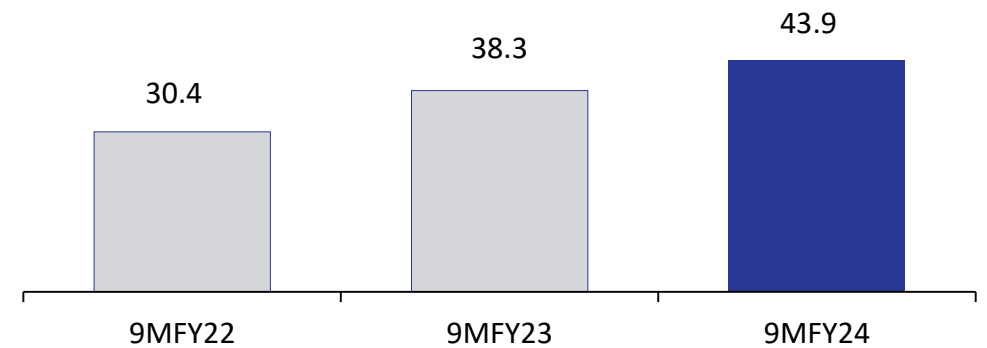
Book Value Per Share (₹)



Capital Adequacy Ratio (%)



Earning Per Share* (₹)





Annexures

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

Profit & Loss Statement

| Particulars (₹ Mn) | Q3 FY24 | Q3 FY23 | Y-o-Y | Q2 FY24 | Q-o-Q | 9M FY24 | 9M FY23 | Y-o-Y |
|---|----------------|----------------|--------------|----------------|--------------|----------------|----------------|--------------|
| Interest Income on Loans (incl. Processing Fee) | 4,351.6 | 3,635.4 | 19.7% | 4,222.4 | 3.1% | 12,703.4 | 10,193.2 | 24.6% |
| Interest Income on Fixed Deposits | 372.4 | 237.0 | | 370.8 | | 1,041.0 | 631.2 | |
| Reversal Income on Earlier Assigned Loans | (350.6) | (287.2) | | (334.5) | | (984.0) | (803.9) | |
| Upfronting Income on Fresh Assigned Loans | 447.6 | 359.9 | | 466.4 | | 1,244.3 | 1,070.6 | |
| Non-Interest Income | 270.9 | 174.5 | | 249.3 | | 730.3 | 508.2 | |
| Interest Expense (incl. Finance Charges) | (2,185.8) | (1,514.8) | | (2,067.0) | | (6,140.7) | (4,317.8) | |
| NIM | 2,906.2 | 2,604.8 | 11.6% | 2,907.5 | 0.0% | 8,594.2 | 7,281.5 | 18.0% |
| Operating Expenses | 1,329.2 | 1,190.0 | | 1,276.9 | | 3,923.1 | 3,316.8 | |
| Credit Costs | 79.7 | 35.1 | | 65.2 | | 201.6 | 60.4 | |
| Profit Before Tax | 1,497.4 | 1,379.7 | 8.5% | 1,565.4 | -4.3% | 4,469.6 | 3,904.4 | 14.5% |
| Provision for Taxation | 330.9 | 306.9 | | 348.2 | | 988.8 | 871.1 | |
| Profit After Tax | 1,166.5 | 1,072.7 | 8.7% | 1,217.2 | -4.2% | 3,480.8 | 3,033.2 | 14.8% |
| Total Comprehensive Income | 1,166.5 | 1,072.7 | | 1,216.1 | | 3,479.7 | 3,035.3 | |
| EPS – in Rs (Diluted) | 14.7 | 13.5 | | 15.4 | | 43.9 | 38.3 | |

Balance Sheet

| Particulars (₹ Mn) | 31-Dec-23 | 31-Mar-23 |
|--------------------------------|-----------------|-----------------|
| Sources of Funds | | |
| Share Capital | 791 | 791 |
| Reserves & Surplus | 35,523 | 31,906 |
| Borrowings | 1,14,721 | 98,873 |
| Deferred Tax Liability (Net) | 561 | 502 |
| Other Liabilities & Provisions | 2,902 | 2,034 |
| Total | 1,54,497 | 1,34,105 |
| Application of Funds | | |
| Loan Assets | 1,29,932 | 1,14,763 |
| Investments | 1,875 | 1,231 |
| Fixed Assets | 688 | 561 |
| Liquid Assets | 17,686 | 13,816 |
| Other Assets | 4,316 | 3,734 |
| Total | 1,54,497 | 1,34,105 |

PAT Reconciliation

| Particulars (₹ Mn) | 9M FY24 | 9M FY23 | Y-o-Y | Q3 FY24 | Q3 FY23 | Y-o-Y |
|--|----------------|----------------|--------------|----------------|----------------|-------------|
| Net Profit as per IGAAP | 3,234.5 | 2,787.1 | 16.1% | 1,060.2 | 987.7 | 7.3% |
| <u>Add / (Less) : Adjustments as per IndAS on account of:</u> | | | | | | |
| Adoption of effective interest rate (EIR) for amortisation of Income and expenses - financial assets at amortised cost / net interest on credit impaired loans | (12.2) | 103.0 | | 0.4 | 44.8 | |
| Fair valuation of employee stock options (ESOP) | (97.3) | (216.2) | | (7.4) | (88.3) | |
| Adoption of effective interest rate (EIR) for amortisation of expenses - financial liabilities at amortised cost | (10.1) | (27.7) | | (6.7) | (7.8) | |
| Net gain from excess interest spread on assignment transactions | 260.3 | 266.7 | | 97.0 | 72.7 | |
| Expected Credit Loss (ECL) provision | (19.7) | 33.8 | | (8.7) | 20.4 | |
| Other Adjustments | (12.2) | 11.9 | | (5.9) | 8.5 | |
| Deferred Tax impact on above adjustments and reversal of DTL on special reserve and other tax impact | 137.6 | 74.6 | | 37.5 | 34.6 | |
| Net Profit Before Other Comprehensive Income as per IndAS | 3,480.8 | 3,033.2 | 14.8% | 1,166.5 | 1,072.7 | 8.7% |
| Other Comprehensive Income after Tax | (1.1) | 2.1 | | - | - | |
| Total Comprehensive Income as per IndAS | 3,479.7 | 3,035.3 | 14.6% | 1,166.5 | 1,072.7 | 8.7% |

ECL Provisions

| Particulars (₹ Mn) | 31-Dec-23 | 31-Dec-22 | 31-Mar-23 |
|--------------------------------|---------------|---------------|---------------|
| Gross Stage 1 | 1,27,159.9 | 1,02,743.1 | 1,12,318.4 |
| % portfolio in Stage 1 | 97.23% | 96.74% | 97.26% |
| ECL Provision Stage 1 | 292.3 | 231.7 | 259.6 |
| ECL Provision % Stage 1 | 0.23% | 0.23% | 0.23% |
| Gross Stage 2 | 2,193.1 | 2,256.2 | 2,093.5 |
| % portfolio in Stage 2 | 1.68% | 2.12% | 1.81% |
| ECL Provision Stage 2 | 161.1 | 156.1 | 169.4 |
| ECL Provision % Stage 2 | 7.35% | 6.92% | 8.09% |
| Gross Stage 3 a (DPD <= 90) * | 174.3 | 199.9 | 127.2 |
| % portfolio in Stage 3 a | 0.13% | 0.19% | 0.11% |
| ECL Provision Stage 3 a | 41.3 | 47.3 | 30.1 |
| Gross Stage 3 b (DPD > 90) | 1,250.7 | 1,004.1 | 939.7 |
| % portfolio in Stage 3 b | 0.96% | 0.95% | 0.81% |
| ECL Provision Stage 3 b | 350.9 | 240.2 | 256.9 |
| ECL Provision % Stage 3 | 27.52% | 23.88% | 26.91% |
| Gross Stage 1, 2 & 3 | 1,30,777.9 | 1,06,203.4 | 1,15,478.8 |
| ECL Provision Stage 1, 2 & 3 | 845.6 | 675.3 | 716.1 |
| Total ECL Provision % | 0.65% | 0.64% | 0.62% |

During FY22, a resolution plan was implemented for certain borrower accounts as per RBI's Resolution Framework 2.0 dated 05-May-21. Basis the perceived risk and as a matter of prudence, some such accounts with an outstanding amount of ₹ 713.0 Mn are being classified as Stage 2, and a provision of ₹ 97.4 Mn has been created on such accounts as of 31-Dec-23 as per the guidelines.

DPD wise status of Restructured book as of Dec 31, 2023 :

| DPD Bucket | Total EAD |
|--------------|--------------|
| Current | 436.1 |
| 1-30 | 108.2 |
| 31-60 | 145.1 |
| 61-90 | 23.6 |
| Total | 713.0 |

Net Worth Reconciliation

| Particulars (₹ Mn) | 31-Dec-23 | 31-Mar-23 |
|--|-----------------|-----------------|
| Net Worth as per previous GAAP | 33,451.5 | 30,177.4 |
| 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 | (230.2) | (217.9) |
| Adoption of EIR for amortisation of expenses - financial liabilities at amortised cost | 86.2 | 96.0 |
| Net gain from excess interest spread on assignment transactions | 2,927.4 | 2,667.2 |
| Expected Credit Loss (ECL) | (84.7) | (65.0) |
| Other Adjustments | (236.8) | (224.0) |
| Deferred Tax impact on above adjustments and reversal of DTL on special reserve and other tax impact | 400.5 | 262.9 |
| | | |
| Net Worth as per Ind AS | 36,313.9 | 32,696.6 |

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

Stay committed to uphold transparency and Business integrity. Governance first always.

Robust Corporate Governance

The Board of Directors helps in improving corporate credibility and governance standards and managing 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 ([Link](#))
- Code of conduct for the Board of directors and Sr. 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](#))

Separate Chairperson & Managing Director position

Independent directors : 3 out of 9

Women directors : 2 out of 9

Environmental Initiatives

- Aavas has also started working with a third-party consultant “CARE Edge” to increase its ESG activities.
- **150 houses** are certified “EDGE certified Self-Built Green Homes.
- **25 KWP** Green Energy (Solar Plant) installed

Stakeholder Engagement Initiatives

- **Multiple recreational activities organized** during the quarter for employees such as Diwali Fair, Rangoli Competition, Xmas Celebration, Dance Workshops etc.
- **Webinars organized for Development and Wellbeing of employees with the topics-**
 - ✓ Fostering Gender Diversity
 - ✓ Body Clock, Breathing & Sleep Optimization Financial Planning
- Launched “**Women Wellness Policy**” a step towards gender sensitivity and Sanitary Pad Vending machine has been set up.
- **148 Hours** trainings given under Project Vishwakarma (Skill training).
- **1280 Hours** trainings given under Project Gram Siddhi and **10** new Gram Siddhi centers inaugurated during the Quarter.
- **Daily hot cooked food** being served to 1000 persons at SMS Hospital Jaipur.
- Aavas undertook “**Swachhata is Seva**”- **Swachh Bharat Mission** on October 1st with employees participating in cleanliness drive.
- Aavas organized **Blood Donation Camp** to build a world of care and compassion by donating life-saving blood.

Awards & Accolades



Assocham – ‘Excellence in Self-built green housing’ award



ICAI Sustainability Awards 2022-23 (Silver category)

ESG ratings

| Rating Agencies | Rating/Score |
|-----------------|-------------------|
| CRISIL | 64-Strong |
| REFINITIV | 55-Strong |
| SUSTAINALYTICS | 26.2- Medium Risk |
| MORNINGSTAR | 26.16- Medium |



SAPNE AAPKE, SAATH HAMAARA

Aavas Financiers Limited

CIN: L65922RJ2011PLC034297

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SGA Strategic Growth Advisors

Strategic Growth Advisors Private Limited

CIN: U74140MH2010PTC204285

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Thank You !