

TRACK RECORD OF THE PUBLIC ISSUES MANAGED BY THE MERCHANT BANKER IN THE LAST 3 FINANCIAL YEARS

Name of the Issue:

Aavas Financiers Limited

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- 1. Type of Issue (IPO/FPO)** IPO
- 2. Issue Size (Rs. Cr)** INR 1,640.32
- 3. Grade of issue along with name of the rating agency**
- Name** NA
- Grade** NA
- 4. Subscription Level (Number of times)** 0.9228 times (excluding Anchor Investor Portion) after removing multiple and duplicate bids and technical rejection cases from the Bid Book

Source – Minutes of Basis of Allotment dated October 3, 2018

5. QIB Holding (as a % of outstanding capital) as disclosed to stock exchanges

Particulars	Percentage
(i) allotment in the issue	23.09*
(ii) at the end of the 1st Quarter immediately after the listing of the issue***	31.24
(iii) at the end of 1st FY (March 31, 2019)***	31.84
(iv) at the end of 2nd FY (March 31, 2020)***	37.10
(v) at the end of 3rd FY (March 31, 2021)^	NA

* As a % of Total Paid up Share Capital

(^) QIB Holding not disclosed as reporting for relevant period / fiscal years has not been completed

*** Shareholding Pattern filed with BSE for the Quarter ended December 31, 2018, Financial Year ended March 31, 2019 and Financial Year ended March 31, 2020 - represents holding of "Institutions" category.

6. Financials of the issuer (as per the annual financial results submitted to stock exchanges)

Consolidated (Rs. in Crores)

Parameters	1st FY (March 31, 2019)^	2nd FY (March 31, 2020)^	3rd FY (March 31, 2021)*
Income from operations	710.17	902.55	N.A.
Net Profit for the period	176.03	249.04	N.A.
Paid-up equity share capital	78.11	78.32	N.A.
Reserves excluding revaluation reserves	1758.91	2019.59	N.A.

* Financials not disclosed as reporting for the relevant fiscal years has not been completed.

^ Source – Results uploaded on stock exchanges for FY ending March 31, 2019

^^ Source – Results uploaded on stock exchanges for FY ending March 31, 2020

Standalone (Rs. in Crores)

Parameters	1st FY (March 31, 2019)^	2nd FY (March 31, 2020)^	3rd FY (March 31, 2021)*
Income from operations	709.97	902.29	N.A.
Net Profit for the period	175.91	249.12	N.A.
Paid-up equity share capital	78.11	78.32	N.A.
Reserves excluding revaluation reserves	1758.85	2019.61	N.A.

* Financials not disclosed as reporting for the relevant fiscal years has not been completed.

^ Source – Results uploaded on stock exchanges for FY ending March 31, 2019

^^ Source – Results uploaded on stock exchanges for FY ending March 31, 2020

7. Trading Status in the scrip of the issuer

Company's Equity Shares are listed on both the BSE Limited and the National Stock Exchange of India Limited.

Particulars	Status
(i) at the end of 1st FY (March 31, 2019)	Frequently Traded
(ii) at the end of 2nd FY (March 31, 2020)	Frequently Traded
(iii) at the end of 3rd FY (March 31, 2021)*	N.A.

* Trading status not disclosed as reporting for the relevant fiscal years has not been completed

8. Change in Directors of issuer from the disclosures in the offer document

Particulars	Name of the Director	Appointed / Resigned
(i) at the end of 1st FY (March 31, 2019)	Mr. Sushil Kumar Agarwal	Re-appointment as the Whole Time Director and Chief Executive Officer of the Company with effect from January 10, 2019
(ii) at the end of 2nd FY (March 31, 2020)*	Mr. Krishan Kant Rathi Ms. Soumya Rajan	Ceased w.e.f. August 28, 2019 Appointed as Non-Executive Independent Director w.e.f. August 29, 2019
(iii) at the end of 3rd FY (March 31, 2021)*#	N.A.	N.A.

Source – Stock Exchange filings

*Changes in directors not disclosed as reporting for relevant fiscal years has not been completed

#However till November 25, 2020, there has been no changes made in the fiscal year.

9. Status of implementation of project/ commencement of commercial production

- (i) **As disclosed in the offer document:** N.A.
- (ii) **Actual implementation:** N.A.
- (iii) **Reasons for delay in implementation, if any:** N.A.

10. Status of utilization of issue proceeds

- (i) **As disclosed in the offer document:** N.A.
- (ii) **Actual utilization:** N.A.
- (iii) **Reasons for deviation, if any:** N.A.

11. Comments of monitoring agency, if applicable

(a) Comments on use of funds	Nil
(b) Comments on deviation, if any, in the use of proceeds of the issue from the objects stated in the offer document	
(c) Any other reservations expressed by the monitoring agency about the end use of funds	

Source – Monitoring Agency Report dated January 29, 2019

12. Pricing Data

Issue Price (Rs.):

821/- per Equity Share

Designated Stock Exchange:

National Stock Exchange of India Limited

Listing Date:

October 8, 2018

Price parameters	At close of listing day (i.e. October 8, 2018)	At close of 30th calendar day from listing day (i.e. November 6, 2018)	At close of 90th calendar day from listing day	As at the end of 1st FY after the listing of the issue (March 31, 2019)***		
				Closing price	High (during the FY)	Low (during the FY)
Market Price on Designated Stock Exchange (NSE)	774.35	662.35	840.85	1155.8	1260	612.25
Nifty	10,348.05	10530	10727.35	11623.9	11630.35	10004.55
Sectoral Index	NA	NA	NA	NA	NA	NA

Price parameters	As at the end of 2nd FY after the listing of the issue (March 31, 2020)			As at the end of 3rd FY after the listing of the issue (March 31, 2021)*		
	Closing price	High (during the FY)	Low (during the FY)	Closing price	High (during the FY)	Low (during the FY)
Market Price on Designated Stock Exchange (NSE)	1188.85	2039.9	874.5	NA	NA	NA
Nifty	8597.75	12362.3	7610.25	NA	NA	NA
Sectoral Index	NA	NA	NA	NA	NA	NA

*** 31st and 30th March 2019 being a Sunday and Saturday respectively, figures of March 29, 2019 have been considered

Source: NSE website

* Pricing Data not disclosed as reporting for the relevant fiscal years has not been completed

13. Basis for Issue Price (Source of accounting ratios of peer group and industry average may be indicated; Source of the accounting ratios may generally be the same, however in case of different sources, reasons for the same may be indicated)

Accounting ratio		As disclosed in the Prospectus dated October 1, 2018 ⁽¹⁾⁽³⁾	At the end of 1st FY (March 31, 2019) ⁽⁴⁾	At the end of 2nd FY (March 31, 2020) ^{(2)(#)}	At the end of 3rd FY (March 31, 2021) ⁽⁵⁾
EPS	Issuer:	--	--	--	--
	Standalone (Basic)	15.87	23.65	31.86	N.A
	Standalone (Diluted)	15.21	23.08	31.49	N.A
	Consolidated (Basic)	15.86	23.66	31.85	N.A
	Consolidated (Diluted)	15.20	23.10	31.48	N.A
	Peer Group :	--	--	--	--
	HDFC Limited	100.4	56.53	102.91	N.A
	Gruh Finance Limited	5.0	6.1	-	N.A
	Repco Home Finance Limited	34.4	39.81	N.A	N.A
	Can Fin Homes Limited	22.7	22.29	28.25	N.A
	PNB Housing Finance Limited	49.8	64.61	40.6	N.A
	Industry Avg:	44.26	37.87	N.A	N.A
P/E	Issuer:	--	--	--	--
	Standalone (Basic)	51.54	48.87	37.31	N.A
	Standalone (Diluted)	53.78	50.08	37.75	N.A
	Consolidated (Basic)	51.58	48.85	37.33	N.A
	Consolidated (Diluted)	53.82	50.03	37.77	N.A
	Peer Group:	--	--	--	--
	HDFC Limited	18.6	34.82	15.87	N.A
	Gruh Finance Limited	64.5	45.21	-	N.A

	Repco Home Finance Limited	15.7	11.66	N.A	N.A
	Can Fin Homes Limited	13.6	15.65	9.88	N.A
	PNB Housing Finance Limited	26.2	13.38	3.99	N.A
	Industry Composite:	27.72	24.14	N.A	N.A
RoNW (%)	Issuer:	--	--	--	--
	Standalone	8.46%	9.52%	11.87%	N.A
	Consolidated	8.46%	9.58%	11.87%	N.A
	Peer Group:	--	--	--	--
	HDFC Limited	18.8%	12.45%	20.62%	N.A
	Gruh Finance Limited	26.3%	23.64%	-	N.A
	Repco Home Finance Limited	16.0%	15.07%	N.A	N.A
	Can Fin Homes Limited	22.4%	16.65%	17.49%	N.A
	PNB Housing Finance Limited	13.2%	14.54%	8.59%	N.A
	Industry Composite:	19.34	16.47	N.A	N.A
NAV	Issuer:	--	--	--	--
	Standalone	157.03	236.46	267.87	N.A
	Consolidated	157.03	235.21	267.93	N.A
	Peer Group:	--	--	--	--
	HDFC Limited	516.4	449.35	497.42	N.A
	Gruh Finance Limited	18.9	25.78	-	N.A
	Repco Home Finance Limited	215.4	248.89	N.A	N.A
	Can Fin Homes Limited	101.1	133.80	161.42	N.A

	PNB Housing Finance Limited	378.5	443.96	472.51	N.A
	Industry Avg:	246.06	260.36	N.A	N.A

Notes:

(1) Prospectus dated October 1, 2018

(2) Source – Results uploaded on the Stock Exchange for FY ended March 31, 2020.

(3) All financials are for the financial year ending June 30, 2018

(4) Source – Results uploaded on the Stock Exchange for FY ended March 31, 2019

(5) Not disclosed as the reporting for the relevant fiscal years has not been completed.

(#) Note – W.e.f. October 16, 2019, pursuant to the Scheme of Amalgamation as sanctioned by the Ahmedabad Bench of the Hon'ble National Company Law Tribunal & Kolkata Bench of the Hon'ble National Company Law Tribunal, inter alia, between GRUH Finance Ltd (GFL) and Bandhan Bank Limited, GFL shall cease to trade on exchanges.

14. Any other material information

Particulars						Date
Increase in Prime Lending Rate of the Company by 35 basis points to 15.45% from 15.10% with effect from November 01, 2018.						27-Oct-2018
Aavas Financiers raises INR 200 crores from CDC Group through issuance of Rupee Denominated Masala Bonds						20-Dec-2018
Strengthens Liquidity Position with National Housing Bank (NHB) Refinance Assistance of Rs. 500 Crores						28-Dec-2018
Intimation of Revision in Credit Rating of Aavas Financiers Limited ("the Company") by CARE Ratings Limited						01-Mar-2019
Intimation of Amendment of Policy pursuant to Regulation 8(2) of SEBI (Prohibition of Insider Trading) Regulations, 2015						31-Mar-2019
Change in designation of Mr. Sushil Kumar Agarwal as Managing Director and Chief Executive Officer of the Company from Whole Time Director and Chief Executive Officer of the Company with effect from the date of the Board Meeting						03-May-2019
The Board approved offer, issue and allot in one or more tranches, Non-convertible Debentures including but not limited to subordinate debentures, bonds, and/or other debt securities for an amount not exceeding Rs. 3000 Crore						03-May-2019
Long Term Rating Upgrade by CARE to "AA-/Stable" from "A+/Positive"						03-May-2019
Ratings undertaken by India Ratings on Company's debt instruments						08-May-2019
Name of the Company	Credit Rating Agency	Instrument	Size of issue (Million)	Rating	Rating Action	
Aavas Financiers Limited	India Ratings	Short-Term Debt	INR 1000	IND A1+	Assigned	
		Non-Convertible Debentures (NCDs)	INR 600	WD	Withdrawn (Facility is repaid in full)	
The Board shall consider the issue of NCDs on private placement basis						25-May-2019
The Board Members at their meeting held on May 29, 2019 has approved the issuance of upto 3750 Rated, Secured, Redeemable, Non - Convertible Debentures of face value of INR 10,00,000/- each, aggregating up to INR						29-May-2019

3,75,00,00,000/- on a Private Placement basis, in accordance with the provisions of Sections 42 and 71 of the Companies Act, 2013.						
CARE Ratings Limited has undertaken the following Rating actions on Company's Proposed Debt instruments. Please find below the details of the rating of the Company:						01-Jun-2019
Name of the Company	Credit Rating Agency	Instrument	Size of Issue (Rs. in crore)	Rating	Rating Action	
Aavas Financiers Limited	CARE Ratings Limited	Non-Convertible Debentures (NCDs)	375	CARE A A - ; Stable [Double A Minus; Outlook: Stable]	Assigned	
Mr. Sushil Kumar Agarwal, Managing Director & Chief Executive Officer of the Company has informed that he has sold 50,000 (Fifty thousand) Equity shares of the company on June 21, 2019 in order to discharge his ESOP funding Liability.						22-Jun-2019
Company has increased AFL Lending Rate (PLR) by 25 basis points with effect from July 01, 2019.						28-Jun-2019
In compliance with NHB/ND/DRS/Policy Circular No. 95/2018-19 dated May 29, 2019 issued by National Housing Bank, Mr. Ashutosh Atre has been appointed as Chief Risk Officer of the Company for a period of 1 year, w.e.f. August 1, 2019						01-Aug-2019
Mr. Sandeep Tandon - Independent Director of the Company has been appointed as Chairperson of the Board of Directors with effect from the conclusion of Ninth Annual General Meeting of the Company to be held on August 01, 2019 till the conclusion of next Annual General Meeting of Company						01-Aug-2019
Approval of Shareholders was obtained for alteration in the Articles of Association of the Company in order to facilitate change in designation of Mr. Sushil Kumar Agarwal, as Managing Director and Chief Executive Officer of the Company ("MD" and "CEO") from Whole Time Director and Chief Executive Officer ("WTD" and "CEO")						03-Aug-2019
Approval of Shareholders was obtained for Change in designation of Mr. Sushil Kumar Agarwal (DIN: 03154532) as Managing Director and Chief Executive Officer of the Company ("MD" and "CEO") from Whole Time Director and Chief Executive Officer ("WTD" and "CEO") of the Company with effect from May 03,2019						03-Aug-2019
Approval of Shareholders was obtained to offer, issue and allot in one or more tranches, Non-convertible Debentures (NCDs) including but not limited to subordinate debentures, bonds, and/ or other debt securities for an amount not exceeding Rs. 3000 crore (Rupees Three Thousand crore only) through private placement, in terms of Section 42 read with Section 71 of the Companies Act, 2013 read with relevant rules made thereunder and the SEBI LODR Regulations						03-Aug-2019
Approval of Shareholders was obtained for implementation of Equity Stock Option Plan for Employees 2019 ("ESOP 2019") of Aavas Financiers Limited, as required under SEBI (Share Based Employee Benefits) Regulations, 2014 and Section 62 of the Companies Act, 2013 read with the rules made thereunder						03-Aug-2019
In accordance with the captioned regulation, it is hereby informed that the Company has allotted 60,450 (Sixty thousand four hundred fifty) equity shares of Rs. 10/- each on August 28, 2019 pursuant to exercise of equivalent number of Employee Stock Options under Employees Stock Option Plans ("ESOP-2016")-Employee Stock Option Plan for Employees 2016 (The "Plan-I" Or The "ESOP 2016-1")						28-Aug-2019

The Company wish to inform you that Executive Committee of the Board of Directors of the Company vide Circular Resolution passed on September 16, 2019 has approved the allotment of 345 (Three hundred and forty five) Unlisted, Secured, Rated, Redeemable, Non-Convertible Debentures of face value of Rs. 1,00,00,000/-(Rupees One crore only) each aggregating up to Rs. 345,00,00,000 (Rupees Three hundred and forty five crore only) to International Finance Corporation.						16-Sep-2019												
Aavas Financiers raises INR 345 crore from IFC through NCDs						16-Sep-2019												
Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the Nomination and Remuneration Committee of the Company in its meeting held on Thursday, October 03, 2019 has approved the grant of 3,00,000 (Three lakh) number of equity stock options ("options") under the "Equity Stock Option Plan for Employees 2019"						04-Oct-2019												
The Company has allotted 1,33,811 (One lakh thirty three thousand eight hundred eleven) equity shares of Rs. 10/- each on December 02, 2019 pursuant to exercise of equivalent number of Employee Stock Options under Equity Stock Option Plan for Employees 2016						02-Dec-2019												
Prior intimation for a Meeting of the Executive Committee of the Board of Directors of the Company will be held on Thursday, December 12, 2019, inter-alia, to consider the issue of Non-convertible Debentures (NCD) on private placement basis in terms of applicable provisions of the Companies Act, 2013 and other applicable laws.						09-Dec-2019												
CARE Ratings Limited has undertaken the following Rating action on Company's proposed debt instruments. Please find below the details of the rating of the Company:						12-Dec-2019												
<table><tr><td>Name of the Company</td><td>Credit Rating Agency</td><td>Instrument</td><td>Size of Issue (Rs. in crore)</td><td>Rating</td><td>Rating Action</td></tr><tr><td>Aavas Financiers Limited</td><td>CARE Ratings Limited</td><td>Non-Convertible Debenture (NCDs)</td><td>INR 420 (Rs. Four hundred and twenty crore only)</td><td>CARE A A - ; Stable [Double A Minus; Outlook Stable]</td><td>Assigned</td></tr></table>						Name of the Company	Credit Rating Agency	Instrument	Size of Issue (Rs. in crore)	Rating	Rating Action	Aavas Financiers Limited	CARE Ratings Limited	Non-Convertible Debenture (NCDs)	INR 420 (Rs. Four hundred and twenty crore only)	CARE A A - ; Stable [Double A Minus; Outlook Stable]	Assigned	
Name of the Company	Credit Rating Agency	Instrument	Size of Issue (Rs. in crore)	Rating	Rating Action													
Aavas Financiers Limited	CARE Ratings Limited	Non-Convertible Debenture (NCDs)	INR 420 (Rs. Four hundred and twenty crore only)	CARE A A - ; Stable [Double A Minus; Outlook Stable]	Assigned													
Pursuant to the provisions of Regulation 30 of the SEBI LODR Regulations, we inform you that the Executive Committee of the Board at their meeting held today i.e. December 12, 2019 has pursuant to the authority entrusted by the Board of Directors and within the limits as approved by the Members of the Company vide special resolution passed at the 9th Annual General Meeting held on August 01, 2019 inter-alia approved the issuance of secured, rated, unlisted, redeemable, transferable NonConvertible Debentures ("NCDs") having a face value of INR 10,00,000 (Indian Rupees Ten lakh only) each, aggregating up to an amount of INR 460 crore (not exceeding the INR equivalent of USD 60,000,000 {United States Dollars sixty million only}) on a Private Placement basis, in accordance with the provisions of Sections 42 and 71 of the Companies Act, 2013.						11-Dec-2019												
Intimation of allotment of 20499 equity shares pursuant to exercise of Employee Stock Options						24-Feb-2020												
Intimation in the wake of COVID-19 pandemic outbreak & subsequent lockdown for 21 days announced by the Hon'ble Prime Minister on March 24, 2020, all our branches & Corporate Office would remain closed in compliance with the Government of India's order.						25-Mar-2020												
Intimation for allotment of 4,444 secured, rated, unlisted, redeemable, transferable and interest-bearing, Non-Convertible Debentures of face						30-Mar-2020												

value of Rs. 10,00,000/- each ("NCDs") aggregating to Rs. 444.40 crore by the Executive Committee of Board of Directors of Aavas Financier Limited	
\$60 MILLION ADB LOAN TO AAVAS TO BOOST WOMEN'S ACCESS TO HOUSING IN INDIA	30-Mar-2020
Intimation of allotment of 1700 equity shares pursuant to exercise of Employee Stock Options	05-May-2020
To offer, issue and allot in one or more tranches, Non-convertible Debentures (NCDs) including but not limited to subordinate debentures, bonds, and/or other debt securities for an amount not exceeding Rs. 3500 Crore through private placement. Equity Stock Option Plan for Employees 2020 ("ESOP 2020") of Aavas Financiers Limited, to create, grant, offer, issue and allot, options exercisable into not more than 3,00,000 Equity Shares of Rs. 10/- each of the Company. Mr. Sandeep Tandon-Independent Director of the Company has been reappointed as Chairperson of the Board of Directors with effect from conclusion of 10th Annual General Meeting of the Company to be held in this calendar year till the conclusion of 11th Annual General Meeting of the Company to be held in calendar year 2021.	14-May-2020
The Executive Committee of the Board at their Meeting held on June 17, 2020 has approved the issuance of Rated, secured, redeemable, Listed, Non-Convertible Debentures having a face value of INR 10,00,000 each, aggregating up to an amount of INR 150 crore on a Private Placement basis	17-June-2020
The Executive Committee of the Board of Directors of the Company has approved the allotment of 1,500 rated, secured, redeemable, listed Non-Convertible Debentures of face value of Rs. 10,00,000/- each aggregating up to Rs. 150,00,00,000/- to Central Bank of India	22-June-2020
Intimation pursuant to Regulation 30 – Approval of Shareholders was obtained for appointment of Mrs. Soumya Rajan (DIN: 03579199) as an Independent Director of the Company Approval of Shareholders was obtained to offer, issue and allot in one or more tranches, Non-convertible Debentures for an amount not exceeding Rs. 3500 crore Approval of Shareholders was obtained for implementation of Equity Stock Option Plan for Employees 2020 of Aavas Financiers Limited	24-July-2020
The Board of Directors of the Company have approved for continuation of the term of Mr. Ashutosh Atre as Chief Risk Officer of Company for a further period of 3 (three) years with effect from August 01, 2020.	31-July-2020
Disclosure on material impact of COVID-19 pandemic under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015	07-Aug-2020
Intimation of Revision in Credit Rating of Aavas Financiers Limited by ICRA Limited	18-Aug-2020
The Company has allotted 59,704 (Fifty nine thousand seven hundred four) equity shares of Rs. 10/- each on August 31, 2020 pursuant to exercise of equivalent number of Employee Stock Options under Equity Stock Option Plan for Employees 2016	31-Aug-2020
The Board of Directors approved the issuance of Rated, secured, redeemable, listed, Non-Convertible Debentures having a face value of Rs. 10,00,000 each, aggregating up to an amount of Rs. 100.00 crore on a Private Placement basis	20-Oct-2020
Outcome of Board Meeting: Reduction in AFL Prime Lending Rate of the Company by 10 basis points with effect from January 01, 2021.	29-Oct-2020

Intimation for allotment of 1000 rated, listed, senior, secured, redeemable, Non-Convertible Debentures of face value Rs. 10,00,000/- each aggregating up to Rs. 100,00,00,000/- by the Executive Committee of Board of Directors of Aavas Financiers Limited	04-Nov-2020
The Company has allotted 5,282 equity shares of Rs. 10/- each on November 25, 2020 pursuant to exercise of equivalent number of Employee Stock Options under Equity Stock Option Plan for Employees 2016	25-Nov-2020

Source- Stock Exchange Filings

All the above information has been updated till November 25, 2020 unless indicated otherwise