

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

Name of the Issue:

Aavas Financiers Limited

- 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 [^]	NA
(iii) at the end of 1st FY (March 31, 2019) [^]	NA
(iv) at the end of 2nd FY (March 31, 2020) [^]	NA
(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

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

(Rs. in Crores)

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

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

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)*	N.A.
(ii) at the end of 2nd FY (March 31, 2020)*	N.A.
(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)*	N.A.	N.A.
(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 October 31, 2018, these are the 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	Not Applicable
(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	

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	NA	NA	NA	NA
Nifty	10,348.05	10530	NA	NA	NA	NA
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)	NA	NA	NA	NA	NA	NA
Nifty	NA	NA	NA	NA	NA	NA
	NA	NA	NA	NA	NA	NA

Sectoral Index						
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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) ⁽²⁾	At the end of 2nd FY (March 31, 2020) ⁽²⁾	At the end of 3rd FY (March 31, 2021) ⁽²⁾
EPS	Issuer:	--	--	--	--
	Standalone (Basic)	15.87	N.A	N.A	N.A
	Standalone (Diluted)	15.21	N.A	N.A	N.A
	Consolidated (Basic)	15.86	N.A	N.A	N.A
	Consolidated (Diluted)	15.20	N.A	N.A	N.A
	Peer Group :	--	--	--	--
	HDFC Limited (Basic/Diluted)	100.4/98.9	N.A	N.A	N.A
	Gruh Finance Limited(Basic/Diluted)	5.0/5.0	N.A	N.A	N.A
	Repc Home Finance Limited(Basic/Diluted)	34.4/34.4	N.A	N.A	N.A
	Can Fin Homes Limited(Basic/Diluted)	22.7/22.7	N.A	N.A	N.A
	PNB Housing Finance Limited(Basic/Diluted)	49.8/49.2	N.A	N.A	N.A
	Industry Avg:	N.A	N.A	N.A	N.A
P/E	Issuer:	--	--	--	--
	Standalone (Basic)	51.54	N.A	N.A	N.A
	Standalone (Diluted)	53.78	N.A	N.A	N.A
	Consolidated (Basic)	51.58	N.A	N.A	N.A
	Consolidated (Diluted)	53.82	N.A	N.A	N.A

	Peer Group:	--	--	--	--
	HDFC Limited (Basic/Diluted)	18.6/18.9	N.A	N.A	N.A
	Gruh Finance Limited(Basic/Diluted)	64.5/64.5	N.A	N.A	N.A
	Repc Home Finance Limited(Basic/Diluted)	15.7/15.7	N.A	N.A	N.A
	Can Fin Homes Limited(Basic/Diluted)	13.6/13.6	N.A	N.A	N.A
	PNB Housing Finance Limited(Basic/Diluted)	26.2/26.5	N.A	N.A	N.A
	Industry Composite:	N.A	N.A	N.A	N.A
	Issuer:	--	--	--	--
	Standalone	8.46%	N.A	N.A	N.A
	Consolidated	8.46%	N.A	N.A	N.A
	Peer Group:	--	--	--	--
	HDFC Limited	18.8%	N.A	N.A	N.A
	Gruh Finance Limited	26.3%	N.A	N.A	N.A
	Repc Home Finance Limited	16.0%	N.A	N.A	N.A
	Can Fin Homes Limited	22.4%	N.A	N.A	N.A
	PNB Housing Finance Limited	13.2%	N.A	N.A	N.A
	Industry Composite:	N.A	N.A	N.A	N.A
	Issuer:	--	--	--	--
	Standalone	157.03	N.A	N.A	N.A
	Consolidated	157.03	N.A	N.A	N.A
	Peer Group:	--	--	--	--

	HDFC Limited	516.4	N.A	N.A	N.A
	Gruh Finance Limited	18.9	N.A	N.A	N.A
	Repco Home Finance Limited	215.4	N.A	N.A	N.A
	Can Fin Homes Limited	101.1	N.A	N.A	N.A
	PNB Housing Finance Limited	378.5	N.A	N.A	N.A
	Industry Avg:	N.A	N.A	N.A	N.A

Notes:

- (1) Prospectus dated October 1, 2018
- (2) Not disclosed as the reporting for the relevant fiscal years has not been completed.
- (3) All financials are for the financial year ending June 30, 2018

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

Source- Stock Exchange Filings

All the above information has been updated till October 31, 2018 unless indicated otherwise