

Avanse Financial Services Q3FY20 Profit Before Tax up by 2.1x YOY

Key Highlights:

- Acquired **~20,844 new customers** in Q3FY20 and **~46,157** new customers YTD FY20
- Total Assets under Management grew to **INR 28 Billion** by the end of 31st December 2019
- Customer base expands to ~55,533, an **increase of 4.3x** in Q3FY20 as compared to Q3FY19
- Loan Disbursement for Q3FY20 witnessed an **increase of 6.2x** YOY

Mumbai, January 29, 2020: Avanse Financial Services Ltd (Avanse), India's new-age, education-focused Non-Banking Financial Company (NBFC) has reported a **2.1x growth in profit before tax** in Q3FY20.

The digitally agile company, focused on enabling deserving Indian students, has performed significantly considering the market turmoil and the crisis in the banking and financial sector in terms of growth and liquidity.

As on December 31, 2019, the total assets under management for Avanse Financial Services surged to **INR 28 Billion**, building a **strong retail book** with a granular ticket size of **~INR 5 Lakh**. The net-worth of the education financier grew to **~INR 9 Billion**. The Capital Adequacy Ratio (CRAR) of the NBFC, computed as per guidelines stood at **31.4%** as on December 31st, 2019. The debt-equity ratio of the company was at **2.7 times** at the end of 31 December, 2019.

Commenting on the performance, **Amit Ganda, CEO of Avanse Financial Services** said, "We have performed reasonably well in this quarter, despite a difficult macro. Our growth story this quarter serves as a platform for us to further fortify our business and puts us in the right path strengthening our leadership in education financing. Our focus is on sustainable growth of 15%-20% in the short to medium term. This can only be possible through our constant investments in building a digitally agile & customer centric organization, thereby making us the preferred choice of education financier across segments."

Avanse has fulfilled education dreams of over 65,000 academic aspirants across 7,500 courses in over 2,500 institutes across ~45 countries. Avanse has also provided growth and working capital to ~400 educational institutes catering to over 5 lakh students. The company has assets under management in excess of INR 28 billion. For more information, please visit www.avanse.com

About Avanse:

Avanse Financial Services Limited is a new age, education focused NBFC on a mission to provide seamless and affordable education financing for every deserving Indian Student. The company provides loans across two segments:

Education Loan – Loans designed to cater the entire education lifecycle of student spanning from school to post graduation.

- Higher Education - Loans for International and Domestic Studies
- Education Loans for E-Learning
- School Fee Financing
- Education Loans for Skill Development Courses

Educational Institutional Loans – Loans for financing working and growth capital needs of educational institutes in India.

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