

**Ref. No.: AUSFB/SEC/2019-20/439**

**Date: 22nd January, 2020**

To,

Listing Department National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400051, Maharashtra. <b>NSE Symbol: AUBANK</b>	Department of Corporate Services, BSE Limited, Phiroz Jeejeebhoy Towers, Dalal Street, Mumbai 400001, Maharashtra. <b>Scrip Code: 540611</b>
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Dear Sirs,

**Sub: Outcome of the Board Meeting – SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”).**

Pursuant to applicable provisions of Listing Regulations, this is to inform you that the Board of Directors of the Bank at its Meeting held on **Wednesday, 22<sup>nd</sup> January 2020 at Jaipur** has inter-alia, transacted following business items:

1. Approved Unaudited Financial Results of the Bank for the quarter and nine months ended on 31<sup>st</sup> December 2019.
2. Took note of the Limited Review Report thereon, submitted by Statutory Auditors, S.R. BATLIBOI & ASSOCIATES LLP, Chartered Accountants for the quarter and nine months ended on 31<sup>st</sup> December 2019.
3. Approved appointment of Mr. V.G. Kannan (DIN: 03443982) as Additional Director (Independent) on the Board of the Bank with effect from 22<sup>nd</sup> January 2020.
4. Approved reappointment of Mr. Krishan Kant Rathi (DIN: 00040094) for second term commencing from 30<sup>th</sup> March 2020, subject to shareholders’ approval.
5. Approved reappointment of Ms. Jyoti Narang (DIN: 00351187) for second term commencing from 30<sup>th</sup> March 2020, subject to shareholders’ approval.
6. Approved reappointment of Mr. Raj Vikash Verma (DIN: 03546341) as Independent Director for second term commencing from 30<sup>th</sup> January 2021, subject to shareholders’ approval.
7. Appointed Mr. Nitin Gupta (ICAI Membership No.: 115825) as Chief Audit Officer (Internal Auditor).

**Registered Office**

**AU SMALL FINANCE BANK LIMITED**  
 19-A Dhuleshwar Garden, Ajmer Road,  
 Jaipur - 302001, Rajasthan, India  
**Phone:** +91 141 4110060/61, **Fax:** +91 141 4110090  
**CIN:** L36911RJ1996PLC011381  
 Formerly known as **Au Financiers (India) Limited**

8. The Notice of Postal Ballot seeking consent of the shareholders for approval of reappointment of Mr. Krishan Kant Rath, Ms. Jyoti Narang and Mr. Raj Vikash Verma as Independent Director for second term and to designate Mr. Raj Vikash Verma as Part Time Chairman (Independent Director) (Non-Executive) of the Bank subject to approval of Reserve Bank of India ("RBI").

Press Release on the aforesaid Unaudited Financial Results of the Bank for the quarter and nine months ended on 31<sup>st</sup> December, 2019 is also enclosed herewith.

The Board of Directors considered the above agendas at their meeting which commenced at 5:30 P.M. and concluded at 09:00 P.M. after which the Board Meeting continued for other agenda items.

Kindly take the same on record.

Thanking You,

Yours faithfully,

**For AU SMALL FINANCE BANK LIMITED**



**MANMOHAN PARNAMI**

**COMPANY SECRETARY AND COMPLIANCE OFFICER**

**Registered Office**

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**Independent Auditor's Review Report on the Quarter and nine months ended December 31, 2019 on the Unaudited Financial Results of the AU Small Finance Bank Limited Pursuant to the Regulation 33 and 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended****Review Report to  
The Board of Directors  
AU Small Finance Bank Limited**

1. We have reviewed the accompanying statement of unaudited financial results of AU Small Finance Bank Limited (the "Bank") for the quarter ended December 31, 2019 and year to date from April 1, 2019 to December 31, 2019 (the "Statement") attached herewith, being submitted by the Bank pursuant to the requirements of Regulation 33 and 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
2. This Statement, which is the responsibility of the Bank's Management and approved by the Bank's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard 25, (AS 25) "Interim Financial Reporting" prescribed under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder, the relevant guidelines issued by Reserve Bank of India (the "RBI Guidelines") and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as above nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Accounting Standards specified under Section 133 of the Companies Act, 2013 as amended, read with relevant rules issued thereunder, the RBI Guidelines and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement or that it has not been prepared in accordance with the relevant prudential norms issued by the Reserve Bank of India in respect of income recognition, asset classification, provisioning and other related matters.

**For S.R. BATLIBOI & ASSOCIATES LLP**

Chartered Accountants

ICAI Firm registration number: 101049W/E300004

*Sarvesh Warty***per Sarvesh Warty**

Partner

Membership No.: 121411

UDIN: 20121411AAAAAJ7054



Jaipur

January 22, 2020

## AU Small Finance Bank Limited

(CIN: L36911RJ1996PLC011381)

Registered Office:- 19-A, Dhuleshwar Garden, Ajmer Road, Jaipur 302001, Rajasthan (INDIA)

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### Statement of Unaudited Financial Results for the quarter and nine months ended December 31, 2019

S. No.	Particulars	(₹ in lacs)					
		Quarter ended 31.12.2019	Quarter ended 30.09.2019	Quarter ended 31.12.2018	Nine months ended 31.12.2019	Nine months ended 31.12.2018	Year ended 31.03.2019
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Interest Earned (a)+(b)+(c)+(d)	111,161.75	103,342.68	78,845.87	310,243.36	207,223.97	294,912.88
	a) Interest / discount on advances / bills	88,325.07	81,012.56	63,796.01	246,211.52	165,776.32	237,418.65
	b) Income on Investments	15,459.38	15,567.29	8,971.63	45,351.01	22,443.15	33,386.24
	c) Interest on balances with Reserve Bank of India and other inter bank funds	566.89	461.25	1,004.39	1,449.29	2,578.44	3,138.29
	d) Others	6,810.41	6,301.58	5,073.84	17,231.54	16,426.06	20,969.70
2	Other income (refer note 4)	16,121.53	15,078.65	10,583.94	52,294.56	33,136.00	46,191.10
3	<b>Total Income (1)+(2)</b>	<b>127,283.28</b>	<b>118,421.33</b>	<b>89,429.81</b>	<b>362,537.92</b>	<b>240,359.97</b>	<b>341,103.98</b>
4	Interest Expended	60,478.26	58,183.70	44,043.05	174,843.46	111,653.02	160,652.64
5	Operating Expenses (i)+(ii)	35,520.15	32,467.81	27,519.78	99,555.64	78,083.97	108,260.75
	i) Employees cost	18,710.61	18,213.26	15,122.86	55,513.28	44,153.96	60,111.07
	ii) Other operating expenses	16,809.54	14,254.55	12,396.92	44,042.36	33,930.01	48,149.68
6	<b>Total Expenditure (4)+(5)</b>	<b>95,998.41</b>	<b>90,651.51</b>	<b>71,562.83</b>	<b>274,399.10</b>	<b>189,736.99</b>	<b>268,913.39</b>
7	<b>Operating Profit before Provisions and Contingencies (3)-(6)</b>	<b>31,284.87</b>	<b>27,769.82</b>	<b>17,866.98</b>	<b>88,138.82</b>	<b>50,622.98</b>	<b>72,190.59</b>
8	Provisions (other than tax) and Contingencies	4,010.60	6,100.66	3,245.54	13,262.75	10,254.46	14,177.59
9	Exceptional Items	-	-	-	-	-	-
10	<b>Profit from Ordinary Activities before tax (7)-(8)-(9)</b>	<b>27,274.27</b>	<b>21,669.16</b>	<b>14,621.44</b>	<b>74,876.07</b>	<b>40,368.52</b>	<b>58,013.00</b>
11	Tax Expense	8,254.49	4,474.97	5,088.31	19,630.00	14,011.46	19,832.32
12	<b>Net Profit from Ordinary Activities after tax (10)-(11)</b>	<b>19,019.78</b>	<b>17,194.19</b>	<b>9,533.13</b>	<b>55,246.07</b>	<b>26,357.06</b>	<b>38,180.68</b>
13	Extraordinary items (net of tax expense)	-	-	-	-	-	-
14	<b>Net Profit for the period (12)-(13)</b>	<b>19,019.78</b>	<b>17,194.19</b>	<b>9,533.13</b>	<b>55,246.07</b>	<b>26,357.06</b>	<b>38,180.68</b>
15	Paid up equity share capital (Face Value of ₹ 10/- each)	30,368.77	29,342.69	29,222.91	30,368.77	29,222.91	29,235.75
16	Reserves excluding revaluation reserves	-	-	-	-	-	287,053.34
17	<b>Analytical Ratios</b>						
	(i) Percentage of shares held by Government of India	Nil	Nil	Nil	Nil	Nil	Nil
	(ii) Capital Adequacy Ratio - Basel II (refer note 5)	19.28%	17.87%	19.02%	19.28%	19.02%	19.31%
	(iii) Earnings per share (before and after extraordinary items, net of tax expenses) - not annualized						
	Basic EPS (Rs.)	6.43	5.87	3.26	18.82	9.11	13.16
	Diluted EPS (Rs.)	6.35	5.79	3.21	18.53	8.92	12.90
	(iv) NPA Ratios						
	(a) Gross NPAs	50,399.50	50,384.21	42,072.84	50,399.50	42,072.84	47,013.89
	(b) Net NPAs	26,813.71	28,285.00	26,264.56	26,813.71	26,264.56	29,450.34
	(c) % of Gross NPAs to Gross Advances	1.88%	2.01%	2.09%	1.88%	2.09%	2.04%
	(d) % of Net NPAs to Net Advances	1.01%	1.14%	1.31%	1.01%	1.31%	1.29%
	(v) Return on assets (average) - not annualized	0.51%	0.49%	0.36%	1.56%	1.13%	1.48%




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Segment information in accordance with the Accounting standard on Segment Reporting (AS-17) of the operating segment of the Bank is as under :

(₹ in lacs)

S. No.	Particulars	Quarter ended 31.12.2019	Quarter ended 30.09.2019	Quarter ended 31.12.2018	Nine months ended 31.12.2019	Nine months ended 31.12.2018	Year ended 31.03.2019
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
<b>1</b>	<b>Segment revenue</b>						
a)	Treasury	18,020.38	18,859.02	10,964.83	62,198.47	27,190.66	40,328.78
b)	Retail banking	95,482.38	84,656.07	68,507.06	257,767.18	182,891.75	255,045.54
c)	Wholesale banking	13,071.58	14,046.59	9,482.81	40,518.17	28,849.52	43,072.12
d)	Other banking operations	708.94	859.65	475.11	2,054.10	1,428.04	2,657.54
e)	Unallocated	-	-	-	-	-	-
	Less: Inter-segment revenue	-	-	-	-	-	-
	<b>Income from operations</b>	<b>127,283.28</b>	<b>118,421.33</b>	<b>89,429.81</b>	<b>362,537.92</b>	<b>240,359.97</b>	<b>341,103.98</b>
<b>2</b>	<b>Segment results</b>						
a)	Treasury	1,058.64	2,204.68	(436.62)	13,253.82	(663.27)	1,139.49
b)	Retail banking	21,524.19	15,571.04	11,297.40	48,202.52	30,491.04	41,033.67
c)	Wholesale banking	3,982.50	3,033.79	3,285.55	11,365.63	9,112.71	13,182.30
d)	Other banking operations	708.94	859.65	475.11	2,054.10	1,428.04	2,657.54
e)	Unallocated	-	-	-	-	-	-
	<b>Total Profit before Tax</b>	<b>27,274.27</b>	<b>21,669.16</b>	<b>14,621.44</b>	<b>74,876.07</b>	<b>40,368.52</b>	<b>58,013.00</b>
<b>3</b>	<b>Segment assets</b>						
a)	Treasury	1,029,313.01	925,016.93	655,115.26	1,029,313.01	655,115.26	838,481.56
b)	Retail banking	2,316,578.55	2,099,401.78	1,680,049.94	2,316,578.55	1,680,049.94	1,916,739.79
c)	Wholesale banking	400,634.14	441,365.52	375,875.71	400,634.14	375,875.71	434,186.68
d)	Other banking operations	267.96	285.02	197.30	267.96	197.30	439.59
e)	Unallocated	92,586.97	116,537.51	68,923.32	92,586.97	68,923.32	72,432.03
	<b>Total assets</b>	<b>3,839,380.63</b>	<b>3,582,606.76</b>	<b>2,780,161.53</b>	<b>3,839,380.63</b>	<b>2,780,161.53</b>	<b>3,262,279.65</b>
<b>4</b>	<b>Segment liabilities</b>						
a)	Treasury	418,111.77	390,369.23	427,048.25	418,111.77	427,048.25	447,172.56
b)	Retail banking	1,412,568.58	1,332,278.23	1,056,835.59	1,412,568.58	1,056,835.59	1,180,776.63
c)	Wholesale banking	1,580,210.48	1,506,574.42	991,426.22	1,580,210.48	991,426.22	1,315,664.40
d)	Other banking operations	6.91	0.09	-	6.91	-	0.09
e)	Unallocated liabilities	4,757.25	1,789.81	1,344.34	4,757.25	1,344.34	2,376.88
	Capital and Other Reserves	423,725.64	351,594.98	303,507.13	423,725.64	303,507.13	316,289.09
	<b>Total liabilities</b>	<b>3,839,380.63</b>	<b>3,582,606.76</b>	<b>2,780,161.53</b>	<b>3,839,380.63</b>	<b>2,780,161.53</b>	<b>3,262,279.65</b>

Business Segments have been identified and reported taking into account the target customer profile, the nature of products and services, the differing risks and returns, and guidelines prescribed by RBI and in compliance with the Accounting Standard 17 – "Segment Reporting". The methodology adopted in compiling and reporting the above information has been relied upon by the auditors.




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### Notes:

- 1 The above results have been reviewed by the Audit Committee and approved by the Board of Directors of AU Small Finance Bank Limited (the "Bank") at their respective meetings held on January 22, 2020, in accordance with the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended. The results have been subjected to a limited review by the statutory auditors of the Bank.
- 2 These unaudited financial results of the Bank have been prepared in accordance with the Banking Regulations Act, 1949, generally accepted accounting principles in India, including Accounting Standards as prescribed under Section 133 of the Companies Act 2013, Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), 2015, as amended and the guidelines issued by the Reserve Bank of India (RBI).
- 3 During the year ended March 31, 2019, the Bank has allotted 10,104,364 convertible warrants, each convertible into one equity share of the Bank of face value Rs.10 each, at an issue price of Rs.692.77 per share aggregating to Rs.70,000 lacs out of which Rs.17,500 lacs (the "Upfront Consideration") has been received during the previous year against allotment of warrant and the balance of Rs.52,500 lacs (the "Balance Consideration") was to be received upon allotment of equity shares against such warrants pursuant to exercise of option by the warrant holder.  
During the quarter ended December 31, 2019, the Bank has received the balance consideration Rs.52,500 lacs and allotted equity shares against aforesaid warrants.
- 4 Other income includes processing fee and other charges including marketing support fees, profit on sale of investments, recovery from loans written off, income from dealing in PSLC, etc.  
During the nine months ended December 31, 2019, Profit on sale of investment includes Rs.7,708 lacs (Rs.7,085 lacs, net of tax) pertaining to profit earned during quarter ended June 30, 2019 on sale of equity shares (part stake) held in Aavas Financiers Ltd.
- 5 The Capital adequacy ratio ("CAR") has been computed as per operating guidelines for Small Finance Banks in accordance with RBI Circular No. RBI/2016-17/81 DBR.NBD.No.26/16.13.218/2016-17 dated October 6, 2016.  
The Bank has followed Basel II standardized approach for credit risk in accordance with the operating guidelines issued by the Reserve Bank of India for Small Finance Banks. Further, the RBI vide its circular No. DBR.NBD.No.4502/16.13.218/2017-18 dated November 8, 2017 has provided an exemption to all Small Finance Banks whereby no separate capital charge is prescribed for market risk and operational risk.  
The Bank has considered the Upfront Consideration (as described in note 3 above) received for share warrants during the quarter ended June 30, 2018 issued and the funds raised from the issuance of share capital as part of Tier I Capital for the purposes of computation of the Capital Adequacy Ratio till the date of conversion.
- 6 Previous periods / year figures have been regrouped where necessary to conform to current period presentation.

Place : Jaipur  
Date: January 22, 2020



For and on behalf of the Board of Directors  
AU Small Finance Bank Limited



Sanjay Agarwal  
(Managing Director and CEO)





**AU Small Finance Bank Limited**  
Head Office - Bank House, Mile 0,  
Ajmer Road, Jaipur, Rajasthan, 302001  
Corporate Office - 5th Floor, E-Wing, Kanakia Zillion  
LBS road, Kurla West, Mumbai, Maharashtra, 400070

**For Immediate Release**

## **AU Small Finance Bank reports 100% y-o-y growth in Q3FY20 PAT, Asset quality improves, Appoints a new Independent Director**

Jaipur, Jan 22, 2020: The Board of Directors of AU Small Finance Bank Limited at its meeting held today, approved the unaudited financial results for quarter and nine months ended December 31, 2019. The results have been subjected to a limited review by the statutory auditors of the bank.

### **First 11 quarters of AU Bank - Building a Technology led, Customer-centric, 'Retail Banking' franchise**

- Acquired nearly 1.4 Lac new customers; Customer base now expands to ~1.6 million
- Powered more than 76,000 vehicles, more than 13,000 small businesses; funded nearly 1,400 homes and funded more than 12,000 consumer durable and personal loans in Dec'19 quarter.
- Continued strong customer engagement - First ever Digital Brand campaign #BharosaApnoJaisa (on Hotstar); generated 3.3 Crore+ ad impressions; more than 1.4 Crore video views
- More than 1.6 Crore social media engagements; Website traffic and lead management at 1.2x and 1.9x with the new website
- Live with E-Mandate, ASBA, Bharat Bill Payment System (on Website); Premier Contactless Debit Card offering 'AU Royale'
- Added 16 new branches in third quarter
- Investment of INR 525 Crore from Camas Holdings (Temasek) for warrants conversion

### **Advances growth continued to be driven by Retail Assets; Asset quality improves further; Deposits coming steady**

- Loan AUM grew 37% y-o-y to INR 29,867 Crore; share of Retail AUM rose to 81% via-vis ~77% at Dec'18
- Loan disbursement growth for YTD 9M FY20 at 23% y-o-y; Share of Retail loans in loans disbursed increased by ~11% from 71% in 9MFY19 to ~82% in 9MFY20
- Exposure to NBFC shrinks further and now at around ~7% of AUM
- Improvement in spread; Portfolio IRR maintained at 14.7%; Cost of Fund improves to 7.8% for 9MFY20 vs 7.9% in 1HFY20
- Despite slowdown and Daily NPA tagging; GNPA and NNPA at 31-Dec-19 further improves to 1.9% and 1.0% respectively as against 2.0% and 1.1% on 30-Sep-19. Manifestation of our small ticket, secured lending, strong underwriting, and firm focus on collections.
- PCR increases to 47%
- Total Deposits book at Rs 23,865 Crore vs Rs 14,686 Cr. in Dec'18, up 63% YoY and up 8% Q-o-Q; CASA Ratio (excluding Certificate of Deposits) maintained at ~17%.
- YTD AUM growth funded primarily by YTD Deposit accretion

### **Enhanced Governance; Appointed a new Independent Director; Board strength expands to 10 members**

- Mr. V. G. Kannan joins as an Independent Director. Earlier served as MD – State Bank of India – Associates & Subsidiaries, he has more than 38 years of experience in banking, credit and risk management, insurance, capital markets, treasury and fund management. He also headed Indian Banks' Association as Chief Executive.

### **In compliance with Regulatory requirements - no pendency**

- PSL achieved 135% (average for Q1-Q3 FY20) as on 31-Dec-19, as against requirement of maintaining average PSL of 75%
- Unbanked rural centers form 29% total bank branches as against requirement of 25%
- 59% of loan portfolio up to INR 25 lakhs as against requirement of 50%

### **Impact of operating leverage**

- Cost to Income continues to decline with improving operational efficiency of branches – 55.3% in 9MFY20 vis-à-vis 60.7% in 9MFY19;
- Marked improvement in ROA and ROE at 1.8% and 17.4% respectively (excluding gains from partial stake sale in Aavas Financiers Ltd.) for 9MFY20 vis-à-vis 1.5% and 13.2% respectively for 9MFY19<sup>1</sup>

### **Adequately Capitalized**

- CRAR of 19.3% & Tier I Ratio at 16.5%
- Net worth grew ~40% Y-o-Y to INR 4,237 Crore; Besides that, available capital pools include equity stake in Aavas Financiers worth INR ~970 crore based on current market price

### **Comfortable Liquidity position; Focus on reducing Cost of funds through judicious mix of available resources**

- Maintained a higher LCR at ~95% for Q3FY20 as against regulatory requirement of 80% for SFBs

### **Awards & Accolades**

- Golden Peacock Award for Excellence in Risk Management for the year 2019.
- Special Commendation for Golden Peacock Award for Excellence in Corporate Governance for the year 2019

<sup>1</sup> 9M FY20 ROE computed at Average Net Worth (at End of Period basis) If Temasek Investment is considered only for 19 days (Date of Investment – 12 Dec 2019), the corresponding ROE would be 18.5%



**Key Financials:**

(All Figures in INR Crore)	Q3FY20	Q3FY19	Y-o-Y	9MFY20	9MFY19	Y-o-Y	Q2FY20	Q-o-Q
Net Interest Income	507	348	46%	1,354	956	42%	452	12%
Other Income *	161	106	52%	446	331	35%	151	7%
Income from sale of Equity Shares of Aavas Financiers Ltd.	-	-	-	77	-	-	-	-
Profit Before Tax	273	146	87%	749	404	85%	217	26%
Tax expenses	83	51	62%	196	140	40%	45	84%
Profit After Tax	190	95	100%	552	264	110%	172	11%
Profit After Tax*	190	95	100%	482	264	83%	172	11%

\*(Excl Profit on Sale of 0.8% equity stake in Aavas Financier Ltd)

(All Figures in INR Crore)	31-Dec-19	31-Dec-18	Y-o-Y	30-Sep-19	Q-o-Q
Net Worth	4,237	3,035	40%	3,516	21%
Deposits	23,865	14,686	63%	22,149	8%
Advances	26,572	20,000	33%	24,809	7%

**Key Ratios**

(All Figures in INR Crore)	31-Dec-19	31-Dec-18	30-Sep-19
Gross NPA (%)	1.9%	2.1%	2.0%
Net NPA (%)	1.0%	1.3%	1.1%
Capital Adequacy Ratio (%) CRAR*	19.3%	19.0%	17.9%

\*(Excl Profit on Sale of 0.8% equity stake in Aavas Financier Ltd)

(All Figures in INR Crore)	9MFY20	9MFY19	Q3FY20
Return on Average Assets (%)*	1.8%	1.5%	2.1%
Return on Average Equity (%)*	17.4%	13.2%	19.6%

\*(Excl Profit on Sale of 0.8% equity stake in Aavas Financier Ltd)

<sup>1</sup> 9M FY20 ROE computed at Average Net Worth (at End of Period basis) If Temasek Investment is considered only for 19 days (Date of Investment – 12 Dec 2019), the corresponding ROE would be 18.5.%

Commenting on the performance, Mr. Sanjay Agarwal, MD & CEO of AU Small Finance Bank said, “Amidst slowing macro, our steady growth and improving asset quality is an outcome of our secured lending vintage, diversified product mix, growth opportunities in our core markets and Bank Pull. For Deposits, we are replicating our asset model and endeavoring to build a low cost, granular, and sticky retail deposit franchise in due course of time. Also, incrementally we are investing in customer engagement, branding, distribution, product and technology. We are carrying adequate liquidity. We will keep modulating our pace of growth in line with market environment and associated risks.”

**Details of Disbursements, ATS, AUM, Yields, Disbursements Yields, Gross NPAs**

*Amount in INR Crores*

		Retail Assets								Small and Mid Corporate Assets					Term Lending	Total AUM
Particulars	Period	New Wheels	Used & CoW	Wheels Total	SBL-MSME	HL	GL+CD+PL	OD Agnst FD	Total Retail Assets	REG	BB	Agri SME	NBFC	SMC Assets		
Disb (YTD)	9M FY20	2,829	2,744	5,834	3,619	354	220	1,146	11,172	294	957	427	784	2,461		13,634
	9M FY19	3,232	1,505	4,816	2,484	39	57	488	7,885	312	667	324	1,859	3,162		11,047
Disb Growth (YTD)	Y-o-Y	-12.5%	82.3%	21.1%	45.7%	805.8%	287.1%	134.6%	41.7%	-5.9%	43.4%	31.7%	-57.8%	-22.2%		23.4%
# of New Cases	9M FY20	54,703	97,587	182,330	35,527	3,677	37,756	4,157	n.d.	143	1,418	967	80	2,608		
Disb ATS (INR Mn)	Q3 FY20	0.52	0.28	0.31	1.02	1.06	n.d.	n.d.	n.d.	13.74	n.d.	4.88	72.0	n.d.		
Disb Yield (%)	Q3 FY20	12.8%	18.4%	15.5%	15.7%	13.3%	n.d.	n.d.	15.6%	n.d.	n.d.	n.d.	n.d.	n.d.		15.3%
	Q2 FY20	13.3%	18.9%	16.5%	15.7%	13.1%	n.d.	n.d.	16.1%	n.d.	n.d.	n.d.	n.d.	n.d.		15.5%
	Q3 FY19	12.5%	18.8%	14.6%	15.0%	12.8%	n.d.	n.d.	14.7%	n.d.	n.d.	n.d.	n.d.	n.d.		14.2%
Gross AUM	Q3 FY20	7,859	4,246	12,411	10,473	462	189	766	24,302	820	960	1,125	2,085	4,990	575	29,867
	Q2 FY20	7,414	3,779	11,430	9,530	328	125	635	22,047	821	897	1,072	2,513	5,304	525	27,876
	Q3 FY19	6,754	2,522	9,354	6,926	40	51	300	16,671	762	661	858	2,357	4,639	455	21,765
AUM Growth	Y-o-Y	16.4%	68.4%	32.7%	51.2%	n.m.	274.1%	155.5%	45.8%	7.5%	45.1%	31.1%	-11.5%	7.6%	26.4%	37.2%
	Q-o-Q	6.0%	12.4%	8.6%	9.9%	41.2%	50.9%	20.7%	10.2%	-0.2%	7.0%	5.0%	-17.0%	-5.9%	9.5%	7.1%
% AUM	Q3 FY20	26.3%	14.2%	41.6%	35.1%	1.5%	0.6%	2.6%	81.4%	2.7%	3.2%	3.8%	7.0%	16.7%	1.9%	100.0%
	Q3 FY19	31.0%	11.6%	43.0%	31.8%	0.2%	0.2%	1.4%	76.6%	3.5%	3.0%	3.9%	10.8%	21.3%	2.1%	100.0%
AUM IRR	Q3 FY20	12.8%	18.8%	15.0%	15.3%	12.9%	n.d.	n.d.	15.1%	15.1%	11.3%	12.1%	12.2%	12.5%		14.7%
	Q2 FY20	12.9%	18.9%	15.0%	15.3%	12.9%	n.d.	n.d.	15.1%	15.3%	12.1%	12.4%	12.4%	12.8%		14.7%
	Q3 FY19	13.0%	18.6%	14.6%	15.3%	12.9%	n.d.	n.d.	14.9%	15.2%	11.5%	12.7%	11.8%	12.5%		14.3%
GNPA	Q3 FY20	2.2%	2.0%	2.1%	2.1%	0.2%	0.8%	0%	2.0%	3.0%	n.d.	4.5%	0.4%	1.7%		1.9%
	Q2 FY20	2.4%	2.2%	2.3%	2.3%	0.2%	0.7%	0%	2.2%	3.1%	n.d.	5.6%	0.0%	1.6%		2.0%

Ref. No.: AUSFB/SEC/2019-20/436

Date: 22<sup>nd</sup> January 2020

To,

Listing Department National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400051, Maharashtra. <b>Scrip code: AUBANK</b>	Department of Corporate Services, BSE Limited, Phiroz Jeejeebhoy Towers, Dalal Street, Mumbai 400001, Maharashtra. <b>Scrip Code: 540611</b>
--	---

Dear Sir,

**Subject: Certificate under Regulation 32 (1) of SEBI (listing Obligation and Disclosure Requirements) Regulations, 2015 ("Listing Regulations").**

Pursuant to Regulation 32 (1) of Listing Regulations and SEBI Circular Ref. No. CIR/CFD/CMD1/162/2019 dated 24<sup>th</sup> December 2019, kindly find enclosed the statement of deviation or variation in use of balance proceeds of Preferential Issue received during quarter ended 31<sup>st</sup> December, 2019.

You are requested to take the above on record.

Thanking You,

Yours faithfully,

For AU SMALL FINANCE BANK LIMITED


**MANMOHAN PARNAMI**  
**COMPANY SECRETARY AND COMPLIANCE OFFICER**

**Encl: Annexure for Statement of Deviation / Variation in utilisation of funds raised**

# Annexure

Statement of Deviation / Variation in utilisation of funds raised		
Name of listed entity	AU SMALL FINANCE BANK LIMITED	
Mode of Fund Raising	Preferential Issue	
Date of Raising Funds	12th December 2019 & allotment was completed on 13 <sup>th</sup> December 2019	
Amount Raised (INR)	525,00,00,186	
Report filed for Quarter ended	31st December 2019	
Monitoring Agency	Not Applicable	
Monitoring Agency Name, if applicable	Not Applicable	
Is there a Deviation / Variation in use of funds raised	No	
If yes, whether the same is pursuant to change in terms of a contract or objects, which was approved by the shareholders	Not Applicable	
If Yes, Date of shareholder Approval	Not Applicable	
Explanation for the Deviation / Variation	Not Applicable	
Comments of the Audit Committee after review	Audit Committee reviewed the utilization of proceeds and the said funds have been fully utilized for the business purposes as intended. Further, no deviation/variation is noted in utilization of proceeds received as balance consideration of Preferential issue.	
Comments of the auditors, if any	No Comments	



<b>Objects for which funds have been raised and where there has been a deviation, in the following table</b>		The purpose and object of the issue is to continue to meet the capital requirement while supporting the growth plans and for other general corporate purposes. Further, there has been no deviation in use of balance proceeds raised through Preferential issue.				
Original	Modified Object, if any	Original Allocation	Modified allocation, if any	Funds Utilised	Amount of Deviation/Variation for the quarter according to applicable object	Remarks if any
Not Applicable						
<b>Deviation or variation could mean:</b>						
<b>(a) Deviation in the objects or purposes for which the funds have been raised or</b>						
<b>(b) Deviation in the amount of funds actually utilized as against what was originally disclosed or</b>						
<b>(c) Change in terms of a contract referred to in the fund raising document i.e. prospectus, letter of offer, etc</b>						
<div style="text-align: center;">  </div>						
<b>Name of Signatory: Manmohan Parnami</b> <b>Designation: Company Secretary &amp; Compliance officer</b>						

Ref. No.: AUSFB/SEC/2019-20/440

Date: 22nd January, 2020

Listing Department National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400051, Maharashtra. <b>Scrip code: AUBANK</b>	Department of Corporate Services, BSE Limited, Phiroz Jeejeebhoy Towers, Dalal Street, Mumbai 400001, Maharashtra. <b>Scrip Code: 540611</b>
--	---

Dear Sir(s),

**Sub: Asset Cover Declaration under Regulation 54(2) Securities and Exchange Board of India  
(Listing Obligation and Disclosure Requirement) Regulations, 2015**

Pursuant to the Regulation 54(2) and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we, hereby, declare that all the secured Non-Convertible debentures issued by the Bank are secured at first pari passu charge on future receivables of the Bank and also against specified immovable property of the Bank to the extent of at least 100% of outstanding secured Non-Convertible Debentures for the quarter ended 31st December, 2019.

Kindly take note of the same.

Thanking You,

Thanking You,  
FOR AU SMALL FINANCE BANK LIMITED

  
Manmohan Parmami  
Company Secretary & Compliance Officer

Registered Office  
AU SMALL FINANCE BANK LIMITED  
19-A Dhuleshwar Garden, Ajmer Road,  
Jaipur - 302001, Rajasthan, India  
Phone: +91 141 4110060/61, Fax: +91 141 4110090  
CIN: L36911RJ1996PLC011381  
Formerly known as Au Financiers (India) Limited

# **SEARCHABLE FORMAT**

Ref. No.: AUSFB/SEC/2019-20/436

Date: 22<sup>nd</sup> January 2020

To,

Listing Department National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400051, Maharashtra. <b>Scrip code: AUBANK</b>	Department of Corporate Services, BSE Limited, Phiroz Jeejeebhoy Towers, Dalal Street, Mumbai 400001, Maharashtra. <b>Scrip Code: 540611</b>
--	---

Dear Sir,

**Subject: Certificate under Regulation 32 (1) of SEBI (listing Obligation and Disclosure Requirements) Regulations, 2015 ("Listing Regulations").**

Pursuant to Regulation 32 (1) of Listing Regulations and SEBI Circular Ref. No. CIR/CFD/CMD1/162/2019 dated 24<sup>th</sup> December 2019, kindly find enclosed the statement of deviation or variation in use of balance proceeds of Preferential Issue received during quarter ended 31<sup>st</sup> December, 2019.

You are requested to take the above on record.

Thanking You,

Yours faithfully,

**For AU SMALL FINANCE BANK LIMITED**

**MANMOHAN PARNAMI**  
**COMPANY SECRETARY AND COMPLIANCE OFFICER**

**Encl: Annexure for Statement of Deviation / Variation in utilisation of funds raised**

**Registered Office**

**AU SMALL FINANCE BANK LIMITED**

19-A Dhuleshwar Garden, Ajmer Road,

Jaipur - 302001, Rajasthan, India

**Phone:** +91 141 4110060/61, **Fax:** +91 141 4110090

**CIN:** L36911RJ1996PLC011381

Formerly known as **Au Financiers (India) Limited**



**Annexure**

Statement of Deviation / Variation in utilisation of funds raised		
<b>Name of listed entity</b>	AU SMALL FINANCE BANK LIMITED	
<b>Mode of Fund Raising</b>	Preferential Issue	
<b>Date of Raising Funds</b>	12th December 2019 & allotment was completed on 13 <sup>th</sup> December 2019	
<b>Amount Raised (INR)</b>	525,00,00,186	
<b>Report filed for Quarter ended</b>	31st December 2019	
<b>Monitoring Agency</b>	Not Applicable	
<b>Monitoring Agency Name, if applicable</b>	Not Applicable	
<b>Is there a Deviation / Variation in use of funds raised</b>	No	
<b>If yes, whether the same is pursuant to change in terms of a contract or objects, which was approved by the shareholders</b>	Not Applicable	
<b>If Yes, Date of shareholder Approval</b>	Not Applicable	
<b>Explanation for the Deviation / Variation</b>	Not Applicable	
<b>Comments of the Audit Committee after review</b>	Audit Committee reviewed the utilization of proceeds and the said funds have been fully utilized for the business purposes as intended. Further, no deviation/variation is noted in utilization of proceeds received as balance consideration of Preferential issue.	
<b>Comments of the auditors, if any</b>	No Comments	

<b>Objects for which funds have been raised and where there has been a deviation, in the following table</b>	The purpose and object of the issue is to continue to meet the capital requirement while supporting the growth plans and for other general corporate purposes. Further, there has been no deviation in use of balance proceeds raised through Preferential issue.					
Original	Modified Object, if any	Original Allocation	Modified allocation, if any	Funds Utilised	Amount of Deviation/Variation for the quarter according to applicable object	Remarks if any
Not Applicable						
<i>Deviation or variation could mean:</i>						
<i>(a) Deviation in the objects or purposes for which the funds have been raised or</i>						
<i>(b) Deviation in the amount of funds actually utilized as against what was originally disclosed or</i>						
<i>(c) Change in terms of a contract referred to in the fund raising document i.e. prospectus, letter of offer, etc</i>						
Name of Signatory; Manmohan Parnami Designation: Company Secretary & Compliance officer						

**Ref. No.: AUSFB/SEC/2019-20/440**

**Date: 22nd January, 2020**

Listing Department National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai 400051, Maharashtra. <b>Scrip code: AUBANK</b>	Department of Corporate Services, BSE Limited, Phiroz Jeejeebhoy Towers, Dalal Street, Mumbai 400001, Maharashtra. <b>Scrip Code: 540611</b>
--	---

Dear Sir(s),

**Sub: Asset Cover Declaration under Regulation 54(2) Securities and Exchange Board of India (Listing Obligation and Disclosure Requirement) Regulations, 2015**

Pursuant to the Regulation 54(2) and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we, hereby, declare that all the secured Non-Convertible debentures issued by the Bank are secured at first pari passu charge on future receivables of the Bank and also against specified immovable property of the Bank to the extent of at least 100% of outstanding secured Non-Convertible Debentures for the quarter ended 31st December, 2019.

Kindly take note of the same.

Thanking You,

**Thanking You,  
FOR AU SMALL FINANCE BANK LIMITED**

**Sd/-  
Manmohan Parnami  
Company Secretary & Compliance Officer**

**Registered Office**  
**AU SMALL FINANCE BANK LIMITED**  
19-A Dhuleshwar Garden, Ajmer Road,  
Jaipur - 302001, Rajasthan, India  
**Phone:** +91 141 4110060/61, **Fax:** +91 141 4110090  
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