



January 17, 2025

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai 400 001

National Stock Exchange of India Limited

Exchange Plaza,
Plot No. C/1, G Block, Bandra-Kurla Complex,
Bandra (East), Mumbai 400 051

Scrip Code: 543940

Trading Symbol: JIOFIN

Dear Sirs,

Sub: Presentation to analysts on the Unaudited Financial Results (Consolidated and Standalone) for the quarter and nine months ended December 31, 2024

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the presentation on the Unaudited Financial Results (Consolidated and Standalone) for the quarter and nine months ended December 31, 2024, to be made to the analysts today at 19.30 hours (IST) is enclosed and also available on the website of the Company at <https://jfs.in/financials/>

This is for information and records.

Thanking you

Yours faithfully,

For Jio Financial Services Limited

Mohana V

**Group Company Secretary and
Compliance Officer**

Encl: a/a

Q3 FY25 Earnings Presentation

January 17, 2025

Jio Financial Services Limited





Safe Harbor

This presentation contains forward-looking statements which may be identified by their use of words like “plans,” “expects,” “will,” “anticipates,” “believes,” “intends,” “projects,” “estimates” or other words of similar meaning. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results, are forward-looking statements.

Forward-looking statements are based on certain assumptions and expectations of future events. The companies referred to in this presentation cannot guarantee that these assumptions and expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. These companies assume no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events, or otherwise.

BUSINESS OVERVIEW





Key Highlights

**NBFC AUM at Rs. 4,199 Cr
vs. Rs. 1,206 Cr in Q2 FY25**

**Payments bank CASA customers at 1.89 mn
(+25% QoQ)**

**Payment solutions embedded in JioBharat for
merchant onboarding at scale**

**Insurance broking now across categories and
three channels**

**7.4 mn Average MAU across all digital
properties of JFSL**

Q3 FY25 Consolidated PAT at Rs. 295 Cr

Simple, intuitive & seamless digital experiences

- End-to-end digital journey of <5 minutes
SmartGold, bank account opening, loan on Mutual Funds, small merchant* onboarding, purchase of two-wheeler insurance
- My Money - Account aggregator for bank accounts, mutual funds & shares

Enhanced distribution

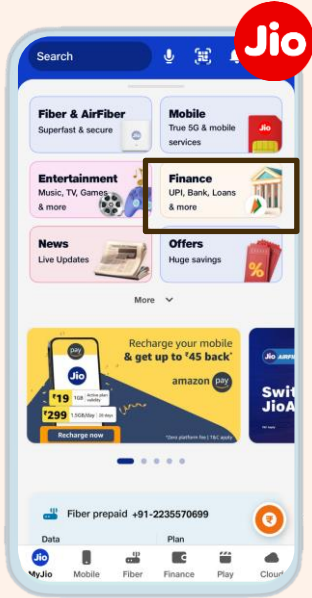
- NBFC now present in 7 cities with 9 offices
- Payments bank Business Correspondent network expands to 7,300 outlets
- Marketing tie-up in place to leverage MyJio app for customer acquisition

Licenses

- JPSSL receives Online Payment Aggregator license
- Jio BlackRock Asset Management Pvt. Ltd. files for final approval
- Third Party Application Provider license for JioFinance app filed

JioFinance App – Built for #GenAll

PRODUCTS AVAILABLE ON OUR DIGITAL STOREFRONT



- Home Loan
- Loan against Property
- Loan on Mutual Funds
- Check Credit Score

Borrow

Protect

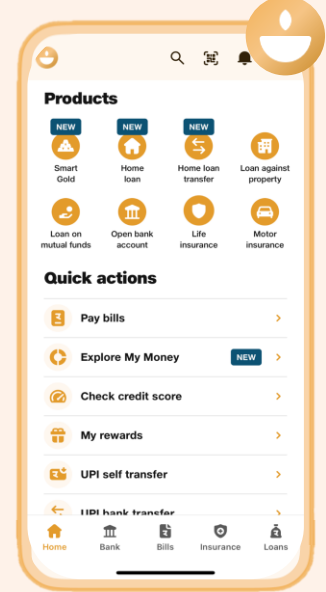
- Auto and Two-wheeler
- Health
- Life (Term & Non-Term)

- UPI and Bill Payments
- CASA with debit cards
- UPI International
- Biometric-enabled payments
- Credit Card billers

Transact

Invest

- SmartGold (lumpsum & systematic investment plan)
- My Money - Personal Finance Manager



7.4 mn Average MAU* across all digital properties of JFSL

Rewards integrated with UPI/ Bill payments

Marketing tie-up in place to leverage MyJio for customer acquisition

Filed application for TPAP license

Lending & Leasing

JIO FINANCE LIMITED

Product Portfolio

Retail

- Loan on Mutual Funds
- Home Loan (incl. Balance Transfer & Top-up)
- Loan against Property (LAP)
- Loan on Securities

Corporate

- Vendor Financing
- Working Capital Loan
- Term Loan
- Factoring
- Enterprise Financing for Devices

Distribution Strategy

- Well-diversified strategy across ecosystem and external partnerships
- Present in 7 cities with 9 offices
- Building best-in-class self-assisted user journey on the app and website
- Targeted persona-based campaigns for customer acquisition

Home Loan and LAP

- GTM is via internal & external digital properties, developer tie-ups
- Distribution of Home Loans via group's on-ground network

Loan on Shares and Mutual Funds

- GTM and servicing via JioFinance app
- Channel partnerships with wealth management firms and banks for HNIs through 'phygital' mode

AUM of Rs. 4,199 Cr as on December 31, 2024 vs. Rs. 1,206 Cr in Q2 FY25

Payments

JIO PAYMENTS BANK LIMITED

JIO PAYMENT SOLUTIONS LIMITED

- **Value Proposition:**

- ❑ **Urban:** Secondary account to declutter the primary account and enable engagement across financial services
 - ❑ **Rural:** Primary bank account to serve core banking needs through assisted digital channel
- 1.89 mn CASA customers; best-in-class customer onboarding experience
- Expanding Business Correspondent (BC) network via group ecosystem; 7,300 BCs as of December 31, 2024

- **Distribution**

- ❑ Integration with JioBharat phones for onboarding small merchants at scale
 - ❑ Dedicated sales team for large merchants

- **Products**

- ❑ Received Payment Aggregator License from RBI
 - ❑ AI-based merchant onboarding engine; offline P2PM merchant onboarding time reduced to < 5 minutes
 - ❑ Direct Integrations with 10 banks to offer Net Banking/ Cards services at competitive pricing
 - ❑ Upgraded to robust, cloud-native, SaaS-based platform with all payment product features

Key engagement layer for customer/ merchant acquisition and stickiness

Building distribution strength using group ecosystem

Simplifying the insurance purchase process through user-friendly DIY offerings on an intuitive platform

Direct-to-Customer

Portfolio of 54 plans across 5 product categories:

- Auto
- Two-wheeler
- Health
- Life (Term & non-Term)

Embedded Insurance

Launched new embedded insurance products:

- Solar Panel Insurance
- Cyber protection
- Credit Life
- Property Insurance
- Health Insurance

Institutional Channel

Continued momentum in institutional sales. Product suite includes:

- Group Term Life
- Group Medical Cover
- Group Personal Accident
- Commercial Insurance

Investment – JVs with BlackRock

ASSET MANAGEMENT

- Asset management company filed application for final approval
- Senior leadership and core business teams buildout in advanced stages
- Tech platform and infra deployment progressing as per plan; building a unified investment platform with focus on operational excellence and efficiency
- Product roadmap and go-to-market strategy in place

WEALTH MANAGEMENT

- Incorporated Jio BlackRock Investment Advisers Private Ltd. to offer wealth management services in Sep'24
- Recruitment of senior leadership team of the wealth management company in progress

FINANCIAL OVERVIEW

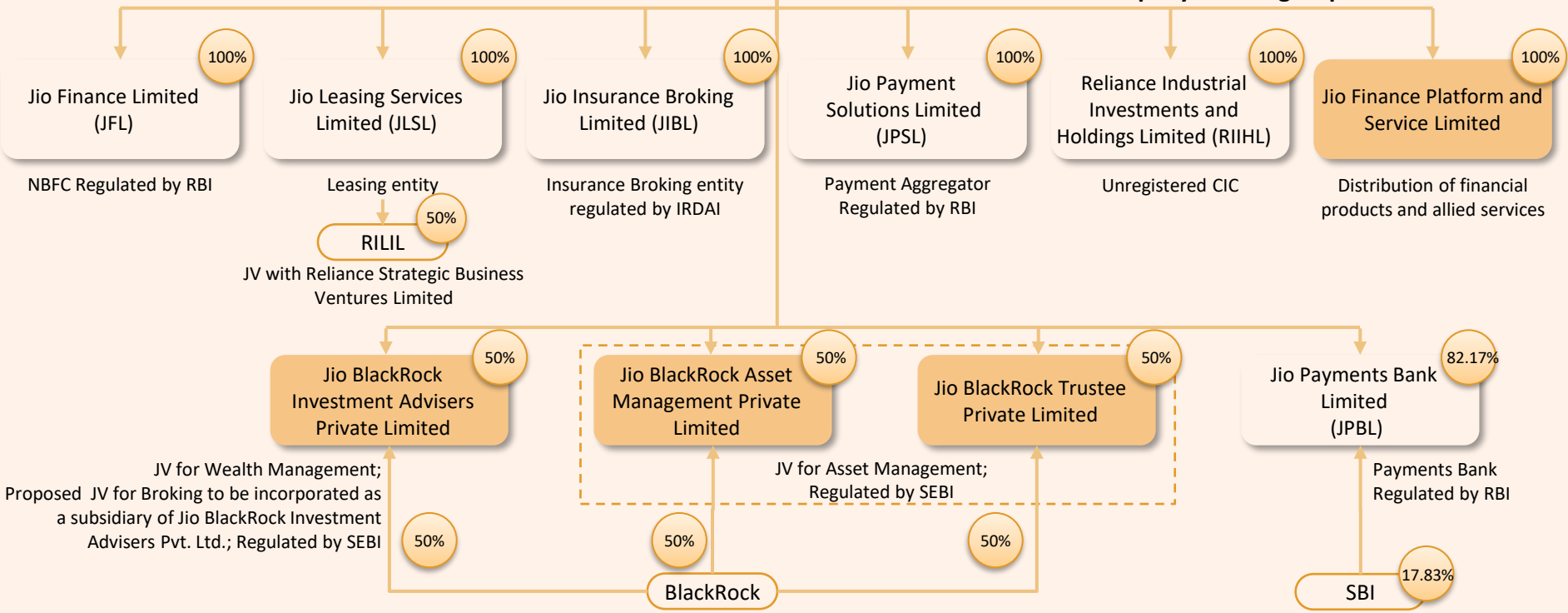


Group Structure



Jio Financial Services Ltd (JFSL)

JFSL is a publicly-listed entity (CIC) and acts as the holding company for the group



RILIL - Reliance International Leasing IFSC Limited
 SBI - State Bank of India

Legend: Existing Business New Business Ownership

Statement of Profit and Loss – Consolidated

Rs. in crore	Consolidated Profit and Loss				
	Q3 FY24	Q2 FY25	Q3 FY25	9M FY24	9M FY25
Interest income	270	205	210	658	577
Dividend income	-	241	-	217	241
Fees and commission income	41	41	37	121	116
Net gain on fair value changes	103	207	191	441	616
Other Income	-	0	11	-	11
Total Income	414	694	449	1,437	1,561
Staff Expenses	33	68	54	77	160
Other Operating Expenses	65	74	65	148	180
Total Expenses	98	142	119	225	340
Pre provisioning operating profit	316	552	330	1,212	1,221
Provisions	-	4	12	-	17
Share of Associates & Joint ventures, net of tax	66	225	59	351	347
Profit before tax	382	773	377	1,563	1,551
Provision for taxation	88	84	82	269	255
Profit after tax	294	689	295	1,294	1,296

Statement of Profit and Loss – Standalone

Rs. in crore	Standalone Profit and Loss				
	Q3 FY24	Q2 FY25	Q3 FY25	9M FY24	9M FY25
Interest income	90	40	16	294	75
Dividend income	-	235	-	-	235
Fees and commission	-	2	-	-	4
Net gain on fair value changes	44	106	121	204	340
Other Income	-	0	11	-	11
Total Income	134	383	148	498	665
Staff Expenses	14	31	19	30	66
Other Operating Expenses	22	29	23	51	65
Total Expenses	36	60	42	81	131
Pre provisioning operating profit	98	323	106	417	534
Provisions	-	(5)	6	-	6
Profit before tax	98	328	100	417	528
Provision for taxation	27	23	25	112	76
Profit after tax	71	305	75	305	452

Our Principles – 4Rs

A square box with a thick orange border and a white center, containing the word "Reputation".

Reputation

Set the highest ethical standards across organization and towards all stakeholders

Operate within the regulatory framework with best-in-class governance standards

A square box with a thick orange border and a white center, containing the word "Regulation".

Regulation

A square box with a thick orange border and a white center, containing the words "Return of Capital".

Return of Capital

Ensure prudent capital deployment in businesses within risk guardrails

Ensure fair return to shareholders and other stakeholders

A square box with a thick orange border and a white center, containing the words "Return on Capital".

Return on Capital

THANK YOU

