



July 15, 2024

**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 Unaudited Financial Results (Consolidated and Standalone) for the quarter ended June 30, 2024**

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Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the presentation on the Unaudited Financial Results (Consolidated and Standalone) for the quarter ended June 30, 2024, to be made to the analysts is enclosed.

Kindly take the same on record.

Thanking you,

Yours faithfully,

**For Jio Financial Services Limited**

**Mohana V**

**Group Company Secretary and  
Compliance Officer**

**Encl: a/a**



# Jio Financial Services Limited

Earnings Presentation  
Quarter-ended June 30, 2024

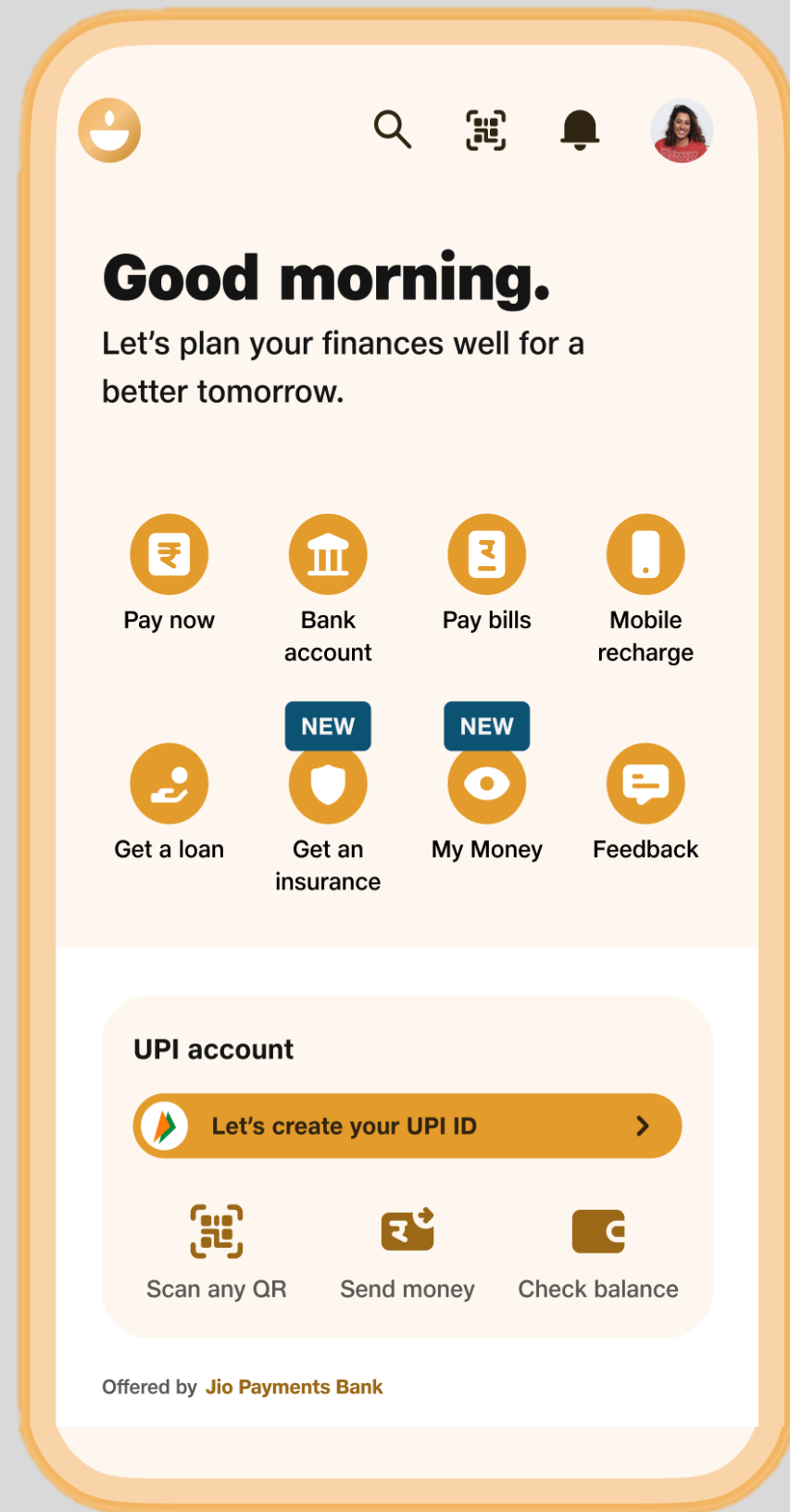
July 15, 2024



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.

# Q1FY25 Highlights



Beta launch of JioFinance App

Commenced the business of leasing AirFiber devices

Launched Loan against Mutual Funds\*

Launched Auto and 2-wheeler digital insurance\*

1mn+ CASA customers and ~0.5mn JioFinance App downloads since launch^

Received approval from the Reserve Bank of India to operate as a Core Investment Company#

99.9% of Shareholders voted in favour of our Postal Ballot Notice dated 23<sup>rd</sup> May 2024

Q1 FY25 Consolidated PAT at Rs. 313 crores

\* Launched in July 2024, ^ as of 14<sup>th</sup> July 2024, #Received approval on 11<sup>th</sup> July 2024

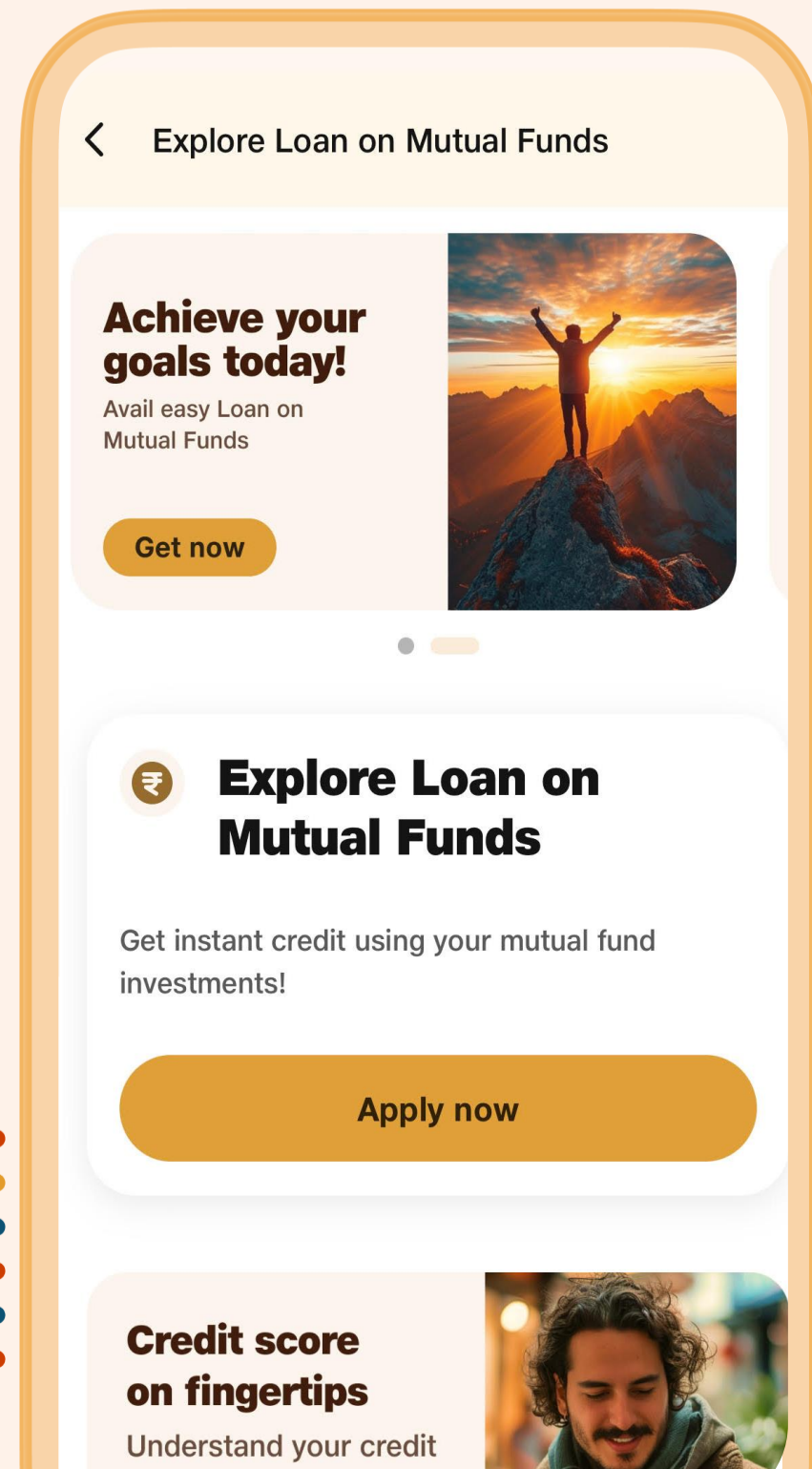
# JioFinance App – *Sirf app nahi, Appnapan hai*



Available across business verticals

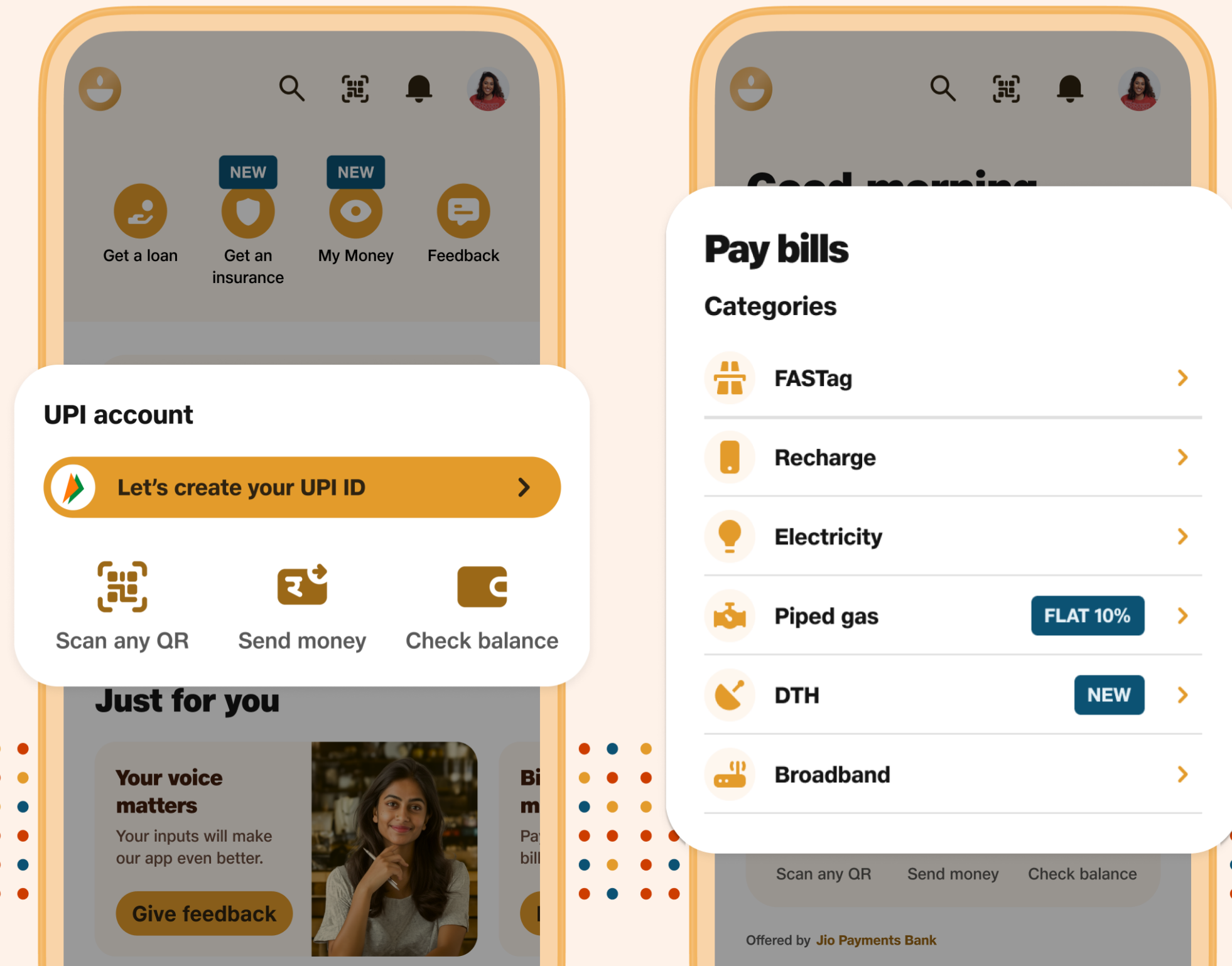
## Lending

Loan against Mutual Funds



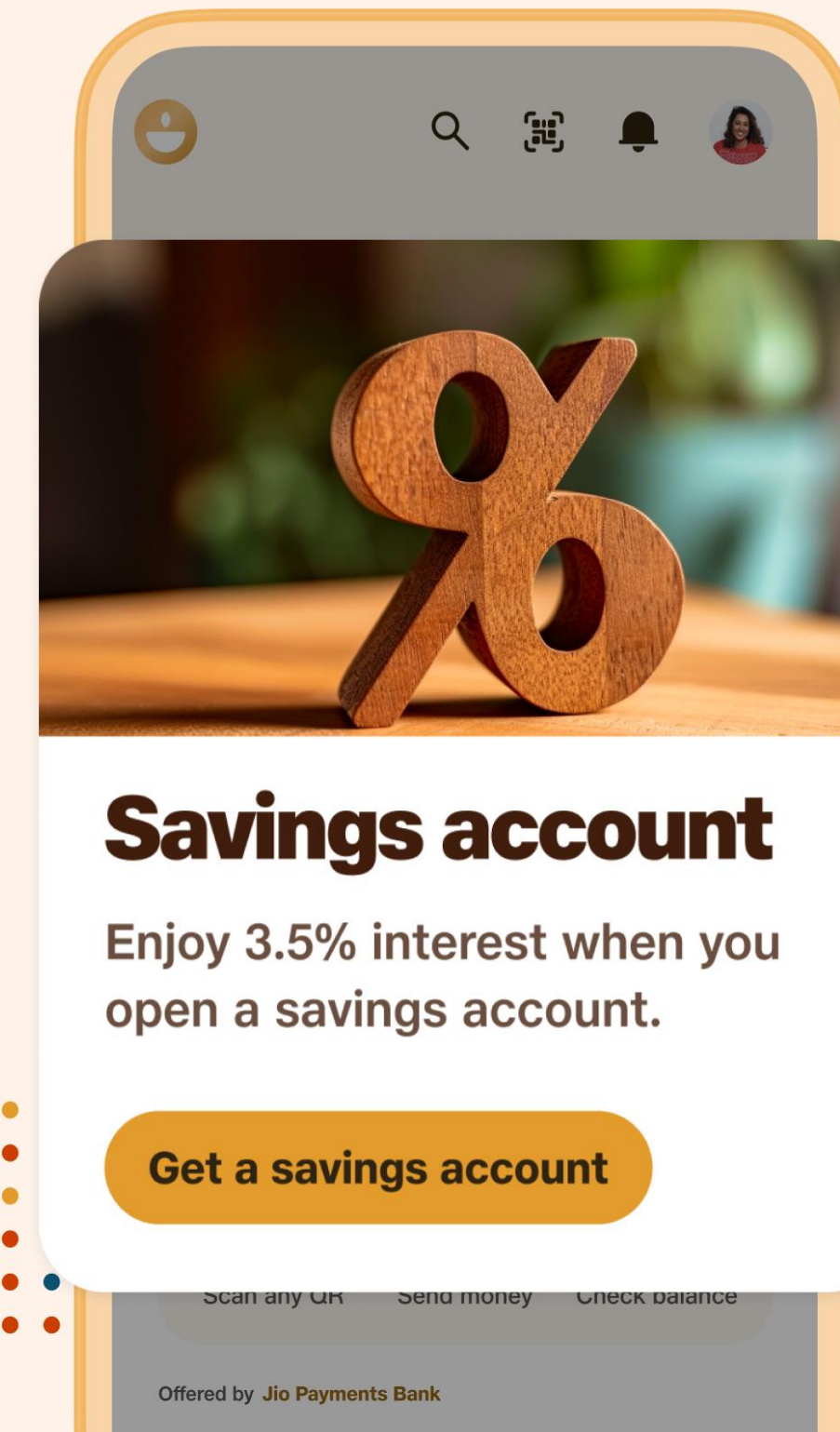
## Payments

UPI and Bill Payments



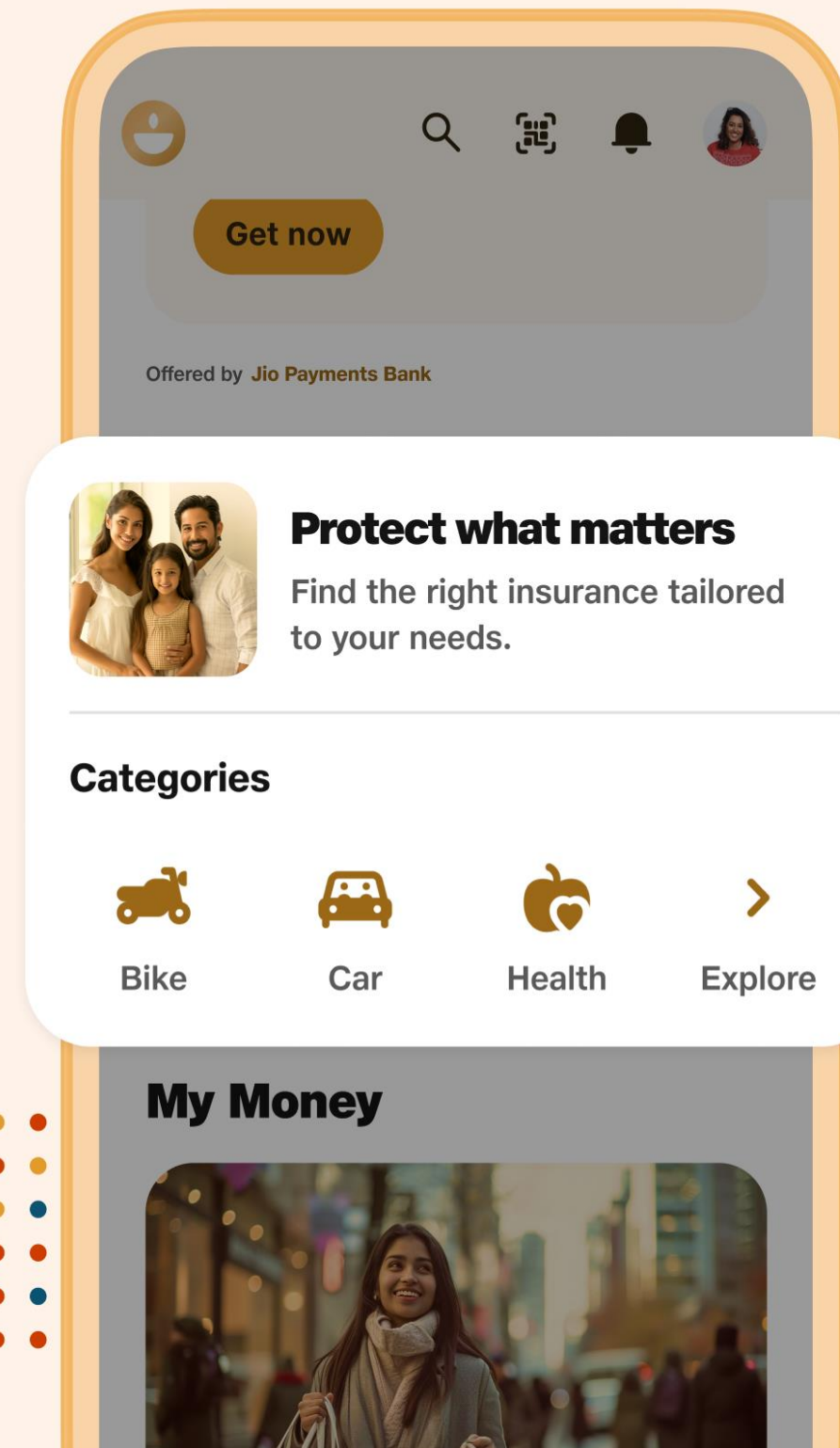
## Banking

Savings Account



## Protection

Digital Insurance



Beta launch on 30<sup>th</sup> May 2024

Rating of 4.5+ on iOS and Android



## Business Update

Live

Vendor Financing in May 2024

Enterprise solutions for device financing in June 2024

Loan against Mutual Funds in July 2024

Home Loans (beta launch) in July 2024

Way Forward

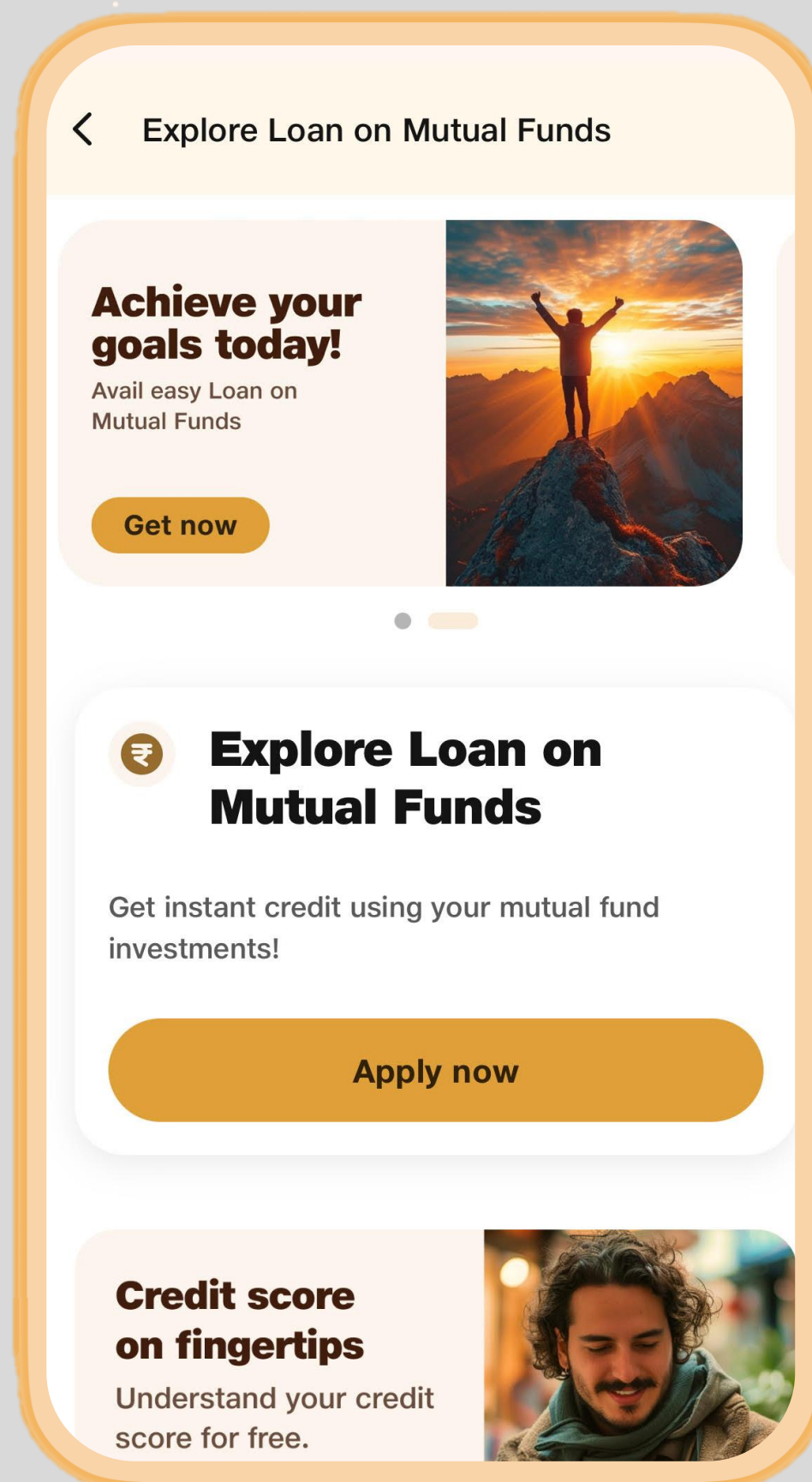
Loan against Property

Loan against Securities

Direct to Customer

Digital first

Fit-for-purpose technology





## Business Update

Live

### Device-as-a-Service (DaaS)

- ❑ Offering products on **operating lease via DaaS** model
- ❑ Commenced the business of **leasing AirFiber devices in June 2024**
- ❑ **Embedded finance product** allowing customers to **lease at a cost-effective rate** instead of an outright purchase of equipment/ devices
- ❑ **Lower risk** due to asset ownership
- ❑ **Plans to scale**; received **shareholder approval for RPT\*** of up to **Rs. 36,000 crore** over FY2024-25 and FY2025-26
- ❑ **Sharper targeting for cross-selling** based on customer insights

### Ship Leasing

- ❑ **First ship leased** under Reliance International Leasing IFSC Limited (RILIL) - JV with Reliance Strategic Business Ventures Limited in GIFT city

Way forward

- ❑ **Solar Panels**
- ❑ **IT Equipment**



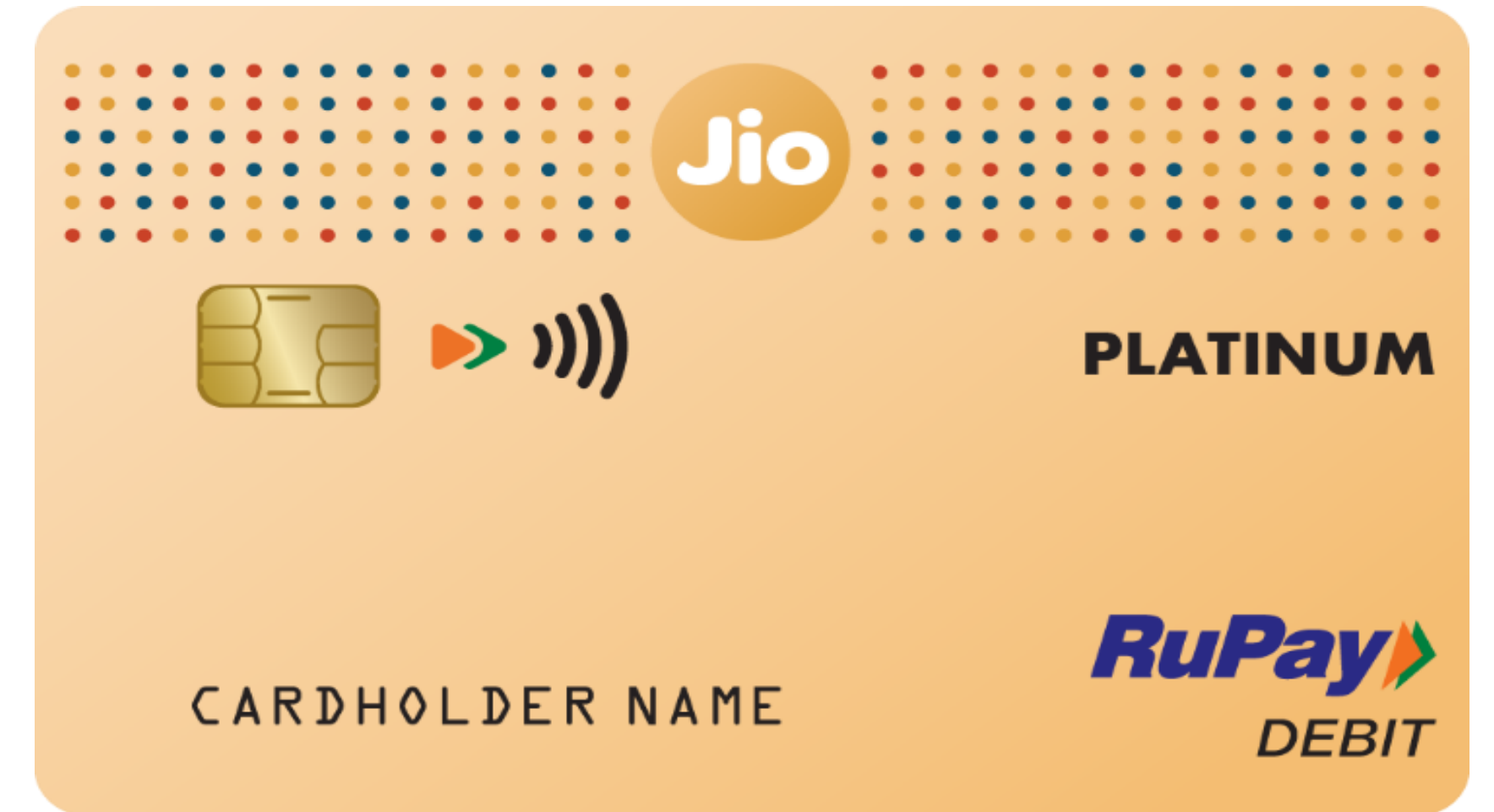
## Business Update

Live

Expanded Business Correspondents (BC) Network  
Received approval to setup ~16,000 BC outlets

1mn+ CASA customers

Best in-class digital account opening experience

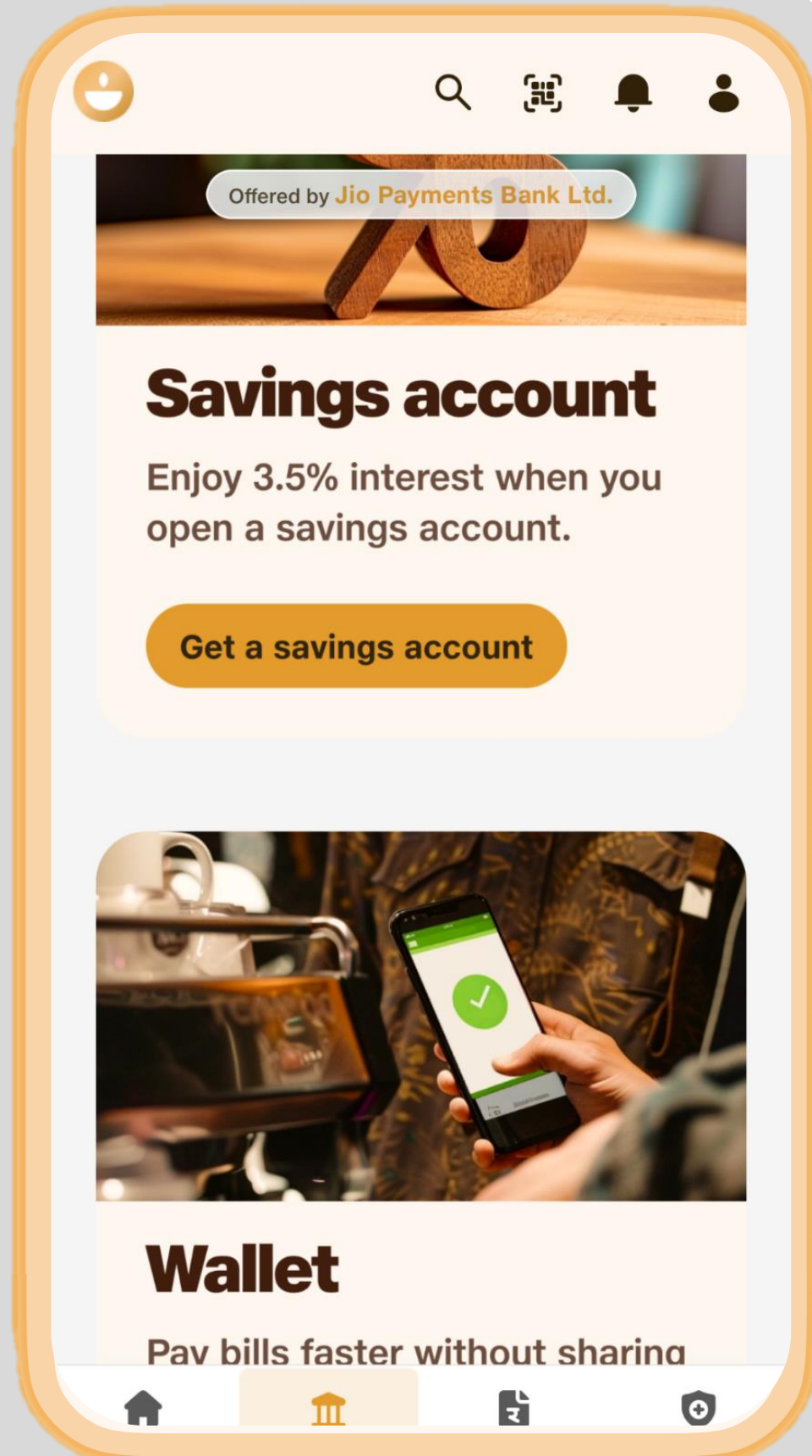


Way Forward

Focus on channel expansion

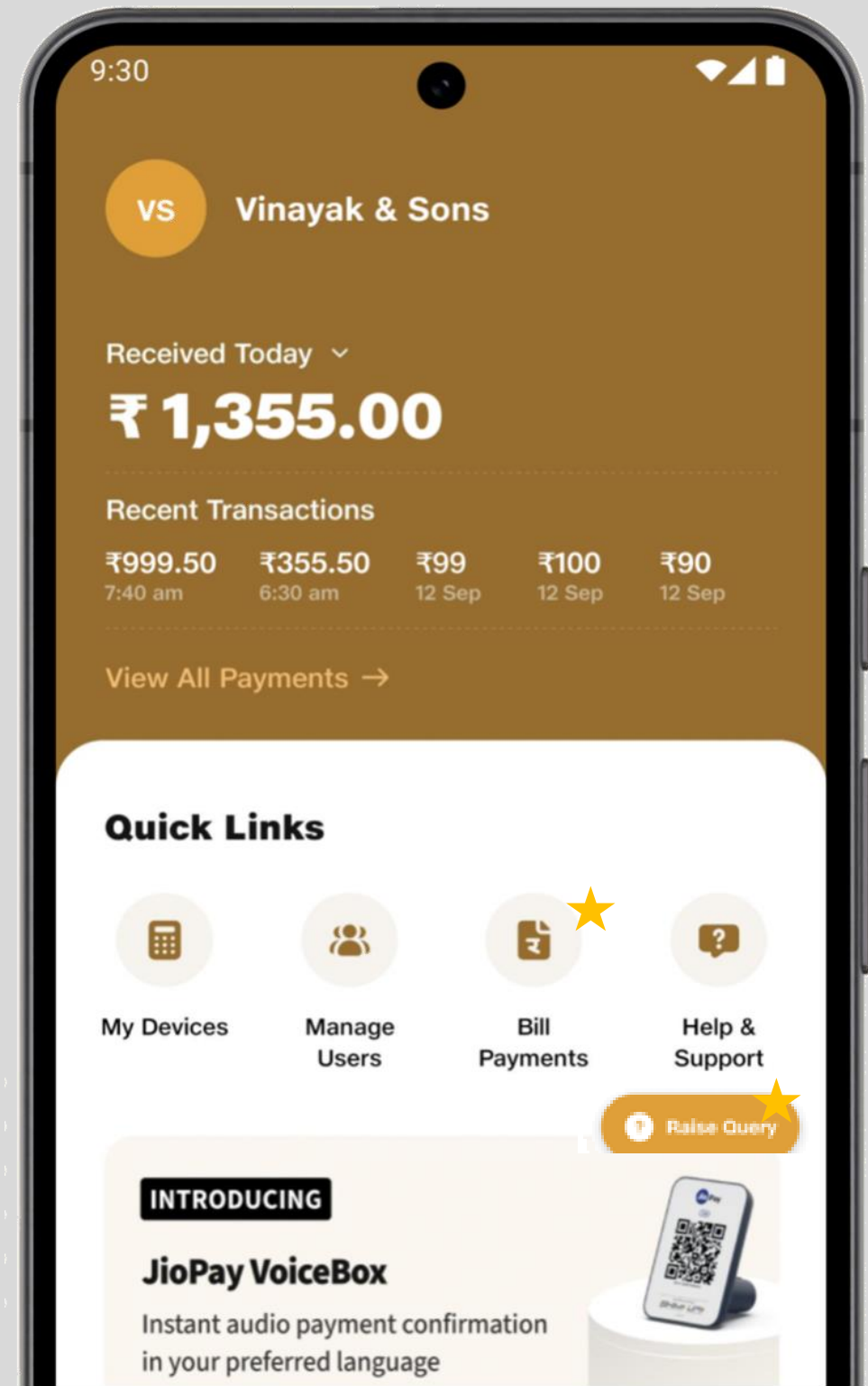
Drive transactions through  
channels

Launch of cross-sell products





## Business Update



### Live

#### Embedded Payments made live

UPI acceptance integrated on billing terminal/device

#### mini-Point of Sale (mPoS) pilot launch

mPoS solution to facilitate card/UPI acceptance for doorstep commerce

#### Chatbot on merchant business app

Enabling merchant self-help channel

#### Bharat Billpay on merchant business app

Enabling merchants to accept bill payments from end-consumers

### Way Forward

- ❑ Multi-Bank UPI acquiring: smart routing for UPI transactions
- ❑ Affordability Suite: EMI on credit/ debit cards and Brand EMI

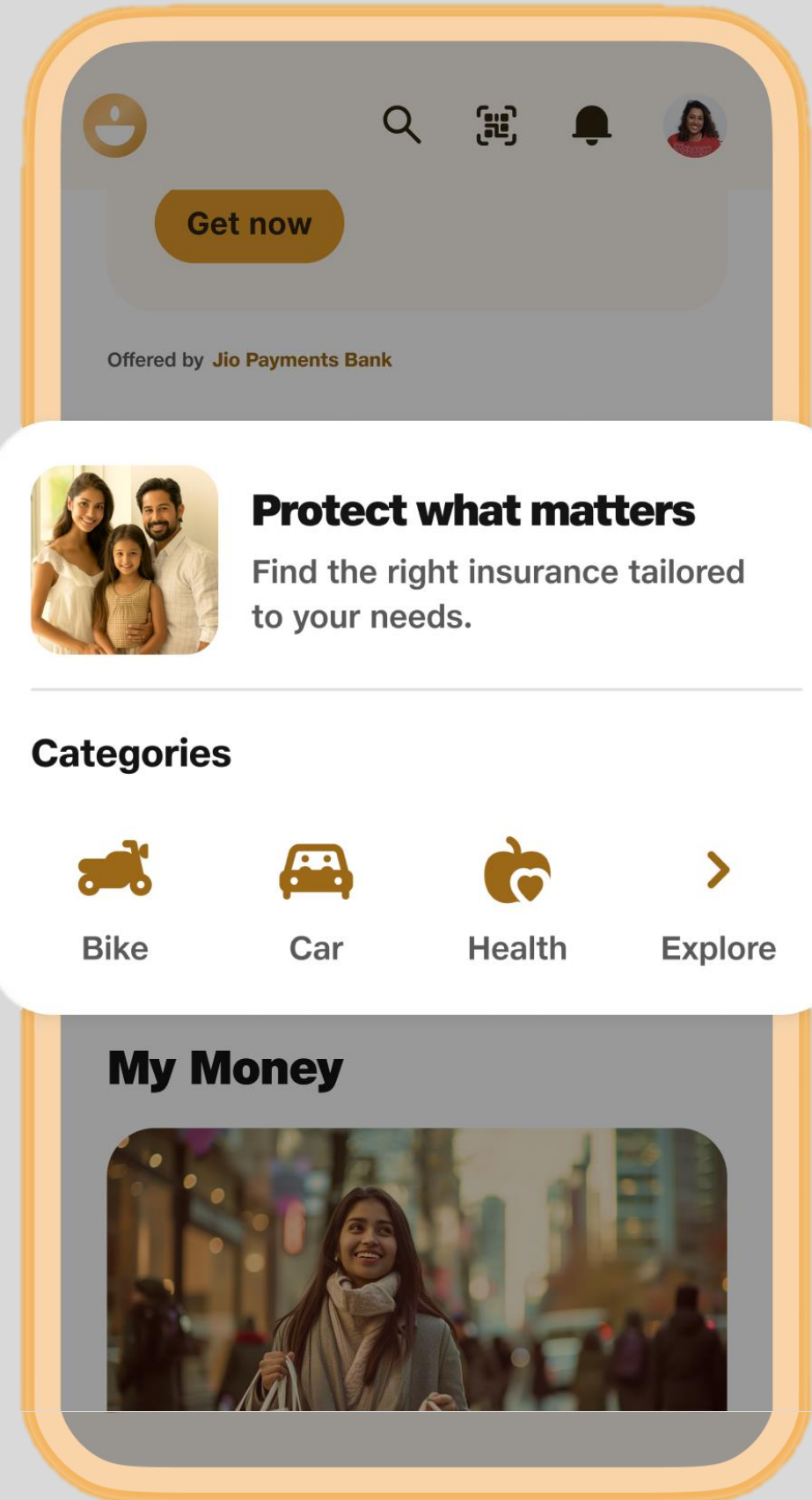
## Business Update

### Live

- ❑ Tie up with 31 insurance companies
- ❑ Institutional channel sales gaining momentum
- ❑ Launched Digital Auto and 2-Wheeler insurance on JioFinance app
- ❑ Launched Metro Cash & Carry for Shopkeeper Insurance

### Way Forward

- ❑ New product offerings on the Digital channel
- ❑ Expand portfolio of embedded insurance products
- ❑ Accelerate Institutional channel



# Investment – JV with BlackRock



1

Key leadership identified

2

Infrastructure and tech  
platforms in advanced  
phases of development

3

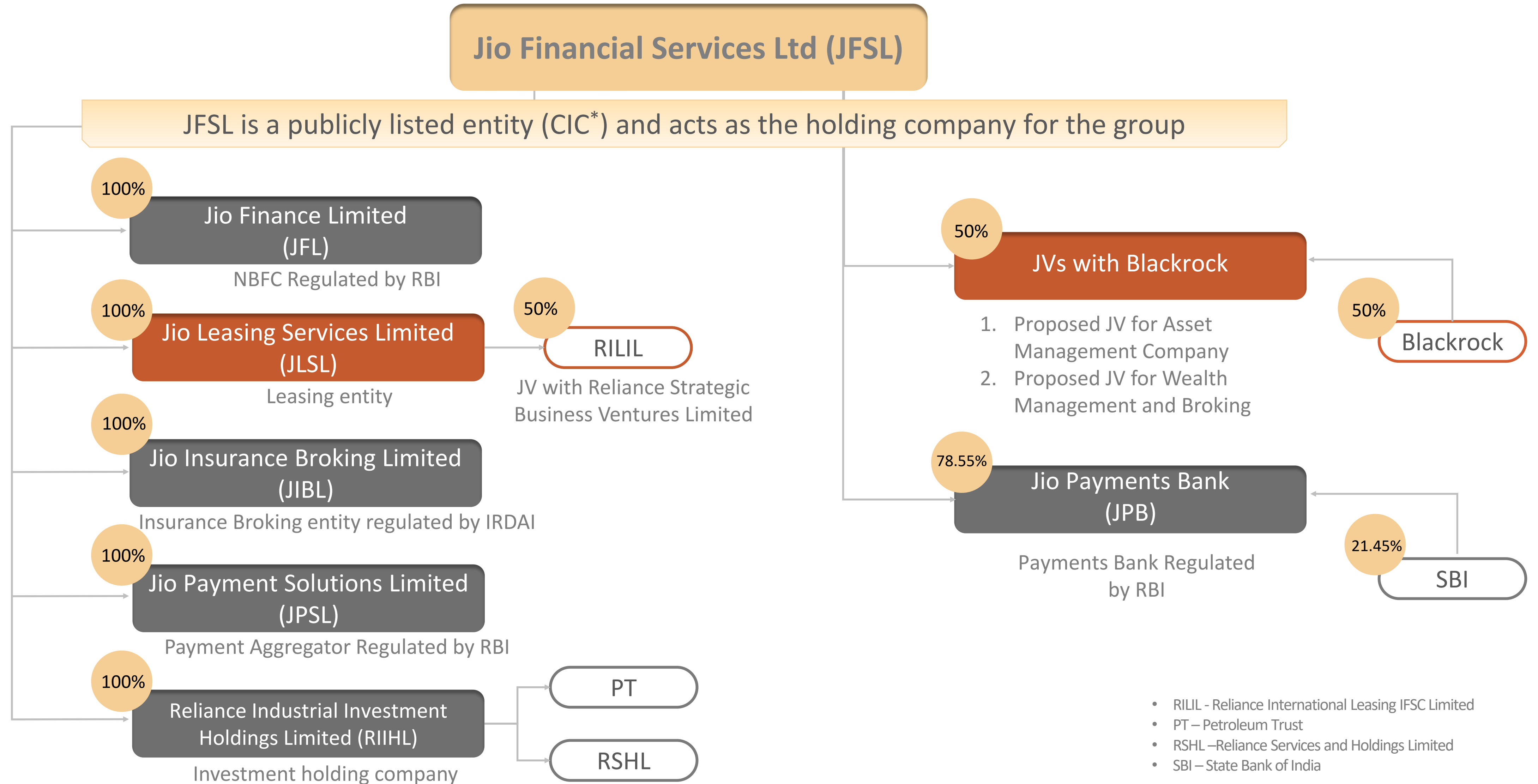
GTM strategy and building  
blocks in advanced stages

**50-50 JV with BlackRock to launch Wealth management and Broking businesses**



# Financial Overview

# Business Structure



- RILIL - Reliance International Leasing IFSC Limited
- PT – Petroleum Trust
- RSHL –Reliance Services and Holdings Limited
- SBI – State Bank of India

Legend: Existing Business New Business Share

\* Received approval for CIC on 11<sup>th</sup> July 2024

# Statement of Profit and Loss - Consolidated



Rs. in crore	Consolidated Financial Statements			
	Q1-2024	Q4-2024	Q1-2025	FY24
Interest income	202	281	162	938
Dividend income	-	-	-	217
Fees and commission income	38	31	38	152
Net gain on fair value changes	174	107	218	547
Other Income	-	0	-	1
<b>Total income</b>	<b>414</b>	<b>418</b>	<b>418</b>	<b>1,855</b>
Staff Expenses	12	39	39	116
Other Operating Expenses	42	62	40	209
<b>Total expenses</b>	<b>54</b>	<b>101</b>	<b>79</b>	<b>325</b>
<b>Pre provisioning operating profit</b>	<b>360</b>	<b>317</b>	<b>339</b>	<b>1,530</b>
Provisions	0	2	0*	2
Share of Associates & Joint ventures, net of tax	67	78	62	428
<b>Profit before tax</b>	<b>427</b>	<b>393</b>	<b>401</b>	<b>1,956</b>
Provision for taxation	95	82	88	351
<b>Profit after tax</b>	<b>332</b>	<b>311</b>	<b>313</b>	<b>1,605</b>

\* includes Rs. 0.34 crores provision for standard assets

# Statement of Profit and Loss - Standalone



Rs. in crore	Standalone Financial Statements			
	Q1-2024	Q4-2024	Q1-2025	FY24
Interest income	110	87	19	382
Fees and commission income	0	2	1	2
Net gain on fair value changes	104	52	114	255
Other Income	-	-	-	0
<b>Total income</b>	<b>215</b>	<b>141</b>	<b>134</b>	<b>639</b>
Staff Expenses	4	13	16	43
Other Operating Expenses	15	24	14	74
<b>Total expenses</b>	<b>19</b>	<b>37</b>	<b>30</b>	<b>117</b>
<b>Pre provisioning operating profit</b>	<b>196</b>	<b>104</b>	<b>104</b>	<b>522</b>
Provisions	-	0*	6	0*
<b>Profit before tax</b>	<b>196</b>	<b>104</b>	<b>98</b>	<b>522</b>
Provision for taxation	50	26	26	139
<b>Profit after tax</b>	<b>145</b>	<b>78</b>	<b>72</b>	<b>383</b>

\* includes Rs. 0.37 crores provision for standard assets

# Our Principles



1

**R**eputation

Set the highest ethical standards across organization and towards all stakeholders

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

2

**R**egulation

3

**R**eturn of Capital

Ensure prudent capital deployment in businesses within risk guardrails

4

**R**eturn on Capital

Ensure fair return to shareholders and other stakeholders





# Thank you

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