



January 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 and nine months ended December 31, 2023

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 and nine months ended December 31, 2023, to be made to the analysts is enclosed.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For Jio Financial Services Limited

V Mohana

**Group Company Secretary and
Compliance Officer**

Encl: a/a



Jio Financial Services Limited

**Earnings Presentation
Nine-months-ended Dec 31, 2023
(9M-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.



Business update

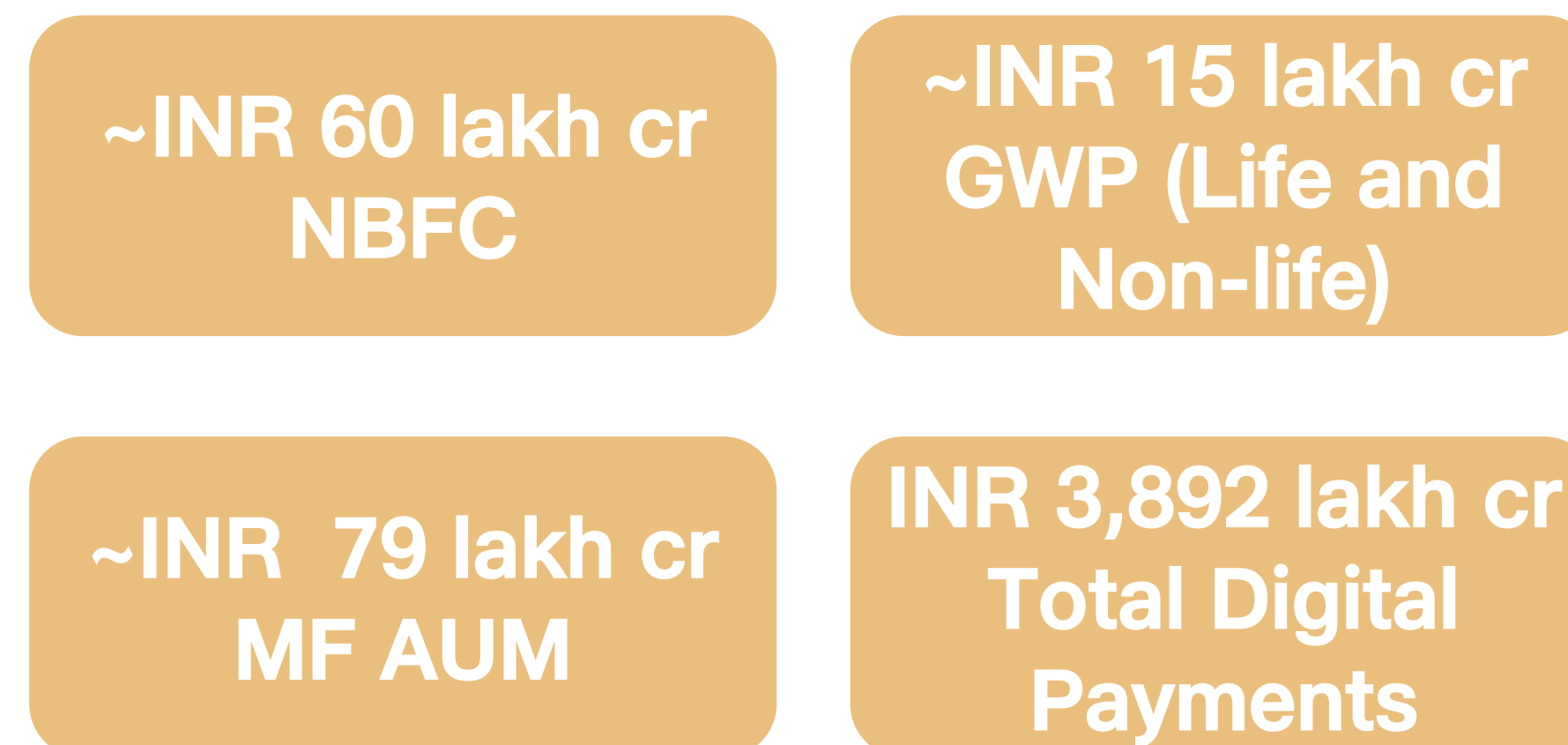
Indian financial landscape remains poised for growth in the coming decade



450 Mn working population with favorable demographics and 12th largest by HNI population to drive digital financial services adoption



Presenting opportunity for a large digital financial services offering (FY26E)



- Large opportunity in the secured lending space
 - Noticeable market reaction vis-à-vis unsecured lending leading to calibrated approach towards unsecured products
 - Accelerated focus on secured lending including leasing as a product

Increasing focus on secured products...



DaaS (Device-as-a-Service)

- Finance and operating leases (airfiber, phone, laptop)
 - DaaS model for consumer devices to create new markets
 - Lower risk due to asset ownership
 - Sharper targeting for cross-sell based on customer insights

Supply Chain Financing

- Introduction of supply chain financing solutions to address the working capital needs of suppliers

Other Products

- LAS, home loans in pipeline
- Capability built for unsecured and consumer durable products

...in addition to growing other businesses



Insurance Broking

- Partnerships with 27 insurance companies across General & Life
- Launched embedded, extended warranty, sachet insurance

Payments Bank

- Soft launch of Debit Card
- Re-platformed to launch digital savings bank account

Payment Solutions

- Implementation of Dynamic QR across the ecosystem
- App for merchants launched
- Pilot launch of Jio Voice box
- Enabled Jio Bharat phones with UPI 123

Creating a strong foundation



CAPABILITY BUILDING

- Management team in place
 - AMC build out underway
- Technology stack in place with AI, alternate data & bolt-on features
- Sand box for CD & PL completed
 - Risk & Underwriting models developed

GOVERNANCE

- Board of Directors reconstituted for
 - JFSL
 - Material subsidiaries
- ESG committee set up

REGULATORY

- Application filed for conversion to CIC for JFSL
- AMC licensing process underway as planned

Continuing to build on our ambition...



GUIDING PRINCIPLES

- Reputation and trust with stakeholders
- Regulatory adherence
- Return of Capital
- Return on Capital

KEY STRENGTHS

- Capital
- Experienced leadership
- Brand familiarity
- Proximity to customers

TECHNOLOGY

- New entrant advantage
- AI & analytics driven organization
- Leveraging alternate data
- Agile approach

PRODUCTS

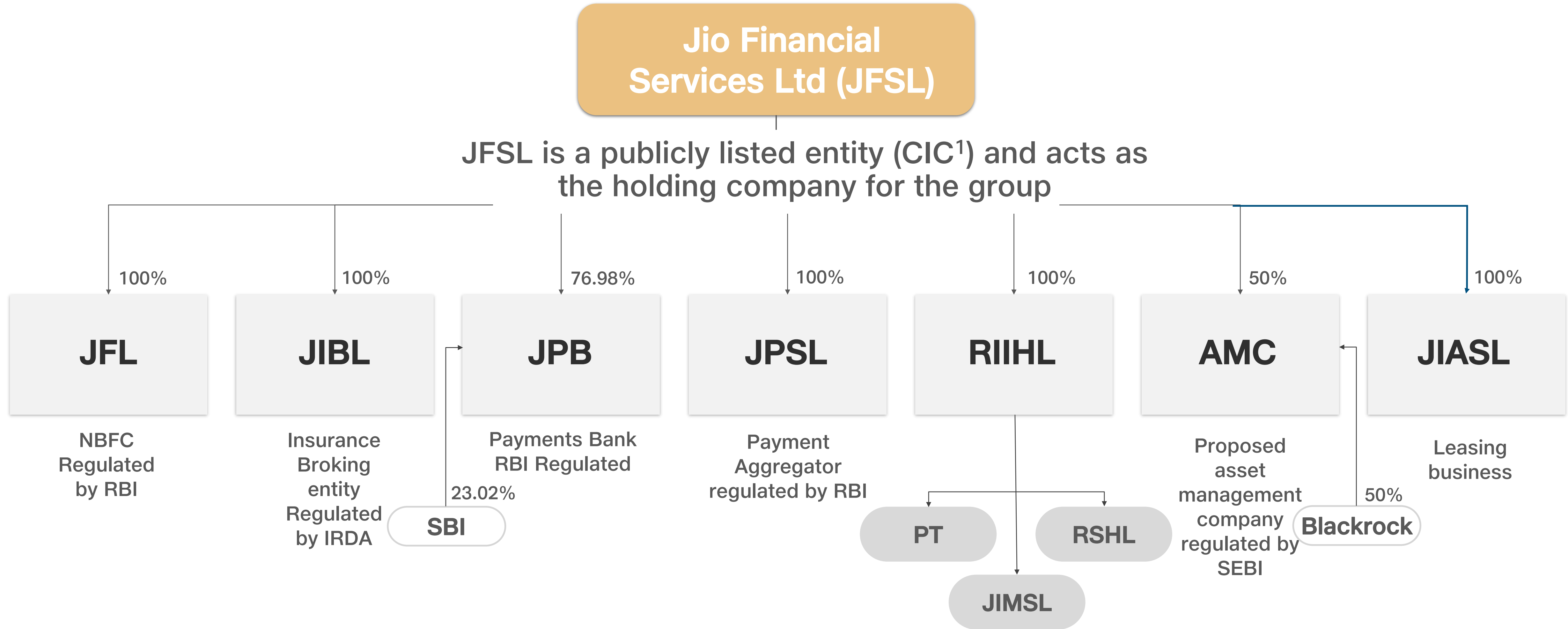
- Diversified product offerings across
 - lending
 - protection
 - Investments
 - transactions

...to democratize financial services & provide access to simple, affordable, innovative, intuitive products and services



Financial update

Business Structure



¹ Application for CIC has been filed with RBI

Note: JFL – Jio Finance Ltd., JIBL – Jio Insurance Broking Ltd., JPB – Jio Payments Bank, JPSL – Jio Payment Solutions Ltd., RIIHL – Reliance Industrial Investments and Holdings Ltd., JIASL – Jio Information Aggregator Services Ltd., PT – Petroleum Trust., RSHL – Reliance Strategic Holdings Ltd., JIMSL – Jio Infrastructure Management Services Ltd.

- Consolidated PAT for 9M-24 at Rs. 1,294 crore (Q3-24 at Rs. 294 crore)
- Standalone PAT for 9M-24 at Rs. 305 crore (Q3-24 at Rs. 71 crore)

- Plan to launch leasing business and supply chain financing

- Increased focus on secured lending given current market and regulatory developments

Capability building is well on track

- Key leadership positions filled
- Total no of employees as at 31st Dec, 2023 at 516
- Technology stack in place with completion of PL/CD¹ sandbox

Statement of Profit and Loss (1/2)



Rs. in crore	Consolidated			Standalone				
	Q2-2024	Q3-2024	9M-2024	Q3-2023	Q2-2024	Q3-2024	9M-2024	FY-2023
Interest Income	186	270*	658*	0.12	93	90	294	42
Dividend	217	-	217	-	-	-	-	-
Fees & Commission Income	42	41	121	-	-	-	-	-
Net gain on fair value changes	164	103	441	35	56	44	204	3
Total Income	608	414	1,437	35	149	134	498	45
Staff expenses	31	33	77	-	12	14	30	-
Other Operating Expenses	40	65	148	4	13	22	51	(4)
Total Expenses	71	98	225	-	25	36	81	(4)
Pre provisioning operating profit	537	316	1,212	31	124	98	417	49

* Includes interest on income tax refund Rs. 0.72 crs

Statement of Profit and Loss (2/2)



Rs. in crore	Consolidated			Standalone				
	Q2-2024	Q3-2024	9M-2024	Q3-2023	Q2-2024	Q3-2024	9M-2024	FY-2023
Pre provisioning operating profit	537	316	1,212	31	124	98	417	49
Provisions	(0)	-	-	-	-	-	-	-
Share of Associates & Joint ventures, net of tax	218	66	351	-	-	-	-	-
Profit before tax	754	382	1,563	31	124	98	417	49
Provision for taxation	86	88	269	23	35	27	112	18
Profit after tax	668	294	1,294	8	89	71	305	31
EPS – Basic & Diluted (in Rs. not annualized)	1.05	0.46	2.04	15.55	0.14	0.11	0.48	60.46

* Excluding one time expenses



Thank you