



April 19, 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 Audited Financial Results (Consolidated and Standalone) for the quarter and year ended March 31, 2024

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the presentation on the Audited Financial Results (Consolidated and Standalone) for the quarter and year ended March 31, 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 (formerly known as Reliance Strategic Investments Limited)

Regd. Office: 1st Floor, Building 4NA, Maker Maxity, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051.

Phone: +91-22-3555 4094. Website: www.jfs.in. Email: investor.relations@jfs.in

CIN: L65990MH1999PLC120918



Jio Financial Services Limited

**Earnings Presentation
Year ended March 31, 2024**

April 19, 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.

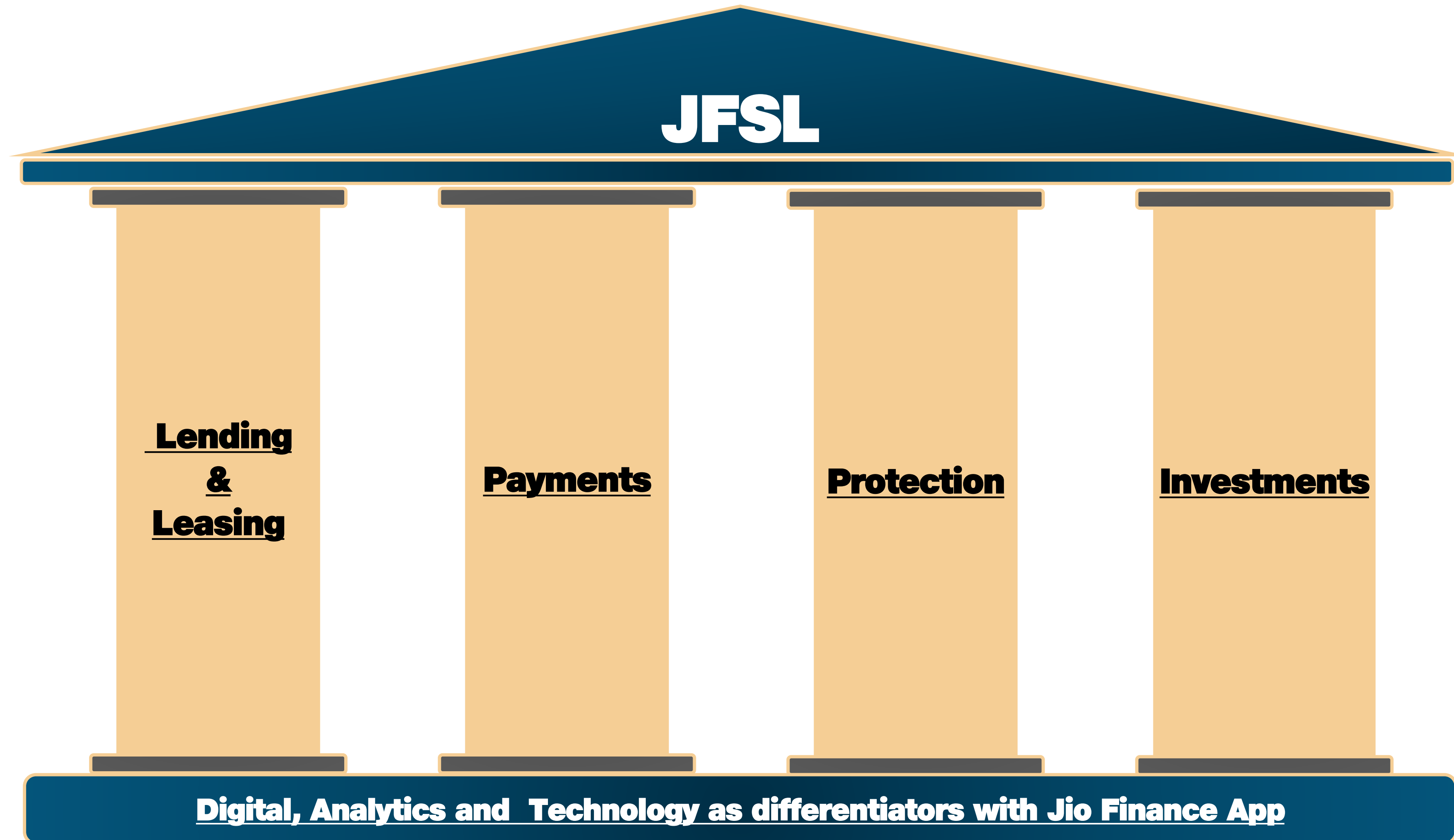
Forward-looking statements are based on certain assumptions and expectations of future events. The companies referred to in this presentation cannot guarantee that these assumptions and expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially 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 Overview

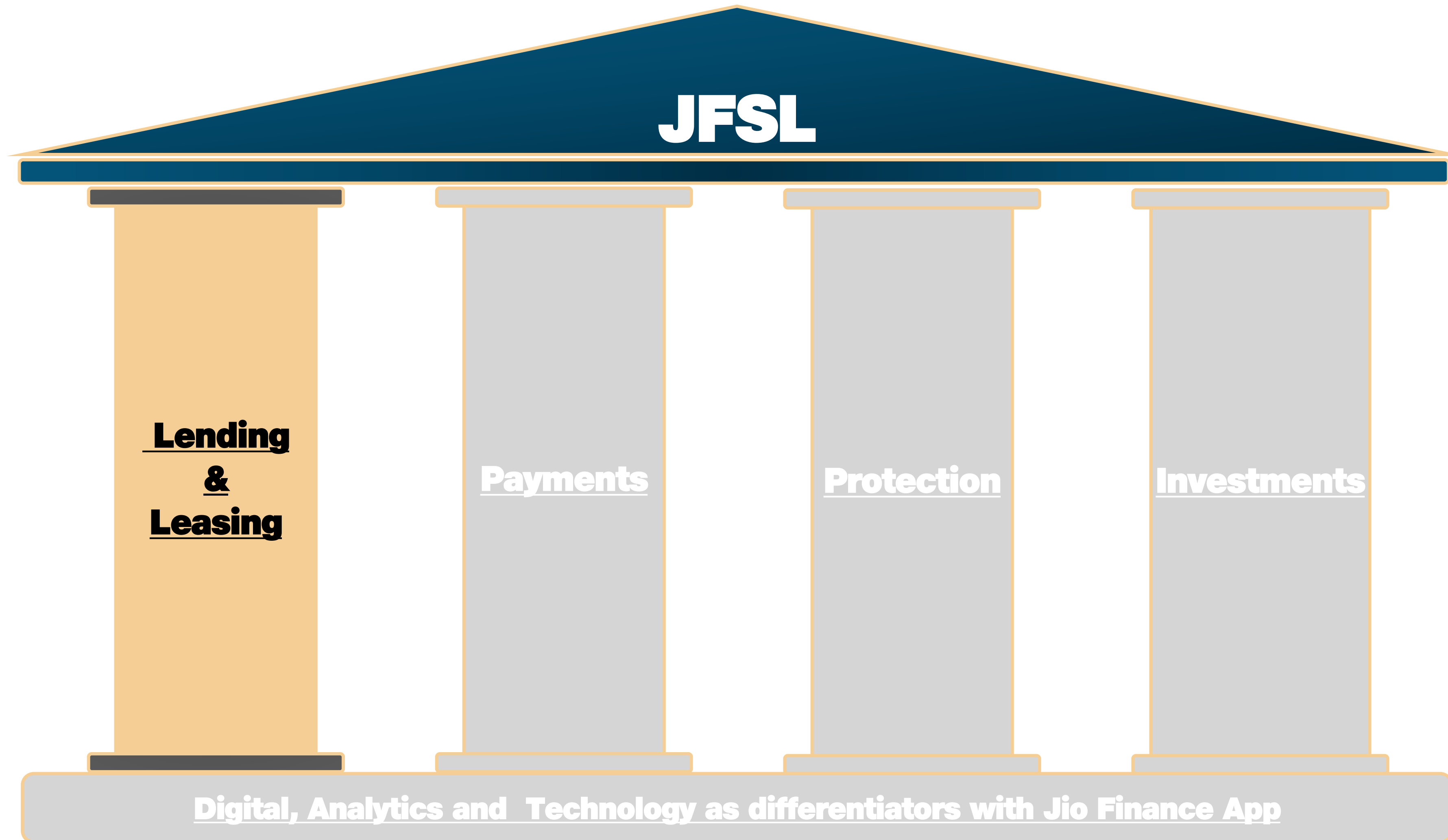
Catering to diverse financial needs of customers

Jio



Embedded the principles of ESG as a part of our business process

Catering to diverse financial needs of customers



Embedded the principles of ESG as a part of our business process

Business Update

Lending

Live

Vendor Financing

Addressing working capital needs of suppliers

Way forward

Products in pipeline

Home Loans, Loan Against Property, Loan Against Mutual Funds

Leasing

Way forward

DaaS

New-age service model for consumer devices to target:

- AirFiber
- Phone
- Laptop
- Ship lease
- Solar panels
- EV batteries
- IT equipment

Data & Technology

Data to be the core of our customer propositions

- Consolidated data strategy
- Data Lake
- Data Governance Framework

Modular, SaaS, Open-Source Platform

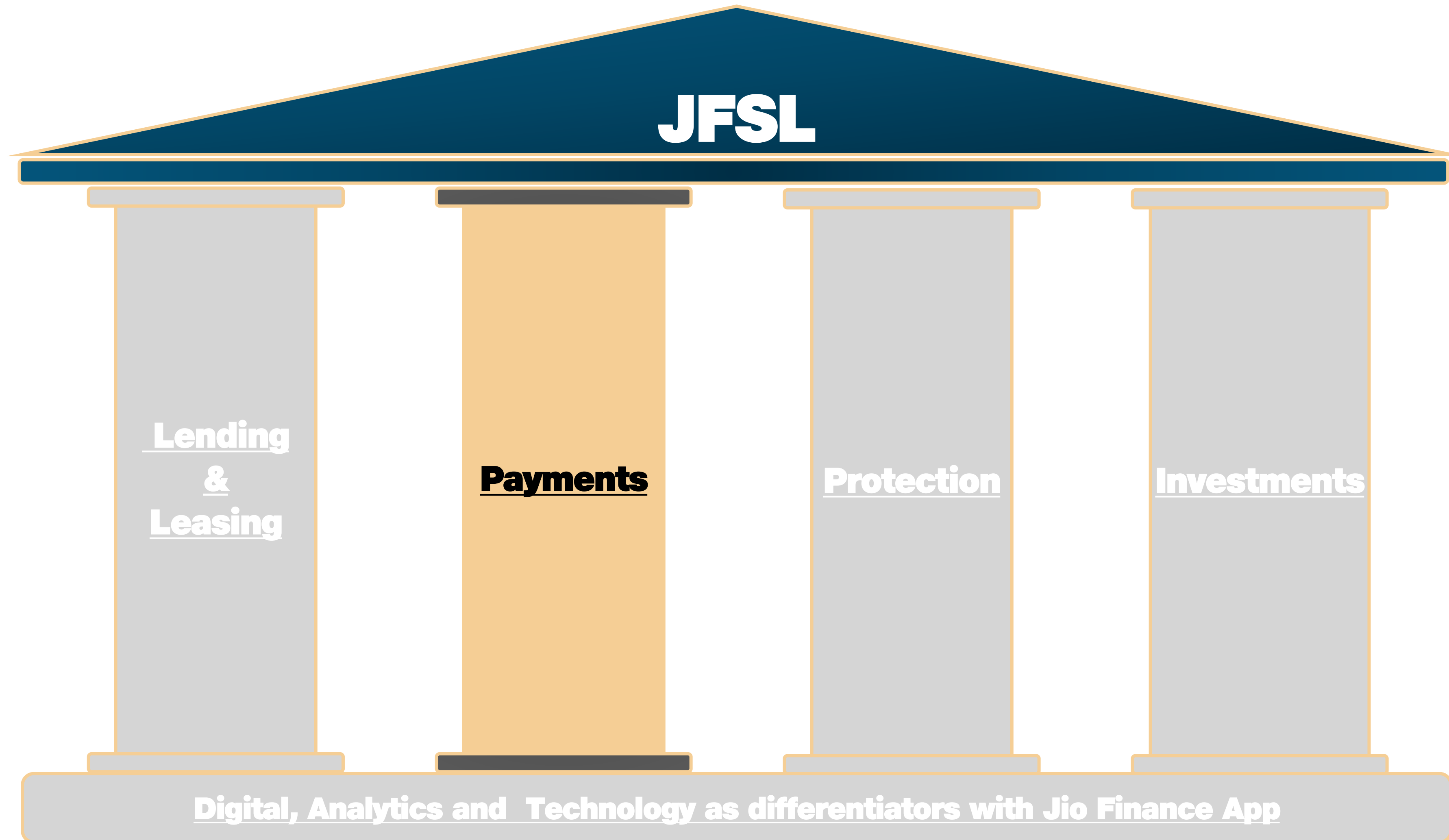
Built as a fit-for-purpose technology

Value Propositions

- An embedded finance product at a cost-effective rate for customers
- Lower risk due to asset ownership
- Sharper targeting for cross-selling based on customer insights

Catering to diverse financial needs of customers

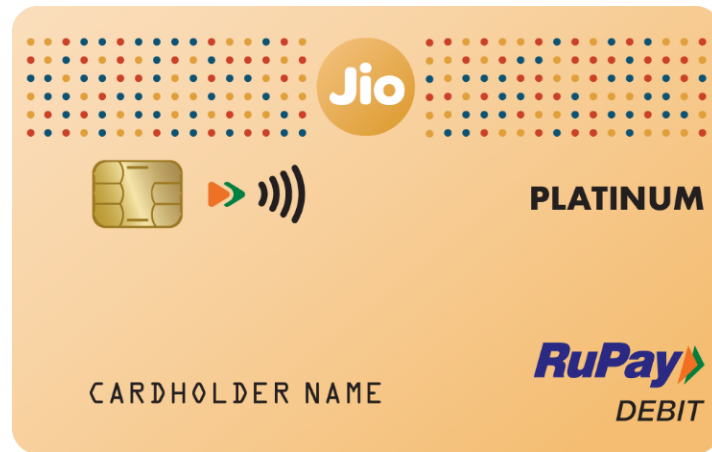
Jio



Embedded the principles of ESG as a part of our business process

Business Update

Jio Payments Bank



Launched Debit Card

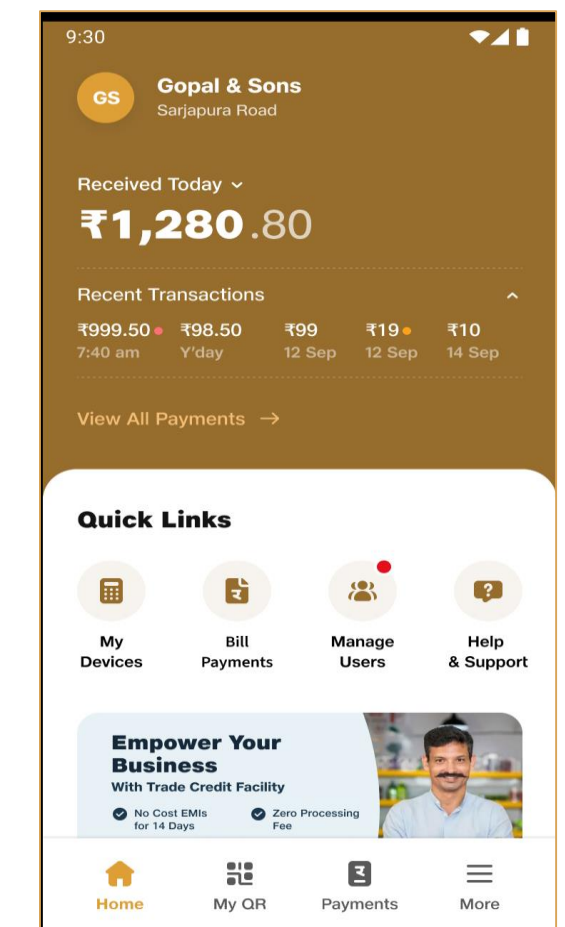
Launched revamped Digital Savings Account

New Business Correspondents' expansion plan

Jio Payment Solutions Limited



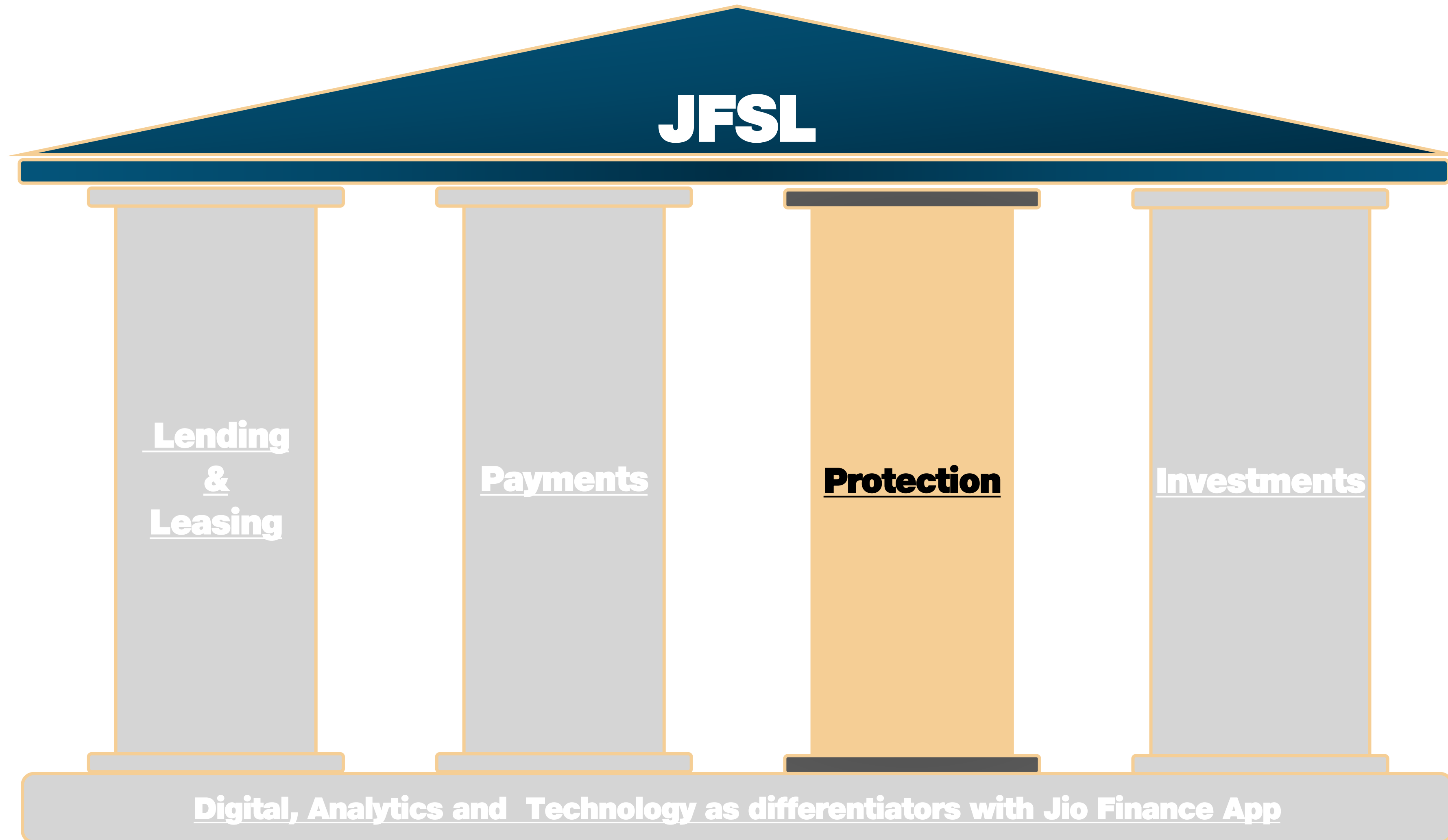
Pilot launch of Voice Box (Mumbai only)



Launched Merchant Mobile App

Technology revamp and product launches

Catering to diverse financial needs of customers



Embedded the principles of ESG as a part of our business process

Business Update

29

Insurance company tie-ups

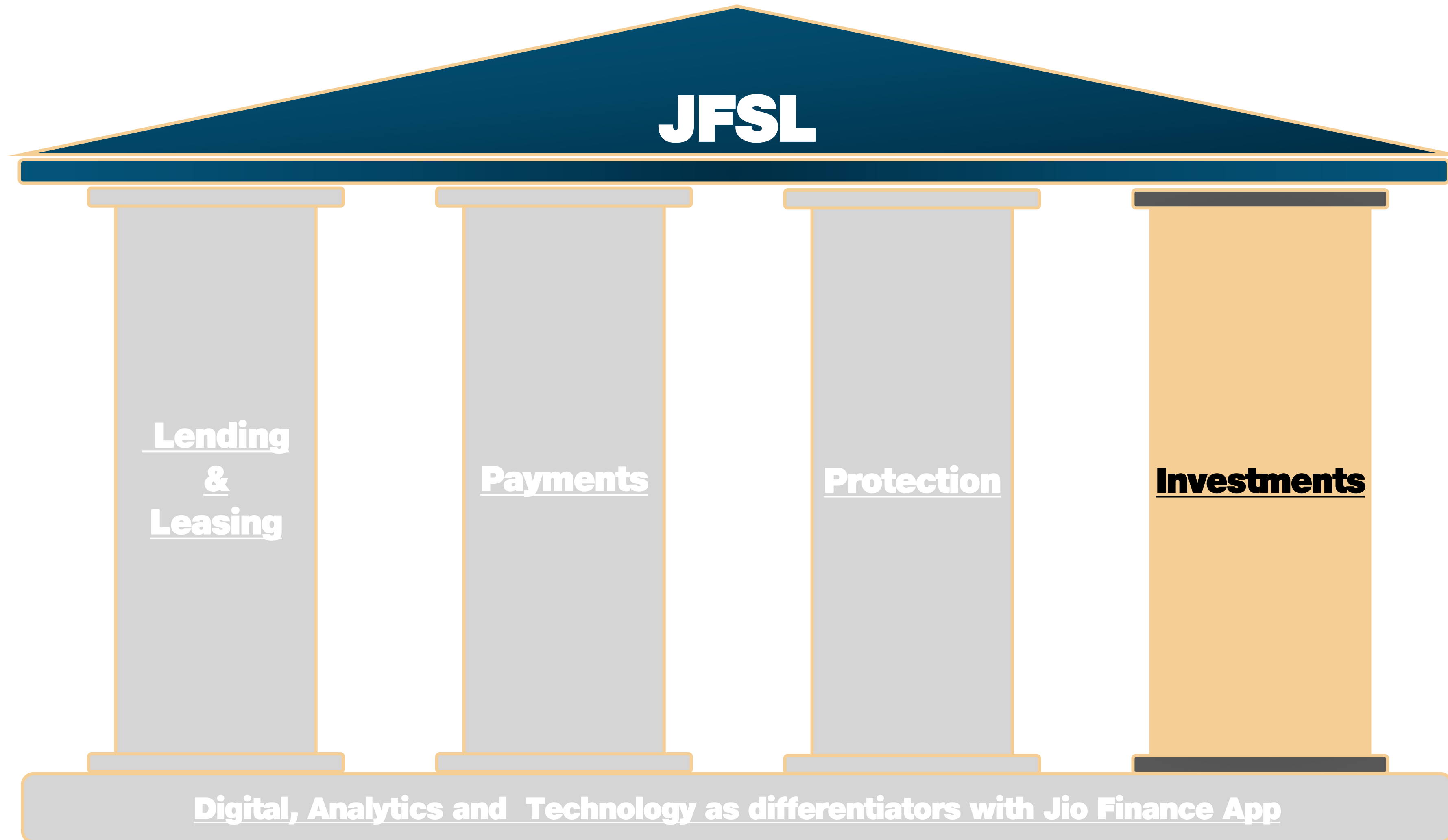
Embedded Insurance for **White Goods** at point of sale

Extended Warranty for Consumer durables and mobiles launched

Leveraging Jio Payment Solutions Limited's merchant platforms for shop insurance

Launch of Institutional Sales channel

Catering to diverse financial needs of customers



Embedded the principles of ESG as a part of our business process

1

Top-level hiring for
AMC in-progress

2

Infrastructure and tech
platforms identified; in
implementation stage

3

GTM strategy and
building blocks are
being put in place

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



Key Strengths

Technology will be our key growth differentiator

Base technology in place to be enabled by AI, alternate data and bolt-on features

Capitalizing on new entrant advantage

Absence of legacy systems resulting in significant cost efficiencies & enhanced computing capabilities

01

Agile approach

To quickly adapt to market dynamics & changing customer needs - including use of open-source technology

02

Leverage account aggregator, bureau & alternate data

Power to leverage alternate data to facilitate non-linear growth

03

AI & Analytics driven organization

Creating enriched customer profiles for tailored offerings

04

Low cost of servicing and enhanced customer experience enabled by digital touchpoints

Best-in-class practices for harnessing alternate data within the guardrails of DPDP Act¹

Risk Management & Credit Underwriting

Pre-assessment & profiling of customers leveraging conventional & alternate data sources within regulations

End-to-end digital journey with real time underwriting of customers

Collections & Monitoring

AI models for real-time monitoring of potential risks

AI led pre-emptive and curative collection measures using behavioural analytics

Efficient Risk management, Credit underwriting and Collections lead to lower credit cost

Key Strengths



Capital

- Strong capital base to fund growth strategy
- Standalone net worth Rs. 24,437 crore
- JFL Rated “AAA” by CRISIL

Brand

- Well-established brand presence that drives trust and recognition

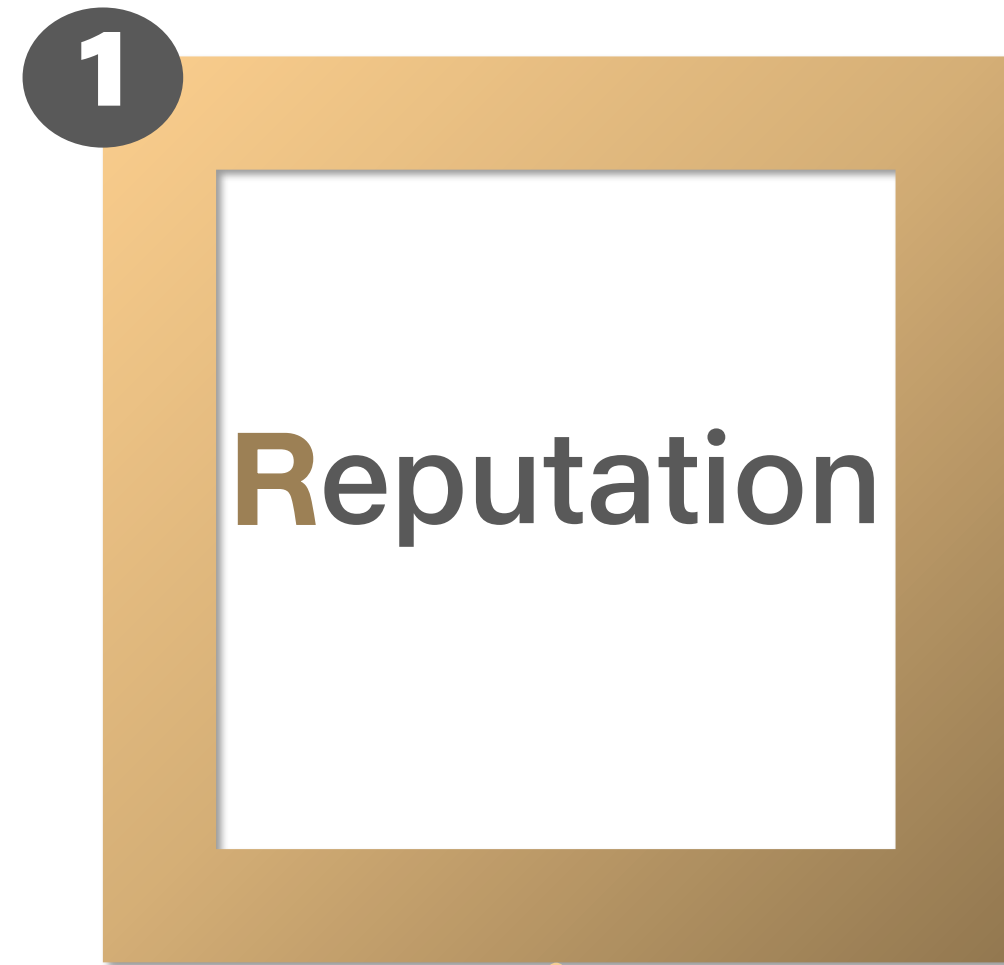
Digital, Analytics and Technology

- Capitalizing on new entrant advantage with end-to-end digital offerings
- Tech stack - Agile, Modular, Cloud Native, Built-to-suit, SaaS, Open Source
- Data from Credit Bureau, Account Aggregator and Alternate Data within regulations
- Continuous monitoring and enhancement with AI/ML technology

Proximity to Customers

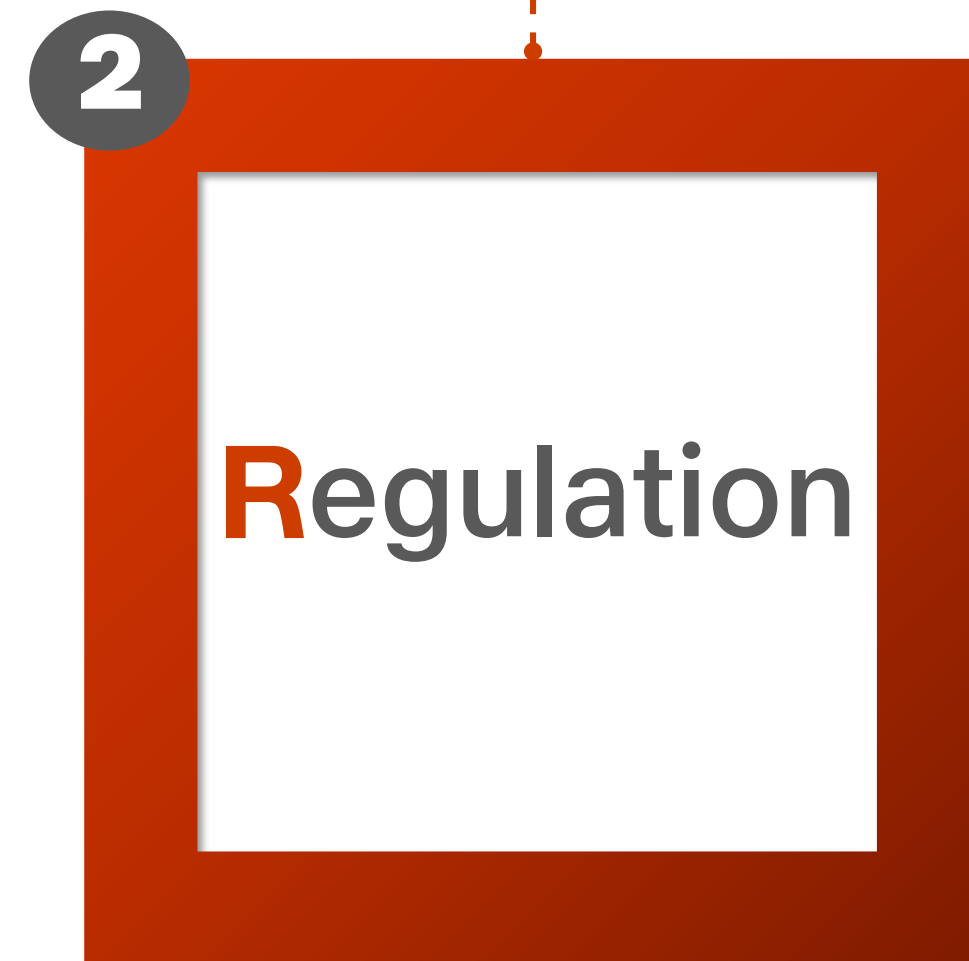
- Facilitating easy customer access through the ecosystem

Our Principles



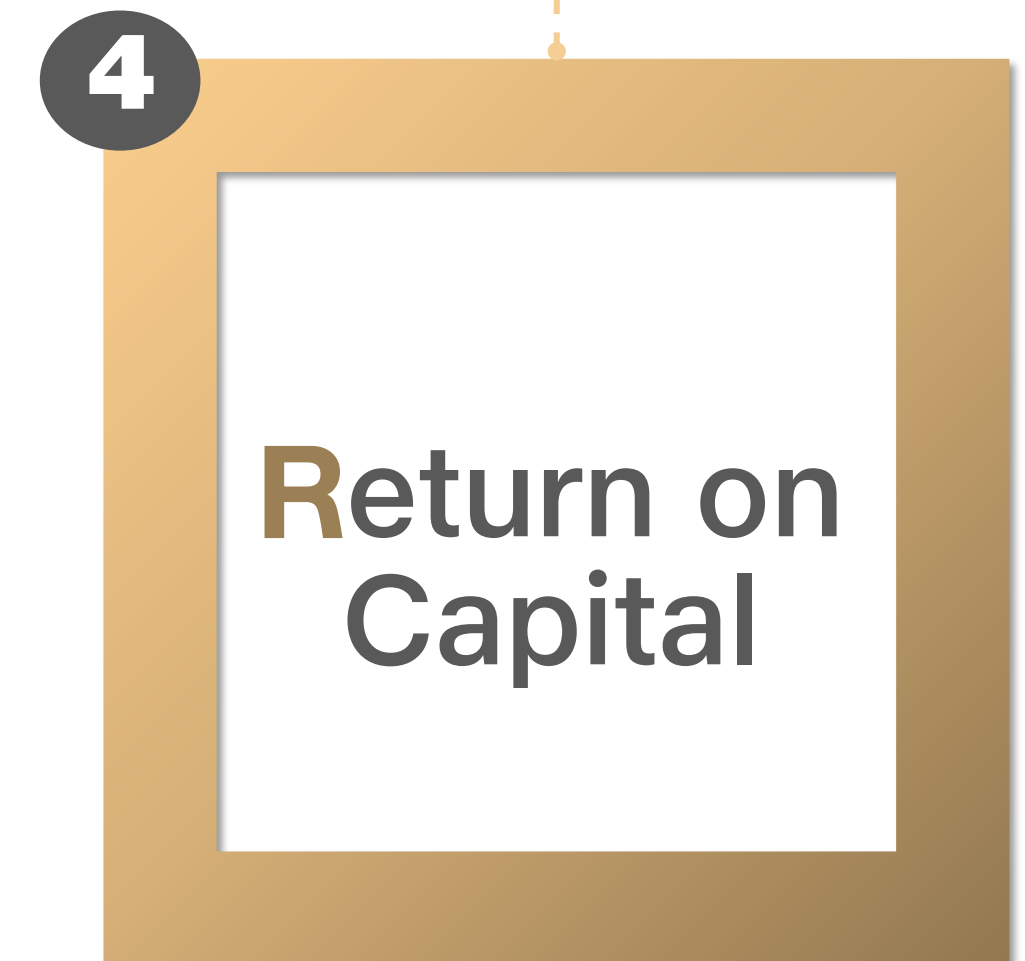
Set the highest ethical standards across organization and towards all stakeholders

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



Ensure prudent capital deployment in businesses within risk guardrails

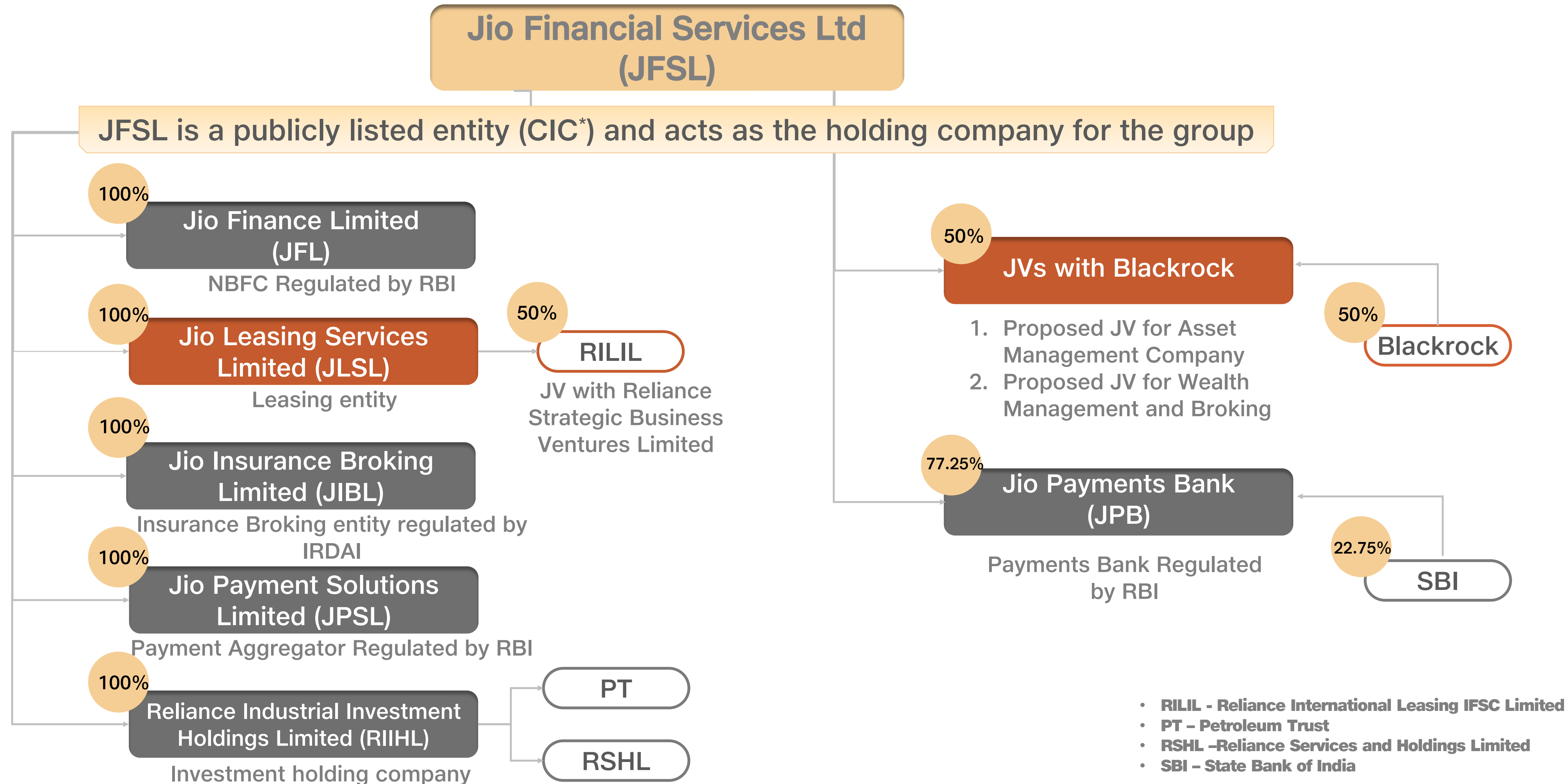
Ensure fair return to shareholders and other stakeholders





Financial Overview

Business Structure



* Application for CIC has been filed with RBI

Financial Highlights FY24



Consolidated PAT

Consolidated PAT for FY24 at Rs.
1,605 crores

Consolidated PAT at Rs. **311** crores for
Q4 FY24 (Q3 FY24 at Rs. 294 crore)

Standalone PAT

Standalone PAT for FY24 at Rs. **383**
crores

Standalone PAT at Rs. **78** crores for Q4
FY24 (Q3 FY24 at Rs. 71 crore)

Statement of Profit and Loss - Consolidated



Rs. in crore	Consolidated Financial Statements			
	Q3-2024	Q4-2024	FY-2023	FY-2024
Interest income	269	281	38	938
Dividend income	-	-	0	217
Fees and commission income	41	31	-	152
Net gain on fair value changes	103	106	3	547
Other Income*	1	0	3	1
Total income	414	418	44	1,855
Staff Expenses	34	39	-	116
Other Operating Expenses	65	62	6	209
Total expenses	99	101	6	325
Pre provisioning operating profit	315	317	38	1,530
Provisions	-	2	(10)	2
Share of Associates & Joint ventures, net of tax	66	78	-	428
Profit before tax	381	393	48	1,956
Provision for taxation	87	82	17	351
Profit after tax	294	311	31	1,605

* Pertains to interest on tax refund

Balance Sheet - Consolidated



Rs. in crore	Consolidated Balance Sheet	
	On Mar. 31, 2023	On Mar. 31, 2024
Assets		
Cash & Bank Balances	6,297	10,960
Investments	1,08,141	1,33,292
Loans	41	173
Other assets	451	438
Total assets	1,14,930	1,44,863
Net worth	1,14,120	1,39,148
<i>Equity share capital</i>	2	6,353
<i>Other Equity</i>	1,14,118	1,32,795
Borrowings	743	-
Other Liabilities	67	5,715
Total Liabilities	1,14,930	1,44,863

Statement of Profit and Loss - Standalone



Rs. in crore	Standalone Financial Statements			
	Q3-2024	Q4-2024	FY-2023	FY-2024
Interest income	90	87	38	382
Fees and commission income	0	2	0	2
Net gain on fair value changes	44	52	3	255
Other Income	-	-	3	0
Total income	134	141	44	639
Staff Expenses	14	13	-	43
Other Operating Expenses	22	24	6	74
Total expenses	36	37	6	117
Pre provisioning operating profit	98	104	38	522
Provisions	-	-	(10)	
Profit before tax	98	104	48	522
Provision for taxation	27	26	17	139
Profit after tax	71	78	31	383

Balance Sheet - Standalone



Rs. in crore	Standalone Balance Sheet	
	On Mar. 31, 2023	On Mar. 31, 2024
Assets		
Cash & Bank Balances	5,250	4,590
Investments	19,401	19,720
Loans	-	92
Other assets	152	72
Total assets	24,803	24,474
Net worth	24,054	24,437
<i>Equity share capital</i>	2	6,353
<i>Other Equity</i>	24,052	18,084
Borrowings	743	-
Other Liabilities	6	37
Total Liabilities	24,803	24,474



Thank you

investor.relations@jfs.in | www.jfs.in

