

# Q2 & H1 FY25 Earnings Presentation

*October 18, 2024*

**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



# Q2 & H1 FY25 | Key Consolidated Financials



	Q2 FY25	H1 FY25
Total Income	Rs 693.85 Cr	Rs 1,111.67 Cr
Profit after Tax	Rs 689.07 Cr	Rs 1,001.70 Cr
Net Worth	Rs 1,37,144 Cr as on September 30, 2024	

# New Products Launched...

## July 2024

- Loan on Mutual Funds
- Home Loan
- Corporate Lending – Term Loan, Working Capital
- Auto and Two-wheeler Insurance

## August 2024

- Home Loan – Balance Transfer
- Health Insurance
- Salary Accounts
- Physical Debit Cards

## September 2024

- Loan against Property (LAP)
- Loan on Securities
- Life Insurance (Term)

**...across all business lines**

# JioFinance App – Built for #GenAll

## DIGITAL STOREFRONT FOR CUSTOMERS



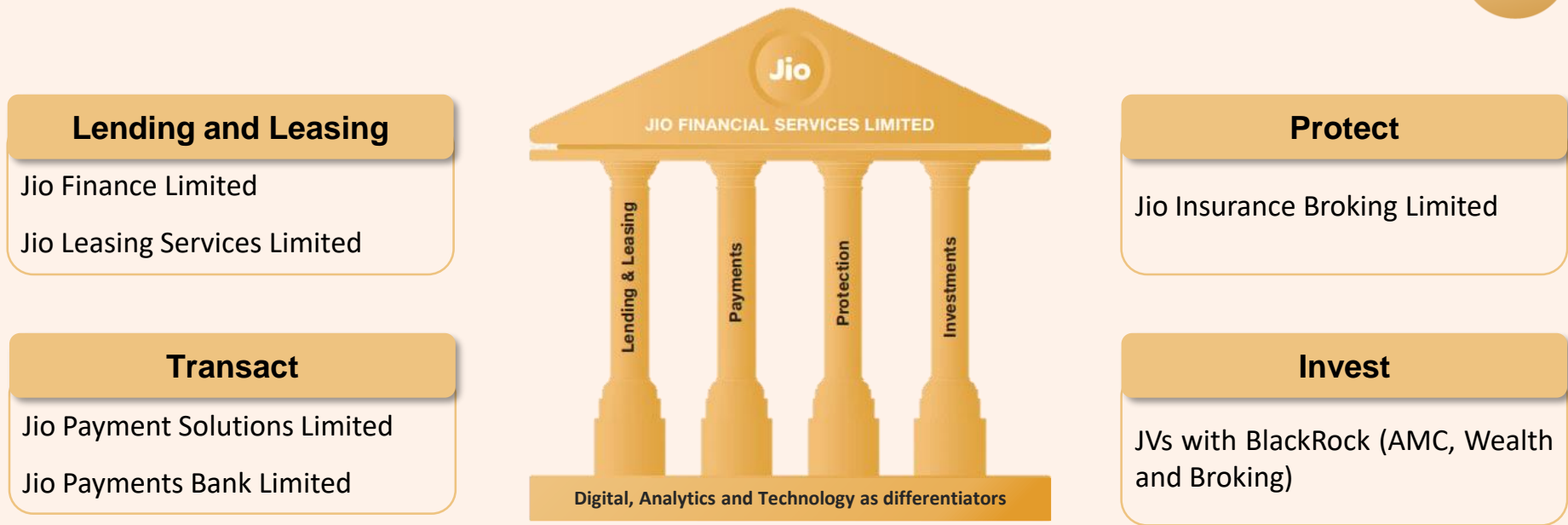
- JioFinance app **embedded on MyJio app** in September 2024
- **Launched new version of JioFinance app on October 10, 2024** (post beta phase)

### Key products/ services added since beta launch

- **Home Loan** (including Balance Transfer)
- **Loan against Property**
- **Health Insurance**
- **Life Insurance (Term)**
- **UPI International** enabled in France, UAE, Singapore, Bhutan, Sri Lanka and Nepal
- **Account aggregator** for multiple bank accounts & mutual fund
- **Biometric-enabled payments**
- **Credit Card billers** from leading banks

**6.5mn Average MAU\***  
across all digital properties of JFSL

# Serving Core Financial Needs of Customers



**R**eputation

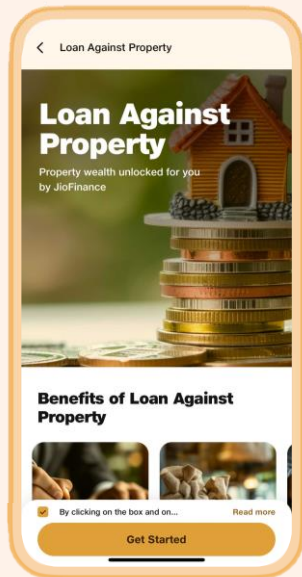
**R**egulation

**R**eturn of Capital

**R**eturn on Capital

# Lending and Leasing

## JIO FINANCE LIMITED



### Corporate

- Vendor Financing
- Working Capital
- Term Loan
- Factoring

### Retail

- Loan on Mutual Funds
- Home Loan (incl. Balance Transfer)
- Loan against Property
- Loan on Securities

AUM of **Rs 1,206 Cr** as on September 30, 2024

## JIO LEASING SERVICES LIMITED

- Ship leasing continues under Reliance International Leasing IFSC Limited (RILIL) - JV with Reliance Strategic Business Ventures Limited in GIFT city



# Payments

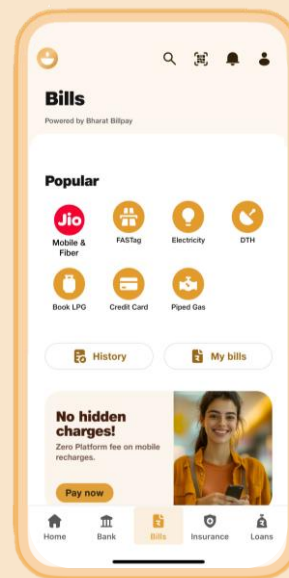
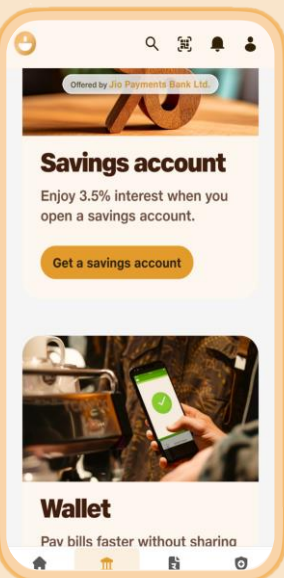
Jio

## JIO PAYMENTS BANK LIMITED

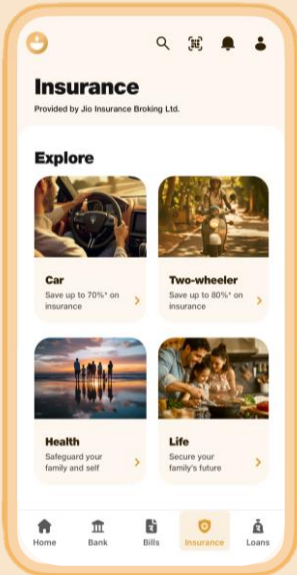
## JIO PAYMENT SOLUTIONS LIMITED

- JFSL increased stake to **82.17%** in August 2024
- **1.5mn CASA** customers
- **Expanded Business Correspondents network to 3,000**; expansion to continue

- **Enabled recurring payments\*** on Payment Gateway (UPI & e-NACH)
- **Onboarding small merchants** in under 10 minutes
- **Bank account verification solution\*** for online investments
- **Upcoming: NEFT/RTGS payment solution** for B2B invoice payments, **Affordability Suite** - EMI on credit/debit cards and Brand EMI



*\*Launched in October 2024*



- **Direct-to-Customer product portfolio of 24 plans across 4 product categories** (Auto, Two-wheeler, Health and Life)
- **New partnerships** for Auto and Two-wheeler Insurance
- **Extended Warranty** for consumer durables and devices
- **Growth momentum in Institutional channel continues** with new client acquisition
- **Launched Employee Benefit portal** for Institutional clients
- Institutional product suite includes **Group Term Life, Group Medical Cover, Group Personal Accident and Commercial Insurance**

# Investment

## JV FOR ASSET MANAGEMENT

Received in-principle approval of sponsors from SEBI in Oct'24

1

Strengthened  
leadership and  
functional teams

2

System deployment  
for tech platforms  
and infrastructure on  
schedule

3

Product roadmap  
and GTM strategy in  
advanced stages

## JV FOR WEALTH MANAGEMENT AND BROKING

Incorporated Jio BlackRock Investment Advisers Private Ltd. to offer wealth management services in Sep'24

# FINANCIAL OVERVIEW



# Statement of Profit and Loss - Consolidated

Rs. in crore	Consolidated Profit and Loss				
	Q2 FY24	Q1 FY25	Q2 FY25	H1 FY24	H1 FY25
Interest income	186	162	205	388	367
Dividend income	217	-	241	217	241
Fees and commission income	41	38	41	80	79
Net gain on fair value changes	164	218	207	337	425
<b>Total Income</b>	<b>608</b>	<b>418</b>	<b>694</b>	<b>1,022</b>	<b>1,112</b>
Staff Expenses	31	39	68	43	107
Other Operating Expenses	40	40	74	82	114
<b>Total Expenses</b>	<b>71</b>	<b>79</b>	<b>142</b>	<b>125</b>	<b>221</b>
<b>Pre provisioning operating profit</b>	<b>537</b>	<b>339</b>	<b>552</b>	<b>897</b>	<b>891</b>
Less: Provisions	-	0	4	-	4
Add: Share of Associates & Joint ventures, net of tax	218	62	225	285	287
<b>Profit before tax</b>	<b>754</b>	<b>401</b>	<b>773</b>	<b>1,182</b>	<b>1,174</b>
Provision for taxation	86	88	84	182	172
<b>Profit after tax</b>	<b>668</b>	<b>313</b>	<b>689</b>	<b>1,000</b>	<b>1,002</b>

# Balance Sheet - Consolidated

Rs. in crore	Consolidated Balance Sheet	
	On March 31, 2024	On September 30, 2024
<b>Assets</b>		
Cash & Bank Balances	10,960	5,132
Investments	1,33,292	1,37,439
Loans	173	1,206
Other assets	438	445
<b>Total assets</b>	<b>1,44,863</b>	<b>1,44,222</b>
Net worth	1,39,148	1,37,144
<i>Equity share capital</i>	6,353	6,353
<i>Other Equity</i>	1,32,795	1,30,791
Other Liabilities	5,715	7,078
<b>Total Liabilities</b>	<b>1,44,863</b>	<b>1,44,222</b>

# Statement of Profit and Loss - Standalone

Rs. in crore	Standalone Profit and Loss				
	Q2 FY24	Q1 FY25	Q2 FY25	H1 FY24	H1 FY25
Interest income	93	19	40	203	59
Dividend income	-	-	235	-	235
Fees and commission	-	1	2	-	3
Net gain on fair value changes	56	114	106	160	220
<b>Total Income</b>	<b>149</b>	<b>134</b>	<b>383</b>	<b>363</b>	<b>517</b>
Staff Expenses	12	16	31	16	47
Other Operating Expenses	14	14	29	28	43
<b>Total Expenses</b>	<b>25</b>	<b>30</b>	<b>60</b>	<b>44</b>	<b>90</b>
<b>Pre provisioning operating profit</b>	<b>124</b>	<b>104</b>	<b>323</b>	<b>319</b>	<b>427</b>
Less: Provisions	-	6	(5)	-	1
<b>Profit before tax</b>	<b>124</b>	<b>98</b>	<b>328</b>	<b>319</b>	<b>426</b>
Provision for taxation	35	26	23	85	49
<b>Profit after tax</b>	<b>89</b>	<b>72</b>	<b>305</b>	<b>234</b>	<b>377</b>

# Balance Sheet - Standalone

Rs. in crore	Standalone Balance Sheet	
	On March 31, 2024	On September 30, 2024
<b>Assets</b>		
Cash & Bank Balances	4,590	590
Investments	19,720	23,952
Loans	92	257
Other assets	72	100
<b>Total assets</b>	<b>24,474</b>	<b>24,899</b>
Net worth	24,437	24,813
<i>Equity share capital</i>	6,353	6,353
<i>Other Equity</i>	18,084	18,460
Other Liabilities	37	86
<b>Total Liabilities</b>	<b>24,474</b>	<b>24,899</b>



**THANK YOU**

