



April 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 Audited Financial Results (Consolidated and Standalone) for the quarter and year ended March 31, 2025

Pursuant to Regulation 30 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, 2025, 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

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

Q4 FY25 & FY25 Earnings Presentation

April 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.



Performance Metrics Reflect Strong Execution in FY2025

Lending and Leasing

Jio Finance Limited (JFL)

- AUM at Rs. 10,053Cr (vs. Rs 173Cr as of March 31, 2024)


Payments

Jio Payments Bank Limited (JPBL):

- Customer base of 2.31mn (~3X YoY)
- CASA + Wallet of Rs. 295Cr (~3X YoY)
- Acquisition of SBI's stake*

Jio Payment Solutions Limited (JPSL):

- Received Online Payment Aggregator license



JioFinance App

- 8mn MAU# across digital properties
- Received TPAP^ license

Protect

Jio Insurance Broking Limited (JIBL)

- Expanding Supply: 34 insurance partners; 61 direct-to-customer plans
- Refining customer journeys with digital DIY platform

Invest

- Jio BlackRock Asset Management Private Limited filed for final approval
- Applications filed for wealth and broking licenses

Rs. 1,594Cr Cons. PPOP

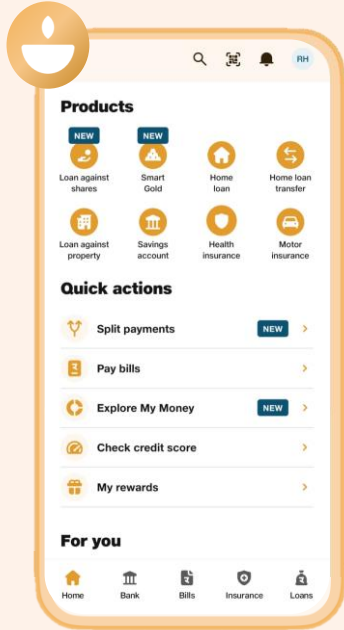
Rs. 349Cr Income from Business Operations^^

Rs. 1,346Cr additional equity invested in Group entities

Board recommended a dividend of **Rs 0.50/ share for FY25**

* Subject to regulatory approval, #Assuming half of JioFinance app users may also be accessing JFSL products on MyJio app, ^Third Party Application Provider, ^^ includes Interest income from loan book and fee and commission income from NBFC, Fees and Commission Income from Payment solutions and Insurance Broking, Interest income and Fees and Commission income from Payments Bank

Products: Diversified suite of offerings for #GenAll (1/5)



Borrow

- Home Loan (including BT)
- Loan against Property (including BT)
- Loan against Mutual Funds
- Loan against Shares
- Check Credit Score

Transact

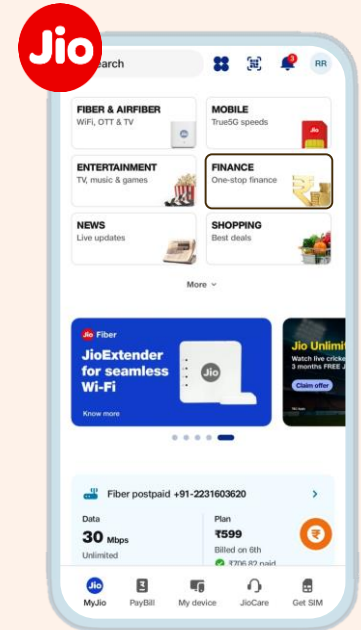
- UPI and Bill Payments
- CASA with debit cards
- UPI International
- Biometric-enabled payments
- Split Payments

Protect

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

Invest

- Digital Gold (lumpsum & systematic investment plan)
- My Money – Finance Dashboard



Digital-first approach through JioFinance app

Distribution: Digital and Physical Expansion Underway (2/5)



Digital



JioFinance app launched in Q1 FY25 and integrated with MyJio in Q2 FY25

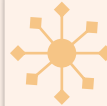


Marketing tie-up in place to leverage group's expansive customer base through contextual campaigns



JioSoundPay: Instant audio UPI alerts on JioBharat phones to help expand small merchant base

Physical



Leveraging group ecosystem distributors for retail lending products



JFL expanded physical presence to 10 Tier-1 cities



JPBL's Business Correspondent network grew ~6X YoY to 14k+

Current Focus on Mass-Affluent and above customers

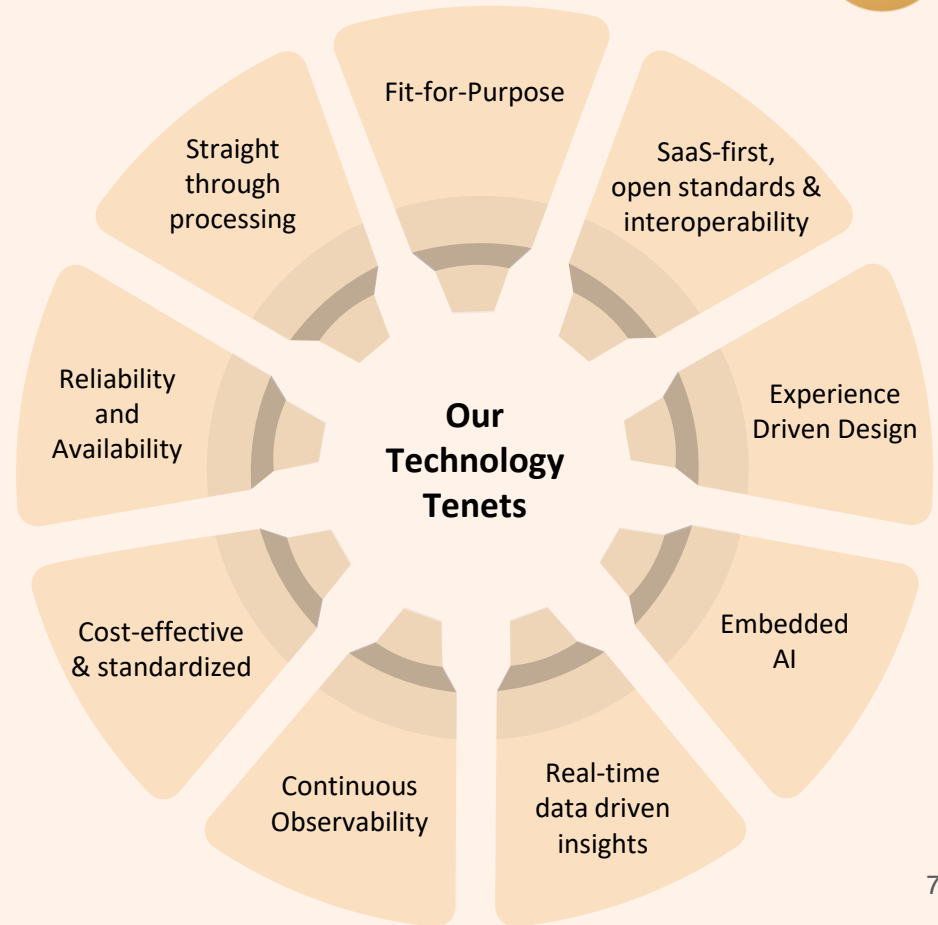
	<u>Lending</u> (JFL)	<u>Insurance</u> <u>Broking</u> (JIBL)	<u>Payment</u> <u>Solutions</u> (JPST)	<u>Payments</u> <u>Bank</u> (JPBL)	<u>AMC*</u>	<u>Wealth*</u>	<u>Broking*</u>
HNI/ UHNI (>Rs 100L)	✓	✓	✓	✓	✓	✓	✓
Affluent (Rs25L-100L)	✓	✓	✓	✓	✓	✓	✓
Mass Affluent (Rs7L-25L)	✓	✓	✓	✓	✓	✓	✓
Mass Market (Rs2.5L-7L)		✓	✓	✓	✓	✓	✓
Sub-mass market (<Rs2.5L)			✓	✓			

Target Segment (Annual Income)

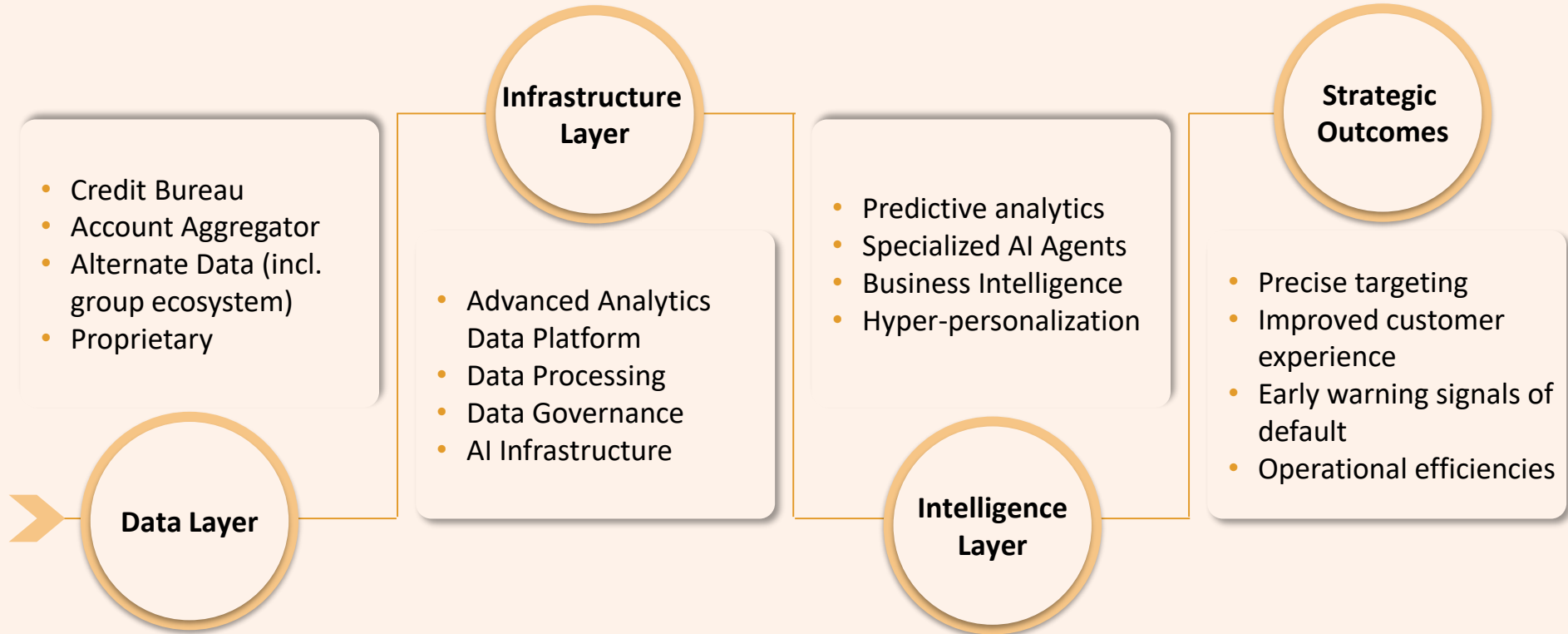
*Awaiting regulatory approvals for AMC, wealth and broking

Technology: Best-in-class and cost effective (3/5)

- Open-source technology driving agility in evolving digital landscape and market dynamics
- Implemented end-to-end origination and core lending systems for JFL
- JPBL and JPSL upgraded to new-age tech stack
- Horizontal stack deployed for shared functions across the JFSL group



Data Intelligence: Right Product to the Right Customer via the Right Channel at the Right time (4/5)



People: Diverse Talent Pool (5/5)

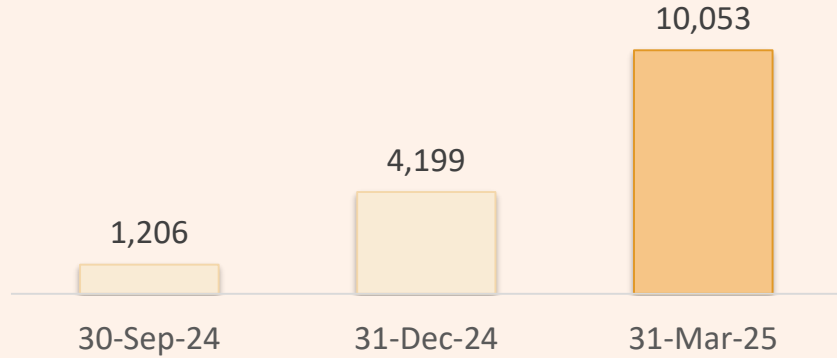


- Senior leadership with vast BFSI experience
- Agile organization structure
- Strong team of 1,000+ employees across JFSL group
- Strategic talent mix from Banks, NBFCs and fintechs
- Strong brand, preferred employer attracting top talent
- Onboarding gig workers as well as global talent to enhance agility and build world-class capabilities



Lending & Leasing – Jio Finance Limited

AUM (Rs Cr)



Product Portfolio

Retail: Home Loan (incl. Balance Transfer & Top-up), Loan against Property (LAP), Loan against Mutual Funds and Loan against Shares

Corporate: Vendor Financing, Working Capital Loan, Term Loan, Factoring

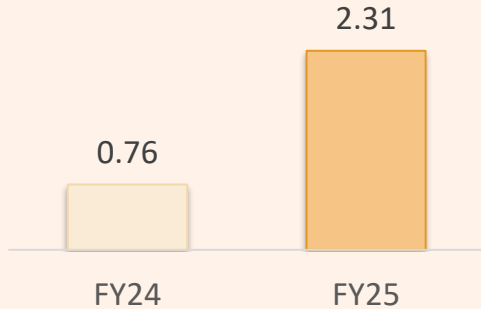
Distribution

- Physical presence expanded to 10 Tier-1 cities
- Expanding external GTM channels for Home Loans & LAP
- Increased partnerships with wealth management companies & banks for LAS and LAMF
- Marketing tie-up in place to leverage group's expansive customer base through contextual campaigns
- Leveraging group ecosystem's network for retail and corporate lending
- Direct institutional sales and channel tie-ups established

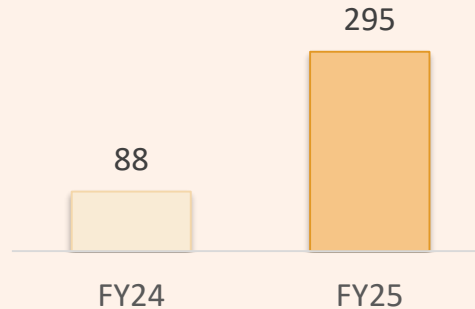


Payments – Jio Payments Bank Limited

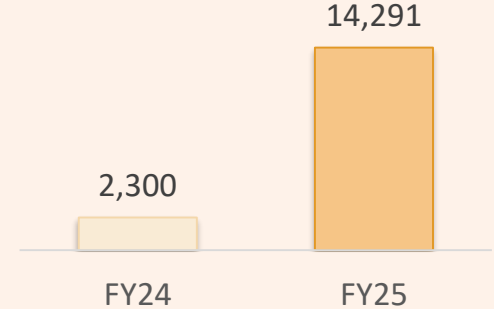
CASA Customers (mn)



Deposits* (Rs Cr)



Business Correspondent Network



Target Customer and Value Proposition

Urban: Secondary account to declutter the primary account and provide access to broader financial services

Rural: Primary bank account to serve core banking requirements through assisted digital channel

Product Portfolio

CASA variants including sweep and salary accounts

Physical and Virtual Debit Cards

Wallets

Domestic Money Transfer

Aadhaar Enabled Payment System

* Includes Current Account, Savings Account and Wallets

Payments – Jio Payment Solutions Limited

Product Portfolio

Online

Payment gateway offerings incl. split payments, autopay, etc.

Instore/ Offline

JioBharat, Static QR, Biller Centre, Dynamic QR standee, JioPay Voicebox

Remote

Last mile, cash-on-delivery payment solution including UPI QR, collect link, etc.

Distribution

- Payments enabled for micro and small merchants through JioBharat Phones
- Dedicated sales team for large merchants
- Leveraging group ecosystem to acquire enterprise clients

Comprehensive suite of Retail Payment devices



Focus on profitable growth and expanding contribution margin



Investment – JVs with BlackRock

Asset Management

- Asset management company files application for final approval
- Senior leadership and core business teams in place
- Development of unified investment platform and infra deployment completed
- Ready to launch with a defined product roadmap and go-to-market strategy

Wealth Management

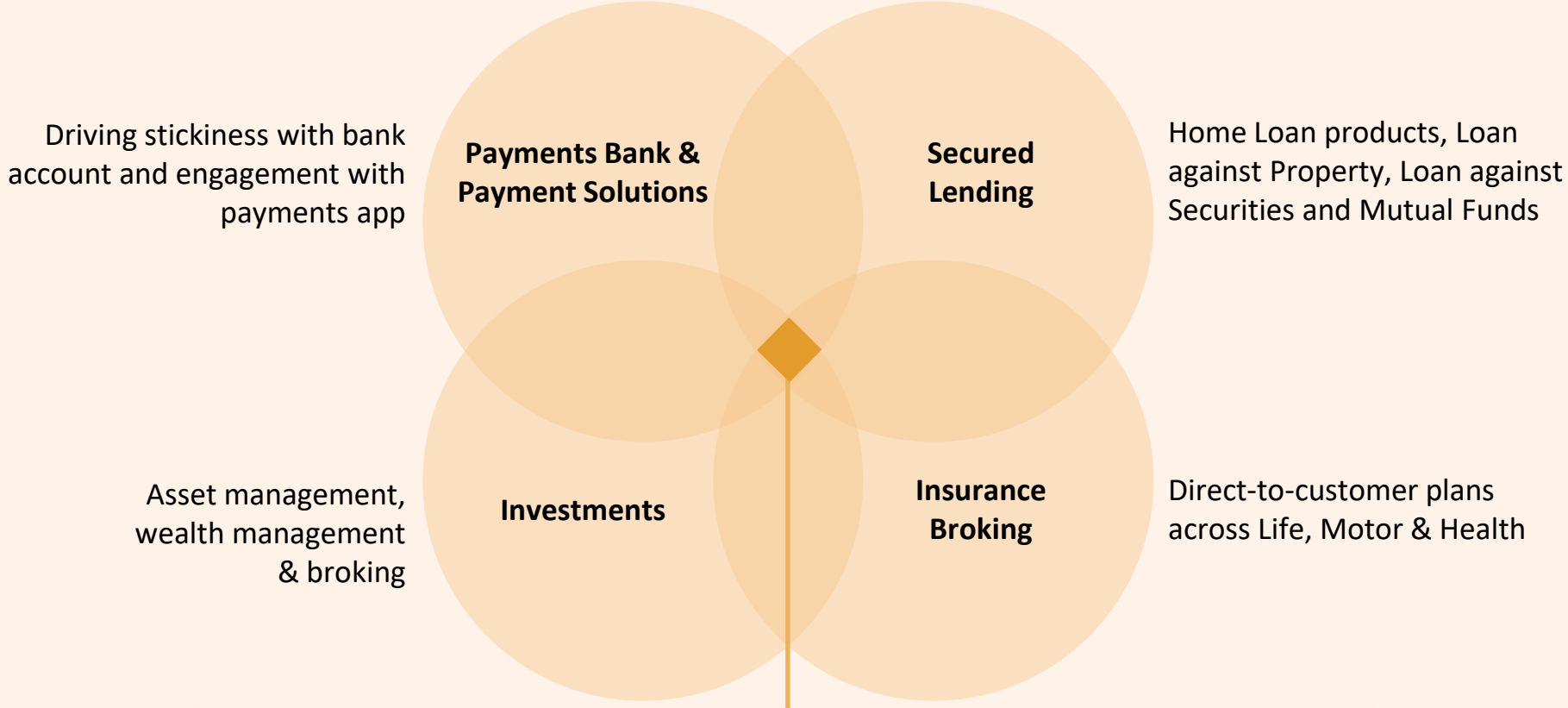
- Incorporated Jio BlackRock Investment Advisers Private Ltd. to offer wealth management services in September 2024
- Filed application for Registered Investment Advisor license in March 2025

Broking

- Incorporated Jio BlackRock Broking Private Ltd to offer broking services in January 2025
- Filed application for broking license in March 2025

Recruitment of CXOs for Wealth Management and Broking in progress

Focus on cross-sell and up-sell

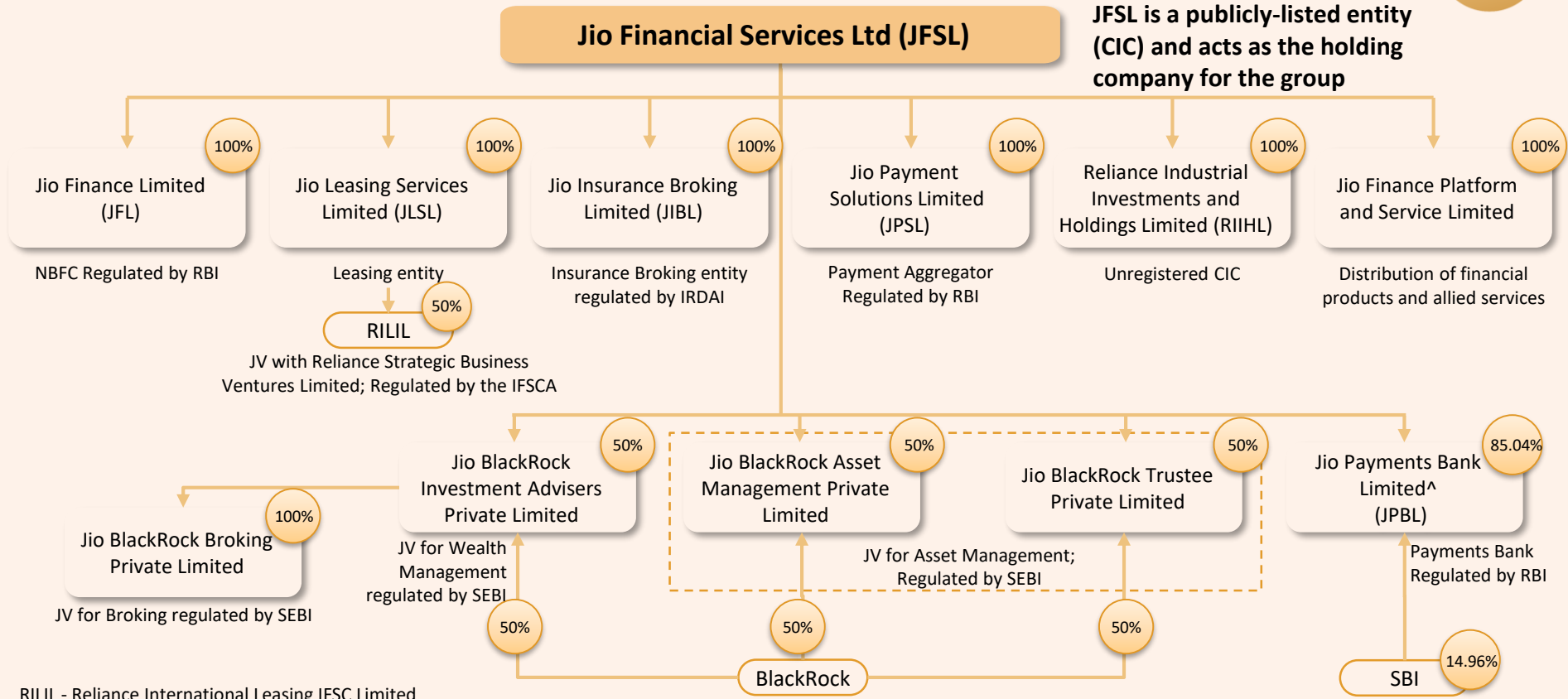


Serving the core financial needs of customers holistically via the JioFinance app

FINANCIAL OVERVIEW



Group Structure



RILIL - Reliance International Leasing IFSC Limited
 SBI – State Bank of India
 ^ Acquisition of SBI’s remaining stake subject to RBI’s approval

Legend: Ownership

Statement of Profit and Loss – Consolidated

Particulars (in Rs. crore)	Q4 FY24	Q3 FY25	Q4 FY25	FY24	FY25
Interest income	281	210	276	938	853
Dividend income	-	-	-	217	241
Fees and commission income	31	37	39	152	155
Net gain on fair value changes	106	191	178	547	794
Other Income	0	11	25	1	36
Total Income	418	449	518	1,855	2,079
Staff Expenses	39	54	55	116	215
Other Operating Expenses	62	65	89	209	270
Total Expenses	101	119	144	325	485
Pre provisioning operating profit	317	330	374	1,530	1,594
Provisions	2	12	24	2	40
Share of Associates & JV (net of tax)	78	59	46	428	393
Profit before tax	393	377	396	1,956	1,947
Provision for taxation	82	82	80	351	334
Profit after tax	311	295	316	1,605	1,613



Balance Sheet – Consolidated

Particulars (in Rs. crore)	As on Mar 31, 2024	As on Mar 31, 2025
Assets		
Cash & Bank Balances	10,960	4,072
Investments	1,33,292	1,18,910
Loans	173	10,053
Other assets	438	475
Total assets	1,44,863	1,33,510
Liabilities		
Net worth	1,39,148	1,23,497
<i>Equity share capital</i>	6,353	6,353
<i>Other Equity</i>	1,32,795	1,17,144
Other Liabilities	5,715	10,013
Total Liabilities	1,44,863	1,33,510

Statement of Profit and Loss – Standalone

Particulars (in Rs. crore)	Q4 FY24	Q3 FY25	Q4 FY25	FY24	FY25
Interest income	87	16	42	382	117
Dividend income	-	-	-	-	235
Fees and commission	2	-	3	2	6
Net gain on fair value changes	52	121	107	255	447
Other Income	-	11	23	-	34
Total Income	141	148	175	639	839
Staff Expenses	13	19	18	43	83
Other Operating Expenses	24	23	30	74	96
Total Expenses	37	42	48	117	179
Pre provisioning operating profit	104	106	127	522	660
Provisions	-	6	1	-	7
Profit before tax	104	100	126	522	653
Provision for taxation	26	25	29	139	104
Profit after tax	78	75	97	383	549

Balance Sheet - Standalone

Particulars (in Rs. crore)	As on Mar 31, 2024	As on Mar 31, 2025
Assets		
Cash & Bank Balances	4,590	558
Investments	19,720	22,706
Loans	92	1,748
Other assets	72	84
Total assets	24,474	25,096
Liabilities		
Net worth	24,437	24,985
<i>Equity share capital</i>	<i>6,353</i>	<i>6,353</i>
<i>Other Equity</i>	<i>18,084</i>	<i>18,632</i>
Other Liabilities	37	111
Total Liabilities	24,474	25,096

Our Principles – 4Rs

Reputation

Set the highest ethical standards across organization and towards all stakeholders

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

Regulation

Return of Capital

Ensure prudent capital deployment in businesses within risk guardrails

Ensure fair return to shareholders and other stakeholders

Return on Capital

THANK YOU

