



July 16, 2026

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, 2026

Pursuant to Regulation 30 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, 2026, to be made to the analysts today, is attached and also available on the website of the Company at <https://www.jfs.in/financials/?doc=quarterly-results>.

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

Q1 FY27 Earnings Presentation

July 16, 2026

Jio Financial Services Limited



Finance

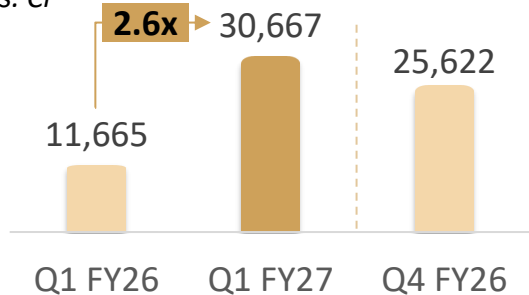
This presentation contains forward-looking statements which may be identified by their use of words like “plans,” “expects,” “will,” “anticipates,” “believes,” “intends,” “projects,” “estimates” or other words of similar meaning. All statements that address expectations or projections about the future, 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 realised. 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.

Accelerated growth across all businesses

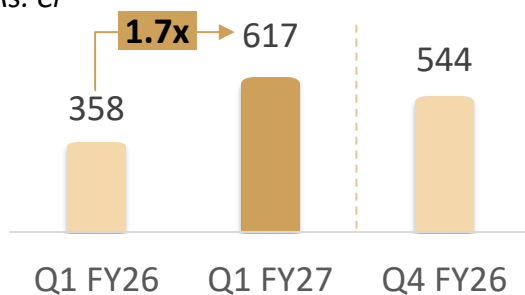
NBFC Gross AUM

in Rs. Cr



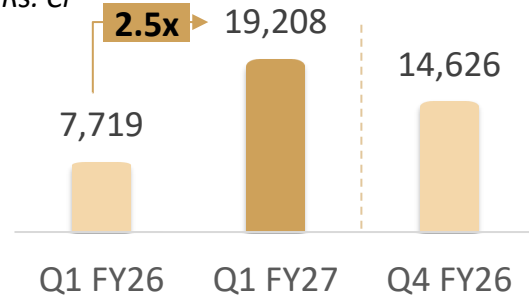
Payments Bank Deposits*

in Rs. Cr



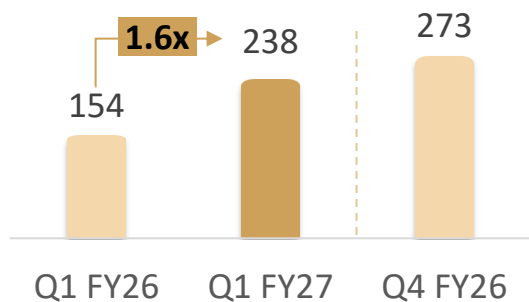
Payment Solutions TPV**

in Rs. Cr



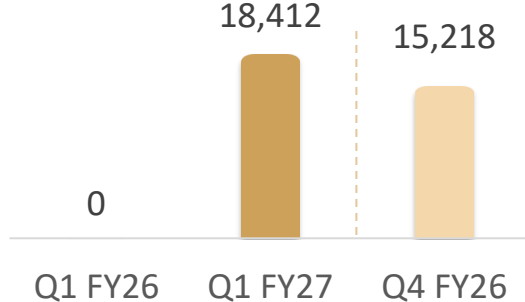
Insurance Premium Facilitated

in Rs. Cr



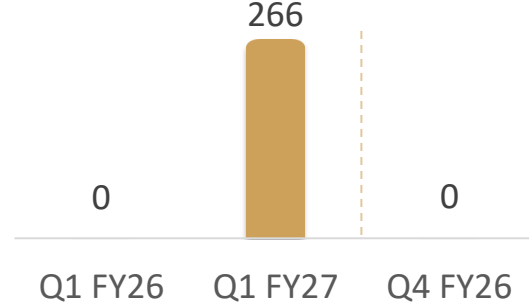
AMC Closing AUM^

in Rs. Cr



Reinsurance Premium Underwritten^^

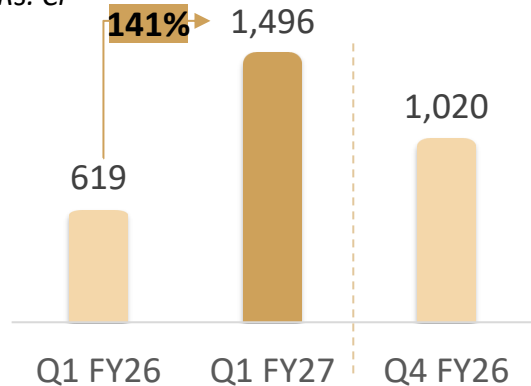
in Rs. Cr



Sustainable momentum in operating profitability

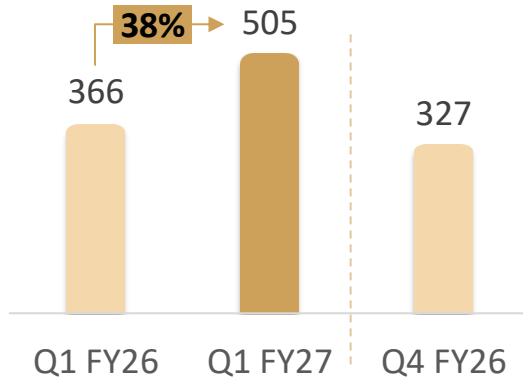
Consolidated Total Income (ex-dividend)

in Rs. Cr



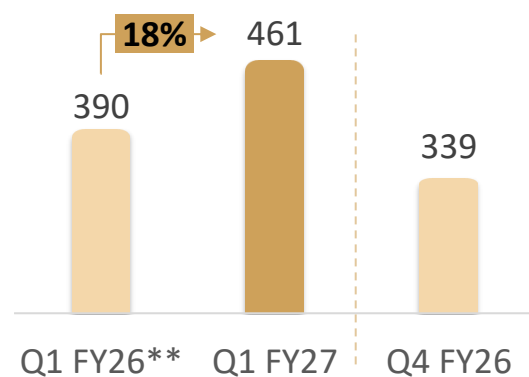
Consolidated PPOP* (ex-dividend)

in Rs. Cr



Consolidated PBT (ex-dividend)

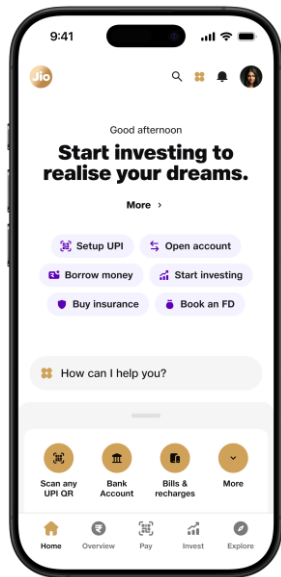
in Rs. Cr



- Consolidated Profit Before Tax (including dividend) increased 131% YoY to Rs. 970 Cr in Q1 FY27
- Full consolidation of Reliance Services and Holdings Limited (RSHL) as a 100% step-down subsidiary, w.e.f. April 30, 2026, earlier accounted for under Share of Associates and Joint Ventures
- NBFC's Profit after Tax increased 113% YoY to Rs. 96 Cr driven by sustained growth in AUM
- Operational turnaround of Payments Bank and Payment Solutions
- Maintained targeted investments to scale growth-stage and incubate nascent businesses

Total Consolidated Shareholders' Equity of Rs. 1.37 lakh Cr as of June 30, 2026

Strategic milestones: Execution excellence



25mn+
Unique users across
all digital properties

NBFC maintained strong organic growth, with quarterly disbursement exceeding Rs. 11,000 Cr

Payments Bank commenced FASTag ANPR-based MLFF toll processing operations

Payment Solutions launched cross-border collection services enabling Indian exporters to accept international payments

JioBlackRock AMC expanded product offerings with the Prism SIF NFO; received final approval from IFSCA to set up retail Fund Management Entity in GIFT City

Incorporated Jio Allianz General Insurance Limited as a 50:50 JV with Allianz to offer general insurance & health insurance in India

A full-stack financial ecosystem...

INVEST

Digital-first, world-class investment solutions

JVs with BlackRock

Asset management

Wealth management

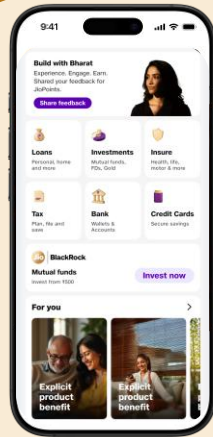
Securities broking

Jio Payments Bank Limited (JPBL)

Jio Payment Solutions Limited (JP SL)

TRANSACTION

Powering seamless digital payments for individuals and merchants



Jio Finance Platform and Services Limited (JFPSL)

BORROW

Suite of retail and corporate lending products

Jio Credit Limited (JCL)

Jio Insurance Broking Limited (JIBL)

JVs with Allianz for Reinsurance, General and Life*

PROTECT

Insurance for individuals and institutions



Brand Strength



Strong Capital Base



Zero Tech-Debt



Cost Engineering at Scale



Late Entrant Advantage

... backed by structural moats



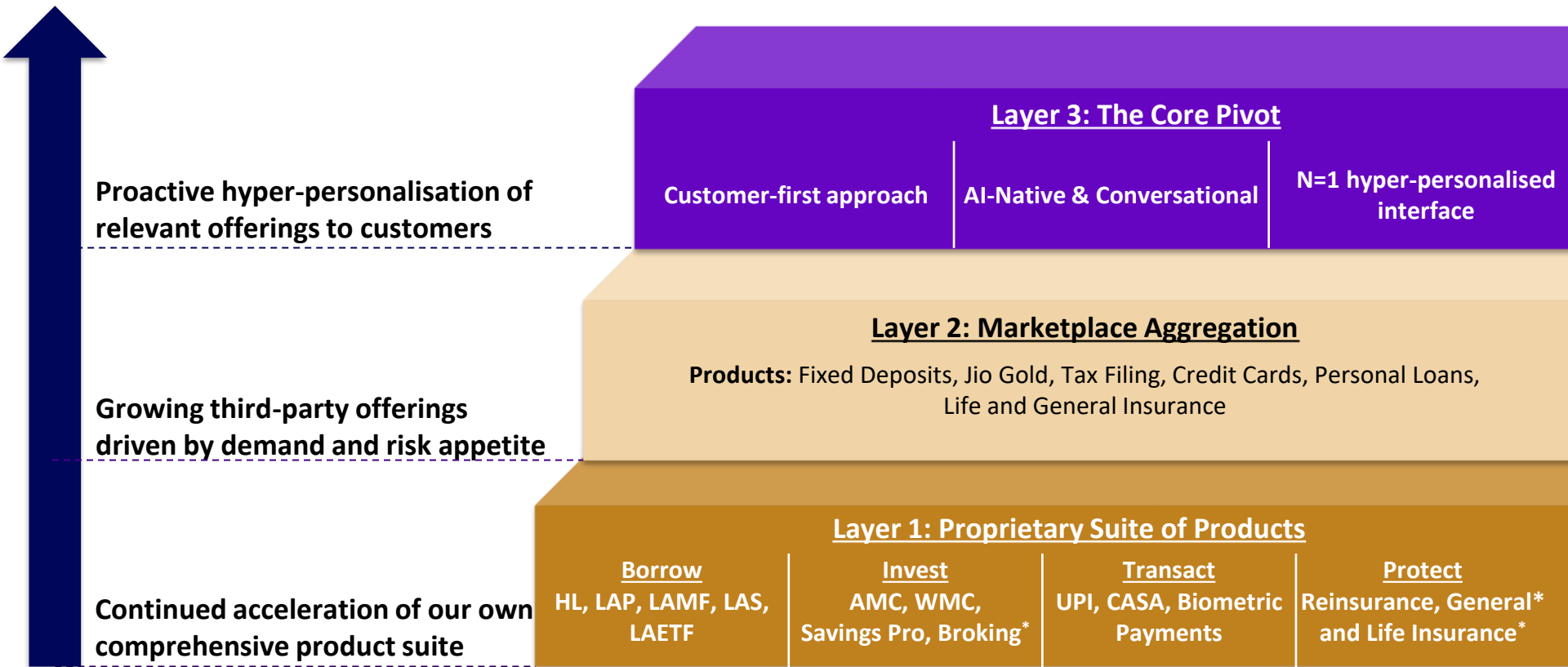
Growth phase



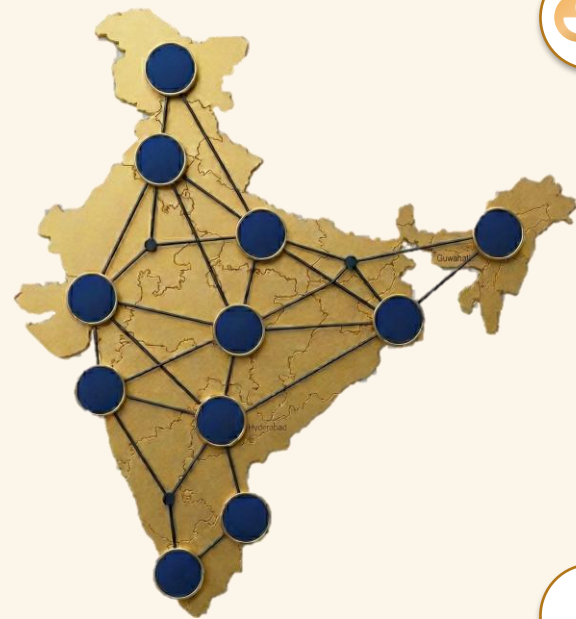
Incubation Phase

*Signed non-binding agreement for Life Insurance

Product: Comprehensive suite of offerings



Distribution: Deepening omni-channel delivery network



JioFinance, MyJio & Web Portals: Primary customer acquisition channel



JCL expands footprint in 18 cities with 25 offices



JioBlackRock AMC partners with 800+ distributors for SIF



JPBL widens Business Correspondents (BC)* network to 527,000+ vs. 50,000+ in Q1 FY26



JIBL's Digital Point of Sales Person (POSP) agents in 25 states



JPSL strengthened merchant network in 26 states

Integrated digital storefront and on-ground channel footprint catering to customers across 19,000+ PIN codes

Data, Tech & AI: Powering Intelligent Financial Services



Customer Experience

56%

Customer conversion via AI/ML-led hyper-personalisation on the app

76%

Lower TAT for credit assessment using Video PD*

40-60%

Faster Merchant API integration by JPSSL's AI developer assistant

3x+

Growth in JIBL customer conversion via tailored D2C journeys

Business Operations

60%+

Reduction in in-house product go-live to ~3 weeks

71%

Reduction in TAT using partner onboarding portal by JCL

90%+

Higher efficiency in processing chargebacks by JPSSL

70%

Efficiency gain via automated end-to-end ops tracking by JPBL

Risk & Fraud Management

53%

Fraudulent emails automatically dealt by JPBL

61%

Suspicious activity complaints auto-reported by JPBL

30-50%

Faster risk analysis and scoring across 20 metrics of JPBL

50%

Faster policy & regulatory reviews of JCL at 50% lower costs

Growth & Marketing

90%

Cost savings via AI-generated marketing assets

10+

Propensity models analysing 800+ behavioral events for next-best offer

18%

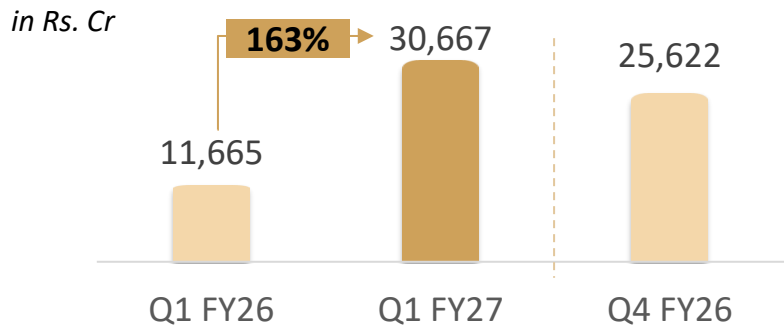
Higher traffic driven by JCL's omnichannel marketing

2x+

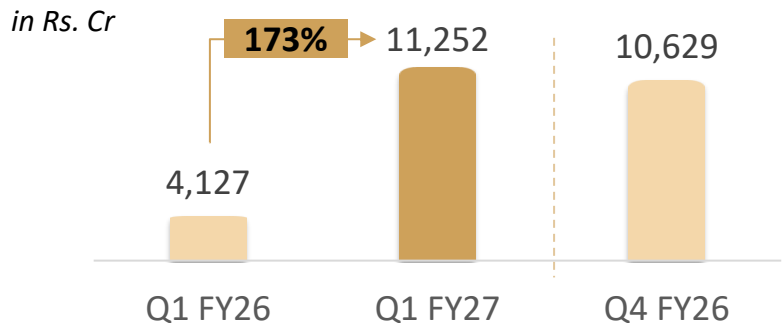
Higher conversion among JIBL's drop-off leads by AI bots

~130 enterprise-wide AI Agents enabling superior CX, cost benefits and targeted customer outreach

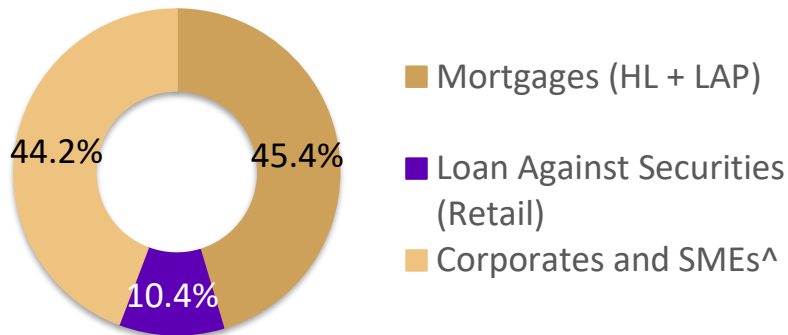
Gross Assets Under Management



Disbursements



AUM Mix*



Mortgage Loans: Average Ticket Size of Rs. 1.3 Cr with average tenor of 15.7 years

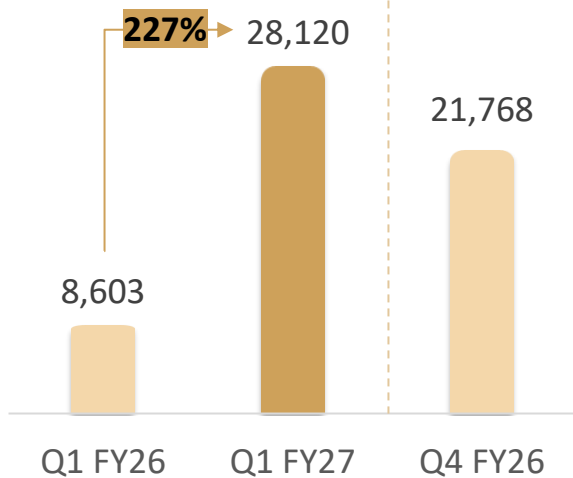
Loan against Securities (Retail): Average Ticket Size of Rs. 1.1 Cr with average tenor of 3 years

Corporate and SME Loans: Average tenor of 3.25 years

Accelerating organic market traction while maintaining stringent credit guardrails

Borrowings

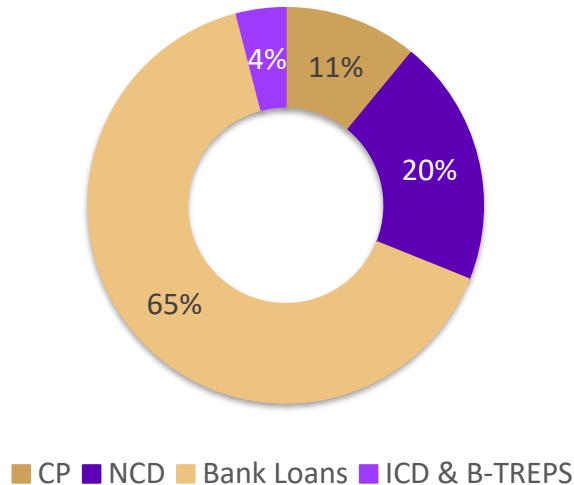
in Rs. Cr



7.07%

Average cost of borrowing continues to trend among the lowest in industry

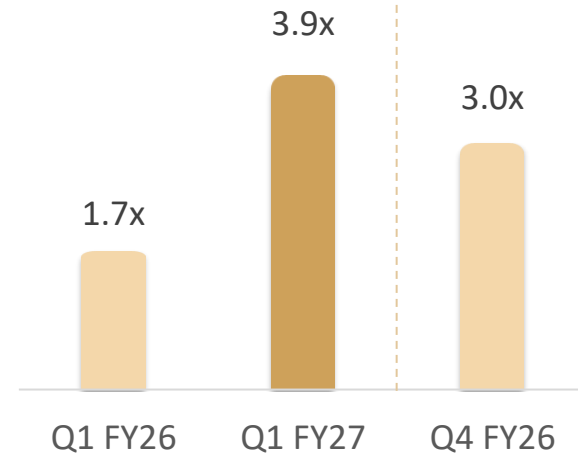
Borrowing Mix*



Rs. 1,500 Cr

NCDs issued in June 2026; Board-approved limit of Rs. 15,000 Cr for FY27

Debt/Equity



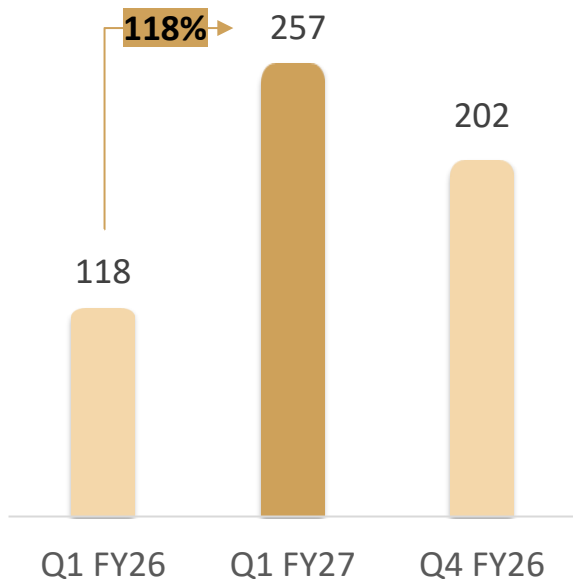
22.35%

Capital Adequacy Ratio

Diversified funding base anchored by term loans and supplemented by market borrowings

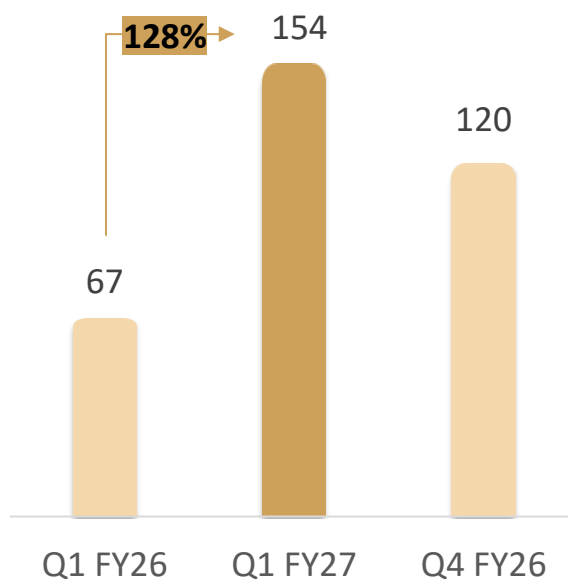
Net Interest Income

in Rs. Cr



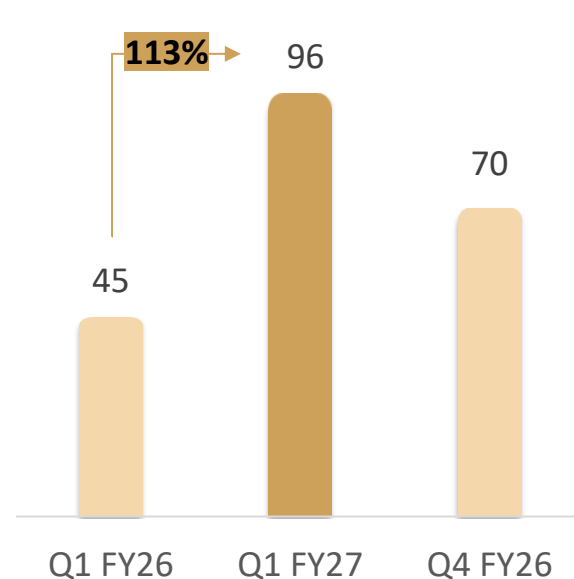
Pre-Provision Operating Profit

in Rs. Cr

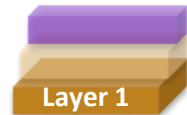


Profit After Tax

in Rs. Cr



Robust profitability driven by strong AUM growth and operational efficiency gains

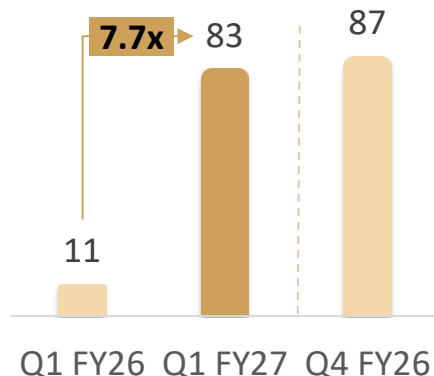


Jio Payments Bank Limited



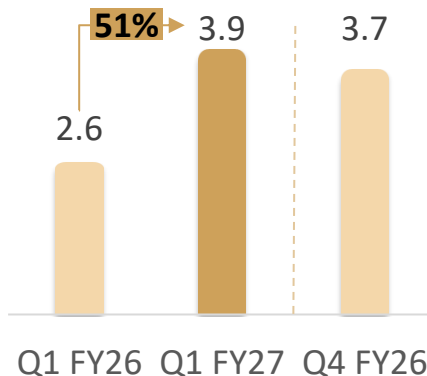
Total Income*

in Rs. Cr



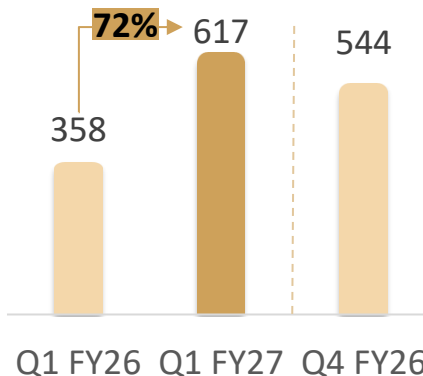
CASA Customers

mn

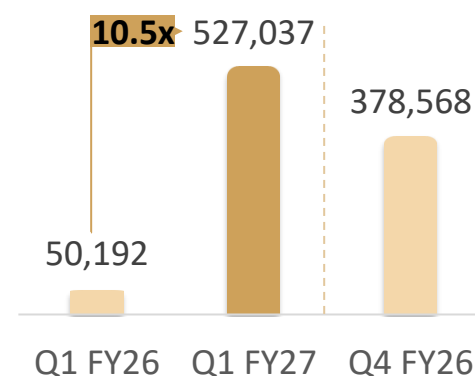


Customer Deposits**

in Rs. Cr



BC Network^



Rs. 1,540 (+16% YoY)

Average balance per customer
in Q1 FY27

19 Toll Plazas & 1 MLFF

Operational

New Products

UPI Cash, BBPS through BC,
Insta Debit Card

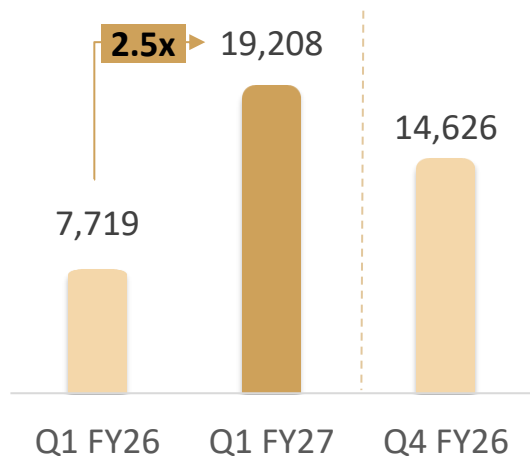
Achieved operational turnaround through product diversification and sharp execution

*Total Income comprises Net Interest Income and Gross Fees and Commission Income;

**Includes Current Account, Savings Account and Wallets; ^includes owned and corporate BC touchpoints

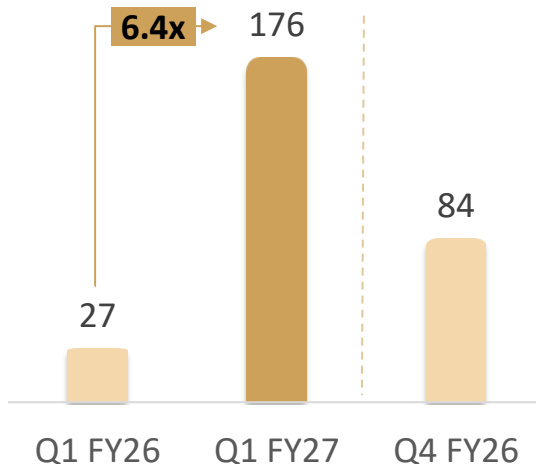
Total Payment Value

in Rs. Cr



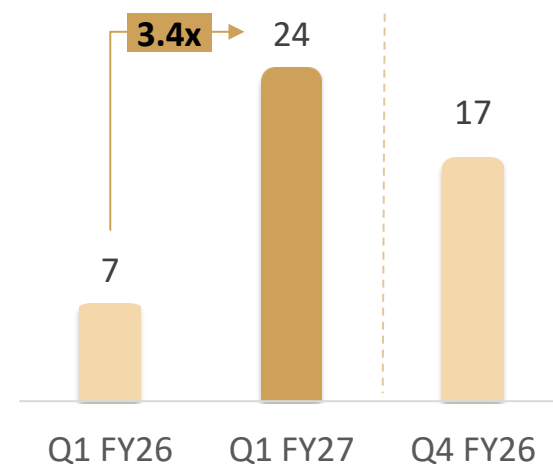
Gross Fee & Commission Income

in Rs. Cr



Net Fee & Commission Income*

in Rs. Cr



12bps

Net Processing Margin: 9bps in Q1 FY26 & 12bps in Q4 FY26

+15x YoY

Growth in TPV from merchants outside ecosystem

+2.1x YoY

Increase in Net Fee and Commission/employee LTM**

Margin expansion and operating leverage drive operational turnaround

Target Merchants Profile

High Ticket Size

Focus on high order-value merchants

Higher Card Throughput

Merchants processing large card transaction volumes

High Lifetime Value

Prioritising partners with strong growth

High, margin-accretive Transaction Volume

Holistic Payment Suite

Online Payments

For Enterprises and SMBs

Cross-Border Payments

For Indian exporters

Affordability-led POS

For offline merchants with EMI monetisation

Scaling enterprise, SMB & cross-border

Lean Cost Structure

Variable Cost-led Economics

Volume-linked cost model with low overheads

Asset-light Operations

Scalable, low-cost, high-performance tech stack

Targeted Outreach

Lean, partner-led distribution

Building Operating Leverage

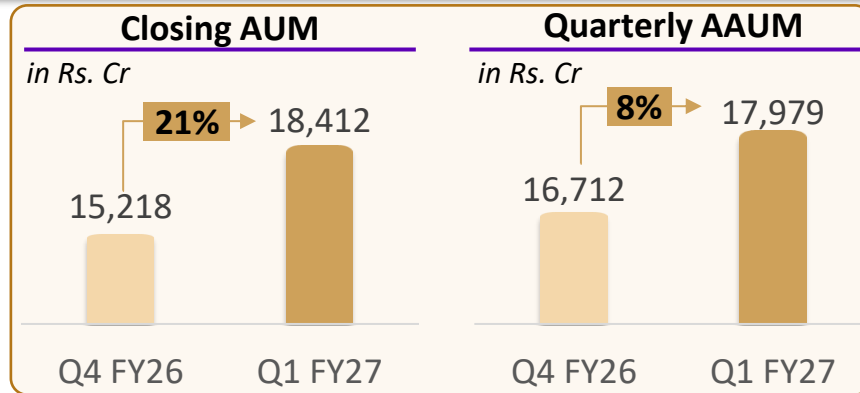
Strategic Business Outcome

Healthy unit economics through high-margin business and operating leverage

SUSTAINABLE PROFITABLE GROWTH

Asset Management

- NFO for Prism SIF* Hybrid Long-Short fund closed on July 13, 2026, raising Rs. 150 Cr+
- SIF available on digital platforms and via distributors
- Liquid Funds AUM crossed Rs. 10,000 Cr in April 2026
- Received approvals for JioBlackRock Income Plus Arbitrage FOF and JioBlackRock India Silver ETF



600+ institutional and
~1.2mn retail investors

44% of investors with
Active SIPs

36% Retail AUM from B30[#]
cities (Industry average: 28%^{**})

18.5% of investors
are new to mutual funds

Diversified suite of investment products including mutual funds, ETFs, SIFs and GIFT City funds[^]

Wealth Management

Free Wealth Check-up powered by
Aladdin[®]

Personalised Investment Advice
starting at Rs. 350/year^{^^}

Broking

Beta-launch scheduled for Q2 FY27

Reinsurance

- Rs. 266 Cr GWP* during first quarter of operations
- Secured lead reinsurer status on major treaty programs across prominent private insurers
- Robust retrocession frameworks established to maximise capital efficiency and advanced exposure management
- Commands priority market access as India's third licensed domestic reinsurer

Current Focus



Scale underwriting pipeline



Strengthen portfolio composition & profitability



Build organisation talent pool



Enhance system operational efficiency

Sustainable risk-adjusted returns by selectively participating in high-profitability market opportunities

General & Life Insurance



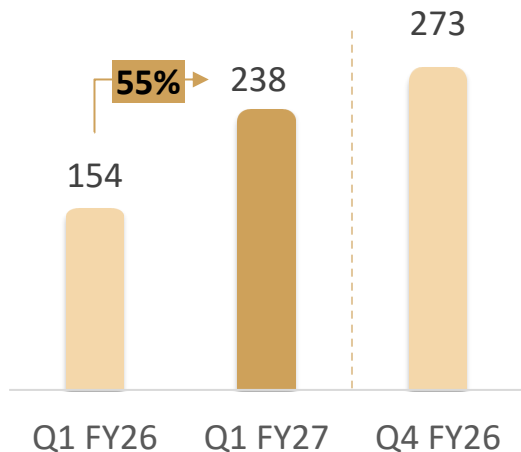
Regulatory approvals in process for Jio Allianz General Insurance Limited



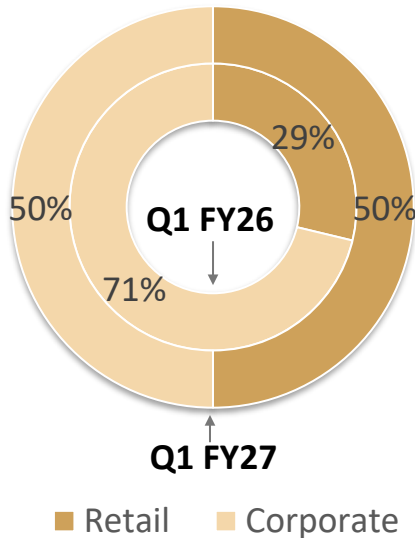
Non-binding agreement in-place to establish Life Insurance JV in India

Total Premium Facilitated*

in Rs. Cr

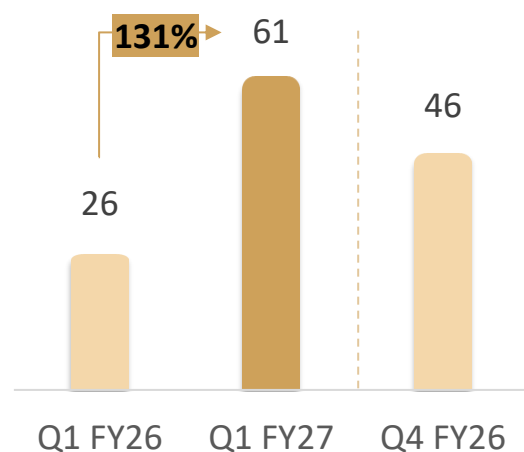


Premium Facilitated Mix



Total Fee and Commission Income*

in Rs. Cr



Digital POSP

Premium facilitated increased ~11x YoY and ~51% QoQ

Direct-to-Customer Channel

200+ tailored journeys to optimise conversions & average ticket size

Institutional Channel

Structured originations driving robust account acquisitions and renewals

Continue to scale the POSP channel and enhance DIY journeys

JioFinance: An Expansive Unified Marketplace

NEURAL

16 AI Agents, 10 ML models for hyper-personalised insights

AGENTIC

Intuitive human-centric workflows in 7 languages

MARKETPLACE

Seamless access to own and third-party products

SUITE OF THIRD-PARTY PRODUCTS

Life & General Insurance

85 plans from 22 insurers

Fixed Deposits

7 partner banks & NBFCs

Credit Cards

56 variants from 11 banks

Personal Loans

8 partner banks & NBFCs

Tax Planning & Filing

Starting at Rs. 24

JioGold

Invest for as low as Rs. 10

UPCOMING FEATURES

Value-Back Membership Program

Incentivising marketplace purchases with assured value-back rewards

Personal CFO

Unbiased guidance based on proprietary financial fitness score

Hyper-Personalisation in Action

56% conversions via “Next Best Offer” recommendation engine

10% conversions via data-led propensity campaigns

Up to 18% conversions from Chatbot-led product journeys

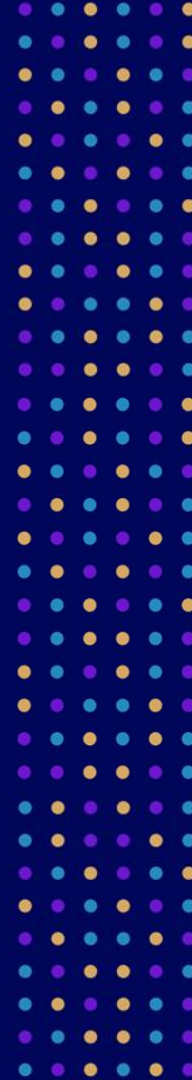
25mn+ unique users across all digital properties

~9mn Average MAU in Q1 FY27

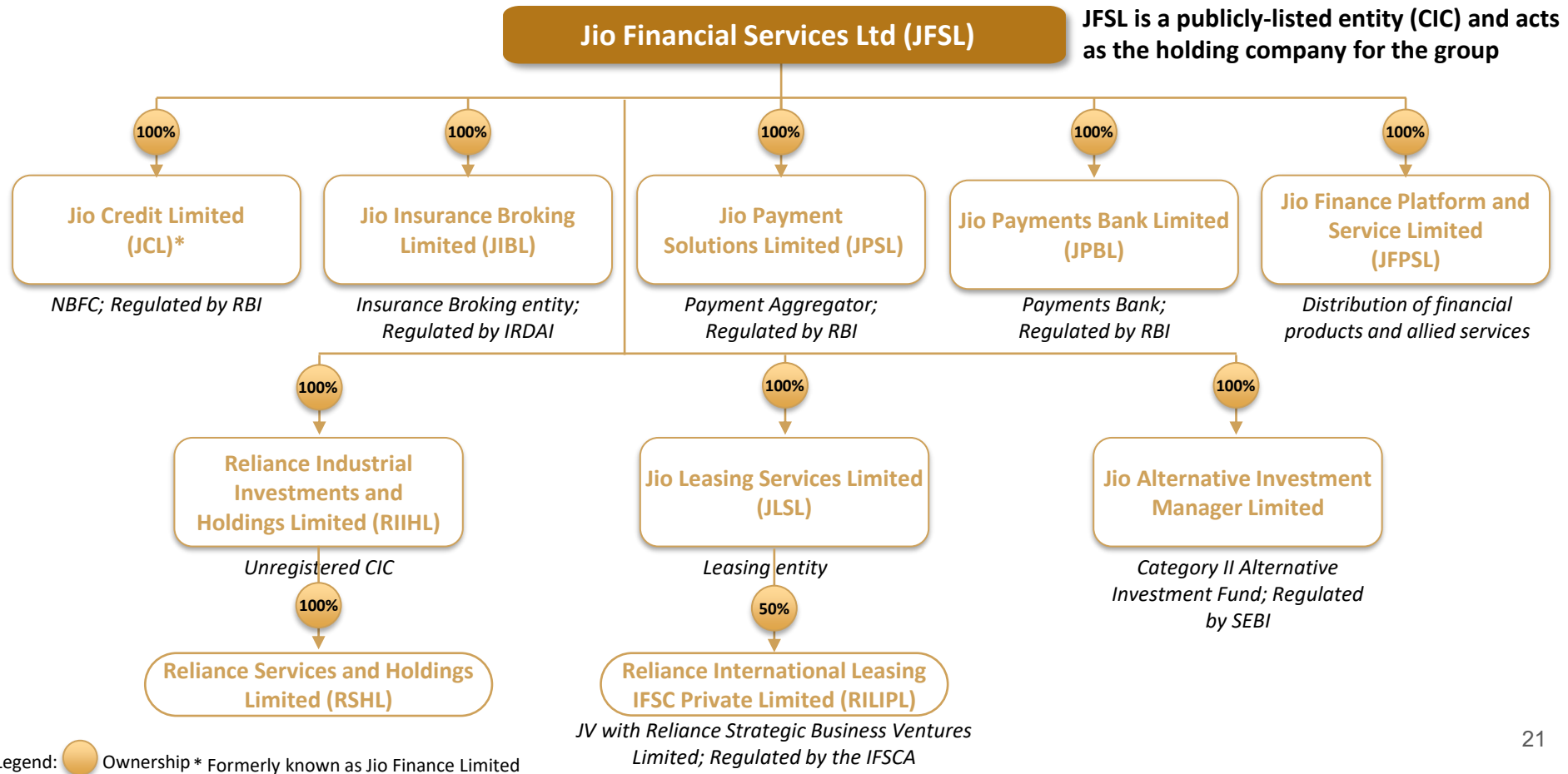
~34,000 own & third-party products purchased daily in June 2026

204mn+ JioPoints issued to 5.7mn enrolled Customers

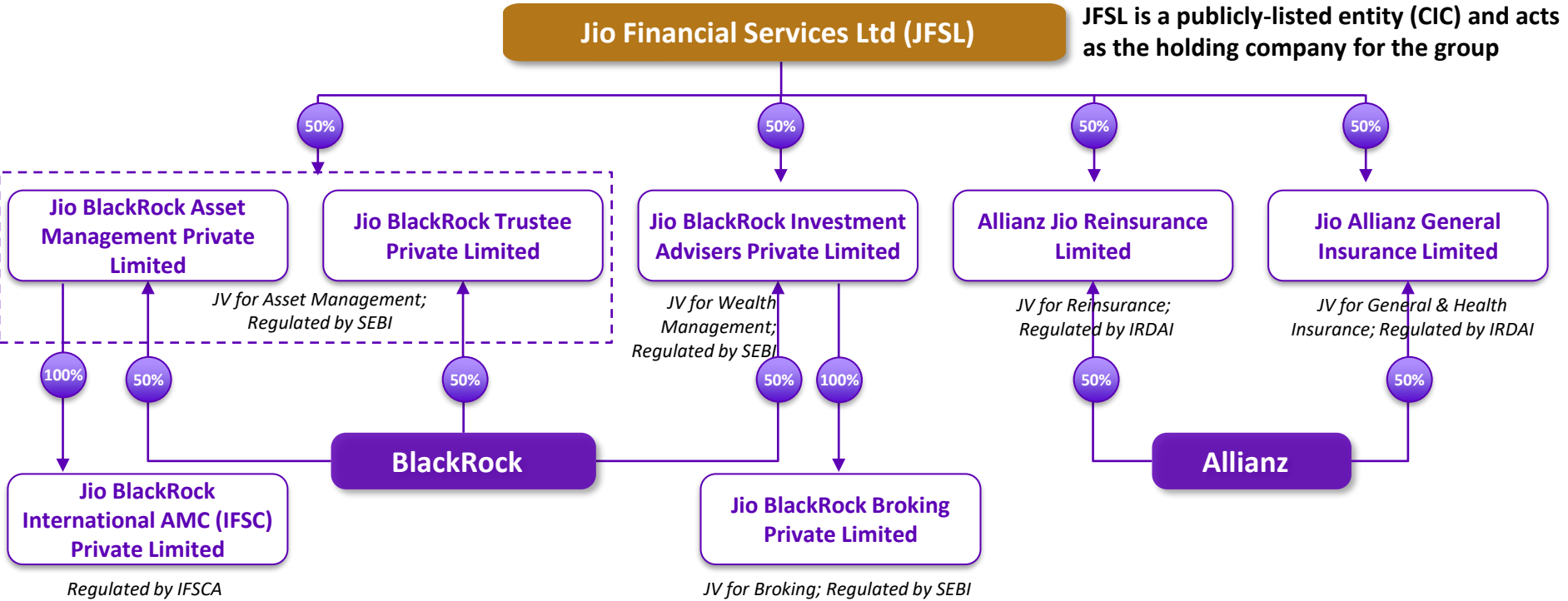
Financial Overview



Group Structure - Subsidiaries



Group Structure – Joint Ventures



Statement of Profit and Loss – Consolidated

Particulars (in Rs. crore)	Q1 FY26	Q4 FY26	Q1 FY27	% YoY	% QoQ
Interest income	363	643	962	165%	50%
Fees and commission income	54	221	325	506%	47%
Net gain on fair value changes	196	155	210	7%	36%
Other Income	7	1	0	-99%	-94%
Total Income	619	1,020	1,496	141%	47%
Finance cost	99	298	418	323%	40%
Staff Expenses	64	129	152	139%	18%
Other Operating Expenses	91	265	421	362%	59%
Total Expenses	254	693	991	291%	43%
Pre provisioning operating profit	366	327	505	38%	54%
(-) Provisions	7	27	25	253%	-10%
(+) Dividend income	-	-	509	NM	NM
(+) Share of Associates & JV	31	39	-19	NM	NM
Profit before exception items	390	339	970	148%	186%
Exceptional items	29	-	-	NM	NM
Profit before tax	419	339	970	131%	186%
Provision for taxation	94	66	139	48%	110%
Profit after tax	325	272	830	156%	205%

Due to rounding-off, the financial figures may not recalculate exactly, NM - Not Meaningful

Statement of Profit and Loss – Standalone

Particulars (in Rs. crore)	Q1 FY26	Q4 FY26	Q1 FY27	% YoY	% QoQ
Interest income	38	39	105	181%	170%
Fees and commission	-	5	4	NM	-23%
Net gain on fair value changes	97	91	110	14%	21%
Other Income	-	0	-	NM	NM
Total Income	134	135	219	63%	62%
Staff Expenses	18	21	31	76%	45%
Other Operating Expenses	27	28	38	42%	37%
Total Expenses	44	49	69	56%	41%
Pre provisioning operating profit	90	86	150	67%	74%
(-) Provisions	-6	-5	6	NM	NM
Profit before tax	96	91	144	50%	57%
Provision for taxation	25	11	39	57%	239%
Profit after tax	71	80	105	47%	31%

Statement of Profit and Loss - Jio Credit Limited

Particulars (in Rs. crore)	Q1 FY26	Q4 FY26	Q1 FY27	% YoY	% QoQ
Interest income	251	519	683	172%	31%
Finance cost ¹	133	317	425	220%	34%
Net Interest Income	118	202	257	118%	27%
Fees and commission income	0	14	14	3,613%	3%
Net gain on fair value changes	0	2	1	388%	-29%
Other Income	0	1	0	NM	NM
Net Total Income	118	219	273	131%	25%
Staff Expenses	31	66	80	156%	20%
Other Operating Expenses	20	32	39	101%	23%
Total Expenses	51	98	119	134%	21%
Pre-provisioning operating profit	67	120	154	128%	28%
Provisions	7	27	25	253%	-10%
Profit before tax	60	93	129	113%	39%
Provision for taxation	15	23	33	115%	40%
Profit after tax	45	70	96	113%	38%

¹ Finance cost paid to JFSL and external lenders; Due to rounding-off, the financial figures may not recalculate exactly

NM - Not Meaningful

Thank you



Finance

Contact Us

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Chief Investor Relations Officer

Mr. Rishabh Rathod

Investor Relations

Email: investor.relations@jfs.in

Website: www.jfs.in



Finance