



July 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 Unaudited Financial Results (Consolidated and Standalone) for the quarter ended June 30, 2025

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 ended June 30, 2025, to be made to the analysts is enclosed.

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 FY26 Earnings Presentation

July 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.

Q1 FY26 Highlights: Focusing on operational execution...

Rs. 619Cr
Consolidated Total Income (+48% YoY)

Rs. 219Cr Net Income from Business**
(up 4x YoY; ~40% of Consolidated Net Total Income^ vs 12% in Q1 FY25)

Rs. 366Cr
Consolidated PPOP (+8% YoY)

Rs. 1,40,072Cr
Consolidated Net worth

Rs. 17,876Cr
AMC AUM*

Rs. 11,665Cr
NBFC AUM vs Rs 217Cr in Q1 FY25

Rs. 7,717Cr
Payment solutions TPV (+93% YoY)

Rs. 358Cr
Payments bank deposits (+206% YoY)

** post NFO closure, as on 2nd July 2025, ** includes Net interest income and fee and commission income from NBFC, Fees and Commission Income from Payment solutions, and Fees and Commission Income from Insurance Broking, Net Interest income and Fees and Commission income from Payments Bank*

^Consolidated Net Total Income is Total Consolidated Income less Finance Cost

... and growing traction across businesses

- JioBlackRock entities for asset management, wealth management and broking receive regulatory approvals; strong investor participation in maiden NFO
- Completed acquisition of SBI's 14.96% stake in Jio Payments Bank Limited (JPBL) for ~Rs. 105Cr; JPBL now wholly-owned subsidiary of JFSL
- JPBL business correspondent network expands from 2,299 in Q1 FY25 and 19,998 in Q4 FY25 to 50,000+ across India
- 8.1mn average Quarterly MAU[#] across all digital properties
- Jio Insurance Broking Limited (JIBL) continues to expand supply with 65 D2C plans



Continued focus on serving India's financial needs...

JVs with BlackRock

Asset management, wealth management & securities broking

Jio Payments Bank Limited
Jio Payment Solutions Limited

Powering seamless digital payments for individuals and merchants



Jio Credit Limited

Suite of retail and corporate lending products

Jio Insurance Broking Limited

Suite of life, health and general insurance to individuals and institutions

... with a holistic product suite

1. Products: Smart, seamless and secure solutions for #GenAll

INVEST

- **Mutual Funds – New Launch**
- Digital Gold (lumpsum & systematic investment plan)
- My Money – Finance Dashboard

BORROW

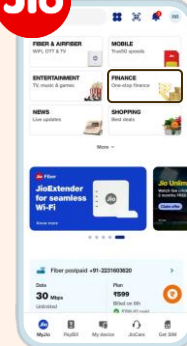
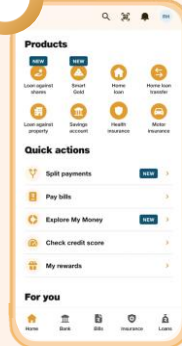
- Home Loan
- Loan against Property
- Loan against Mutual Funds
- Loan against Shares

TRANSACTION

- UPI (domestic & international)
- CASA with debit cards
- Bill Payments
- Biometric-enabled payments
- Split Payments

PROTECT

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



Available through the JioFinance app: Digital storefront for retail customers

2. Distribution: Strengthening Digital and Physical Footprint

Digital



JioFinance app: Growing digital platform for all retail products



JioBlackRock MFs and JCL products available on external fintech platforms



JCL launches new website as digital sales channel



JioSoundPay on JioBharat and dedicated payment solutions app for merchants



Persona-based campaigns targeting group's expansive customer base on MyJio

Physical



JPBL builds network of 50,000+ touchpoints



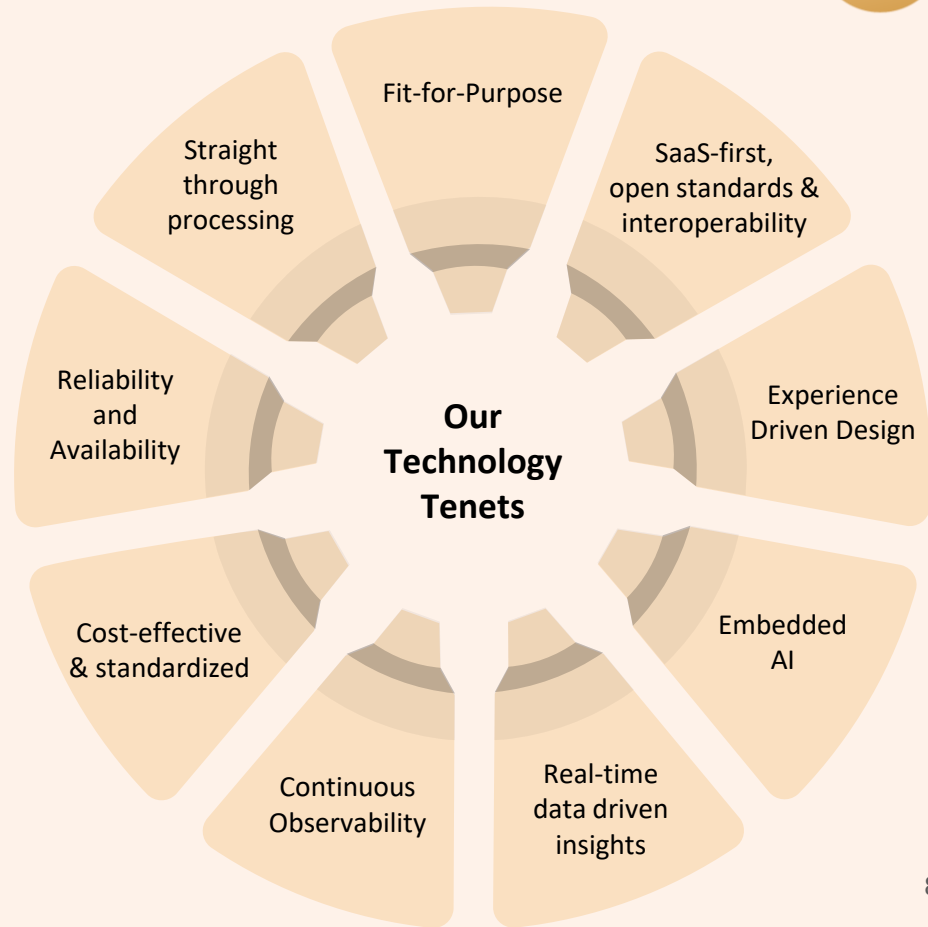
JCL, JPBL and JIBL expand physical customer touchpoints across major Indian cities



Developing new external GTM channels and alliances for all lending and insurance products

3. Technology & Data: Powering Seamless User Experience

- Advanced Data Analytics and AI platform implemented for group entities
- “Single Customer View” implemented across JFSL for enhanced customer insights and engagement
- App intelligence architecture for personalization in advanced stages of implementation
- Intuitive digital journeys of <10 minutes for merchants and customers
- JioBlackRock mutual fund journey live on JioFinance App, enabling seamless investment experience



4. People: Driving Growth through Innovation



- Agile pod structure: Established over 80 cross-functional, capability-based pods to accelerate innovation and product delivery
- Horizontal shared services model implemented across the group for greater productivity and cost efficiencies
- Attracting global talent to build world-class UI/ UX capabilities to elevate customer experience

Creating a future-ready, agile workforce



Lending: Jio Credit Limited (1/2)



Secured loan book catering to prime and near-prime retail customers & high credit-rated corporates



Home Loan

- Home loan for purchase and balance transfer & top-up
- Sourcing through app, website, group ecosystem, developer partnerships, online aggregators and channel partners



Loan against Property

- Including lease rental discounting and non-residential purchase
- Sourcing through app, website, group ecosystem online aggregators and channel partners



Loan against Securities

- Loan against Mutual Fund and Shares
- Sourcing through app, website, wealth management companies and banks



Corporate Loans

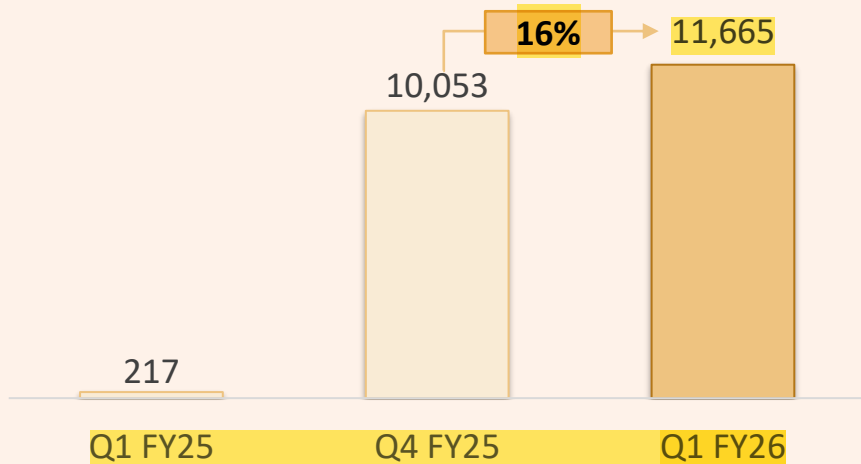
- Vendor Financing, Working Capital Loan, Term Loan, Factoring
- Direct sourcing, channel partners and group ecosystem



Lending: Jio Credit Limited (2/2)



AUM (Rs. Cr)



Q1 FY26 Key Highlights

- Expanded physical presence to 11 cities
- End-to-end digital customer journey for Loan against Securities
- Prudent liability mix to optimize cost of funding and support quality asset book
- Assigned “AAA” rating by CareEdge and CRISIL* for new NCD facility
- Integrated framework for effective debt management (collections)

Rs. 118Cr
(+240% YoY)
Net Interest Income

Rs. 45Cr
(+24% YoY)
Profit after Tax

Rs. 4,983Cr
Net worth as of
30th June 2025

38.2%
Capital Adequacy
Ratio

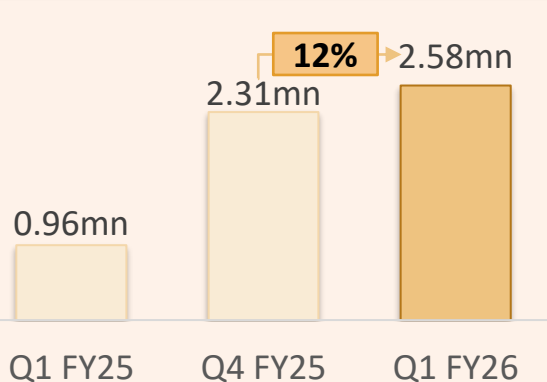
1.7x
Debt/Equity Ratio



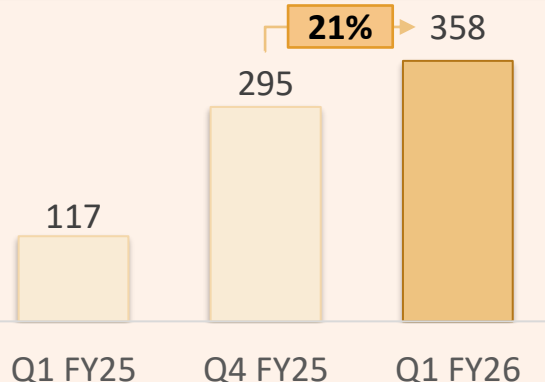
Payments: Jio Payments Bank Limited



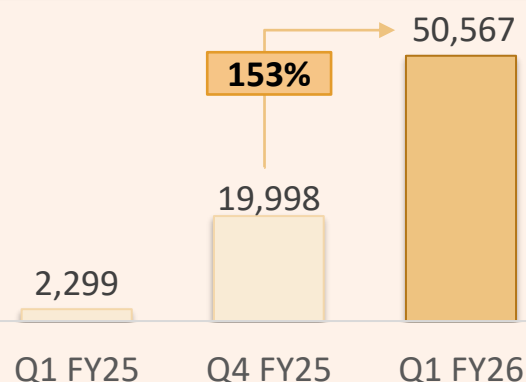
CASA Customers



Deposits* (Rs. Cr)



Business Correspondent Network**



Revenue Pillars

CASA variants including sweep and salary accounts

Aadhaar enabled Payment System (AePS)

UPI & Wallets

Domestic Money Transfer (DMT)

Physical & Virtual Debit Cards

Q1 FY26 Key Highlights

- Transaction banking throughput from AePS and DMT up 10x QoQ
- Diversifying revenue stream:
 - Subscription-based premium account
 - Toll collection mandate received for three NH toll plazas



Payments: Jio Payments Solutions Limited



Growth Enablers

Product Proposition

Enterprise product suite for collections & payments across online, instore & remote payments

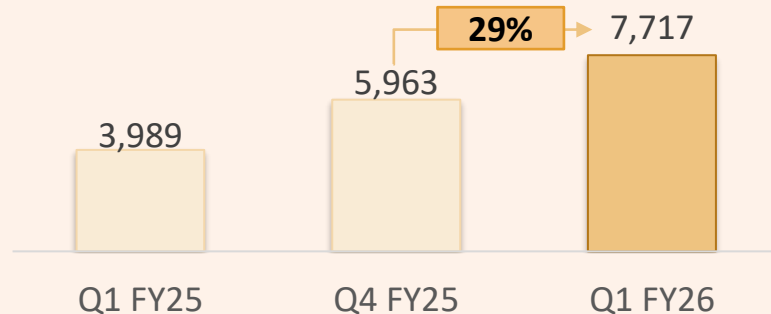
Tech Platform Performance

Scalable, secure and best-in-class cloud-based core platform

Distribution

Dedicated sales teams, leverage group ecosystem and partnerships

Transaction Processing Volume (Rs. Cr)



Q1 FY26 Key Highlights

- Launched a developer portal for SMBs to integrate and scale payment solutions using JPSL's API and tools*
- Same day and split settlements for large enterprises
- Dynamic and smart routing with multiple acquires
- Vendor payout solutions for large enterprises
- UPI Spark plugin: Direct integration with merchant apps

Focus on value-accretive TPV and expanding contribution margin

*Launched in July 2025, SMB – Small & Medium Businesses



Invest: Joint Ventures with BlackRock



Asset Management

- Strong response to New Fund Offering across Overnight, Liquid and Money Market
- Participation from 90+ institutional and 67,000+ individual investors
- One of the largest cash/ debt fund NFOs in India
- Receives regulatory approval for 5 new index funds**
- BlackRock's Aladdin® platform for end-to-end investment management process

**Rs. 17,876Cr
AUM***

**Among top 15 AMCs by
Debt Assets under
Management***

Wealth Management

- Received regulatory approval to operate as an Investment Adviser in June 2025
- Product roadmap and GTM strategy under development

Broking

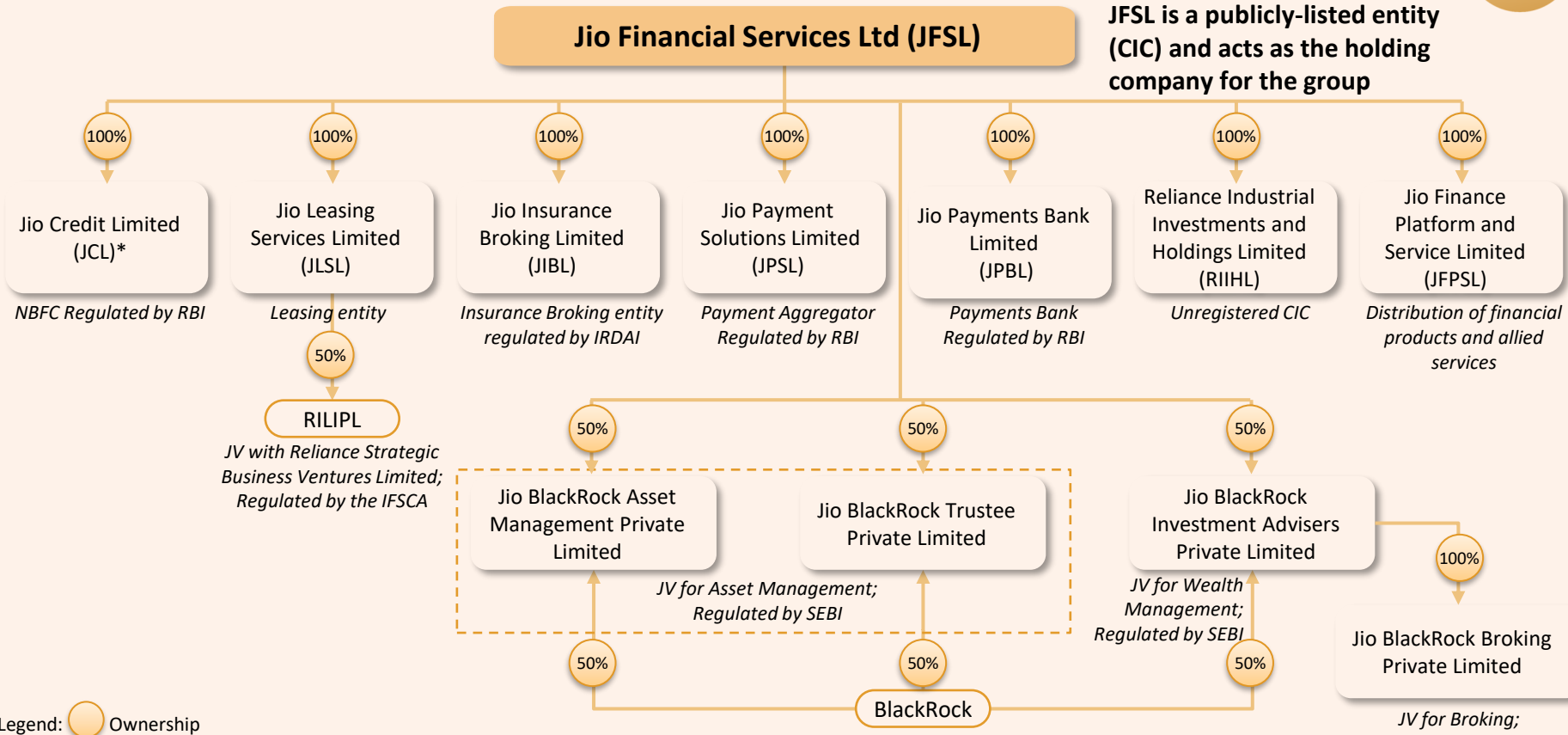
- Incorporated Jio BlackRock Broking Private Ltd to offer broking services in January 2025
- Received license for broking in June 2025

Democratizing access to world-class investment products

FINANCIAL OVERVIEW



Group Structure



Legend: Ownership

RILIPL - Reliance International Leasing IFSC Private Limited

* Formerly known as Jio Finance Limited

Statement of Profit and Loss – Consolidated

Particulars (in Rs. crore)	Q1 FY25	Q4 FY25	Q1 FY26	FY25
Interest income	162	276	363	853
Dividend income	-	-	-	241
Fees and commission income	38	39	53	155
Net gain on fair value changes	218	178	196	794
Other Income	-	25	7	36
Total Income	418	518	619	2,079
Finance cost	-	8	99	8
Staff Expenses	39	55	64	215
Other Operating Expenses	40	81	90	262
Total Expenses	79	144	253	484
Pre provisioning operating profit	339	374	366	1,594
Less: Provisions	0	24	7	40
Add: Share of Associates & JV (net of tax)	62	46	31	393
Profit before exceptional items and tax	401	396	390	1,947
Add: Exceptional item	-	-	29	-
Profit before tax	401	396	419	1,947
Provision for taxation	88	80	94	334
Profit after tax	313	316	325	1,613

Statement of Profit and Loss – Standalone

Particulars (in Rs. crore)	Q1 FY25	Q4 FY25	Q1 FY26	FY25
Interest income	19	42	38	117
Dividend income	-	-	-	235
Fees and commission	1	3	-	6
Net gain on fair value changes	114	107	96	447
Other Income	-	23	-	34
Total Income	134	175	134	839
Staff Expenses	16	18	18	83
Other Operating Expenses	14	30	26	96
Total Expenses	30	48	44	179
Pre provisioning operating profit	104	127	90	660
Less: Provisions	6	1	(6)	7
Profit before tax	98	126	96	653
Provision for taxation	26	29	25	104
Profit after tax	72	97	71	549

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

