



August 28, 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,

The presentation made to the members during our Second Annual General Meeting (Post Listing), is attached.

This is for information and records.

Thanking you

Yours faithfully,

For Jio Financial Services Limited

Mohana V

**Group Company Secretary
and Compliance Officer**

Encl.: as above

Jio Financial Services 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

Annual General Meeting 2025

August 28, 2025

Hitesh Sethia

Managing Director & Chief Executive Officer

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.

Favourable Structural Tailwinds to Drive Multi-Year Growth

Robust Macroeconomic Fundamentals

Rs. 188tn*

FY24-25 GDP; growing at 6.5%

4.6%

Retail inflation in FY25 vs 5.4% in FY24

USD 694bn^

Foreign Exchange Reserve

Upgraded to “BBB”

From “BBB-” by Standard & Poor’s Global Ratings

Strong growth potential in Financial Services in India

Household debt to GDP**

41.9% vs. 46.6%

India vs. EMEs^^

AUM@ to GDP

19.9% vs. 66.9%

India (FY25) vs. Global (2024)

Insurance Penetration

3.7% vs. 7.0%

India (FY24) vs. Global (2023)

UPI Transaction Value

Rs. 261tn to Rs. 483tn

FY25 vs. FY29

**Provisional estimates of Real GDP for FY2024-25 by National Statistics Office and Ministry of Statistics and Programme Implementation, ^as of 8th August 2025, **as of 31st December 2024, ^^Emerging Market Economies, @Mutual Fund AUM considered for India and regulated open-ended funds for global AUM
Source: Government of India Press Information Bureau, The Reserve Bank of India, IMF WEO (April 2025), ICI Factbook 2025, Financial Stability Report June 2025, AMFI Annual Report 2025, The Mutual Funds Route to Viksit Bharat 2047, IRDAI Annual Report 2023-24, NPCI, The Indian Payments Handbook – 2024-2029*

Holistic product suite powering a virtuous flywheel...

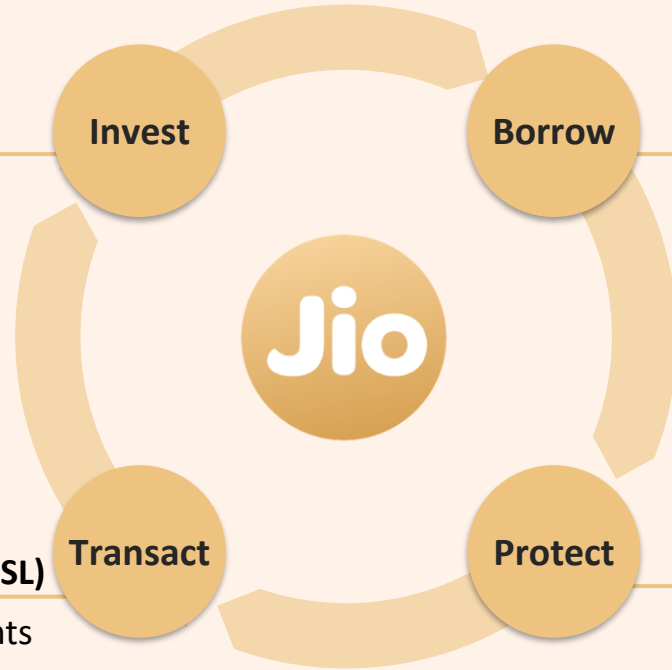
JVs with BlackRock

- *Asset management*
- *Wealth management*
- *Securities broking*

Digital-first, world-class investment solutions

- **Jio Payments Bank Limited (JPBL)**
- **Jio Payment Solutions Limited (JPSL)**

Powering seamless digital payments for individuals and merchants



Invest

Borrow

Transact

Protect

Jio Credit Limited (JCL)

Suite of retail and corporate lending products

JVs with Allianz for Reinsurance, Life & General*

Jio Insurance Broking Limited (JIBL)

Insurance for individuals and institutions

...Targeting Mass-affluent and above customers

	<u>Lending</u> (JCL)	<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 (Rs. 25L-100L)	✓	✓	✓	✓	✓	✓	✓
Mass Affluent (Rs. 7L-25L)	✓	✓	✓	✓	✓	✓	✓
Mass Market (Rs. 2.5L-7L)		✓	✓	✓	✓	✓	✓
Sub-mass market (<Rs. 2.5L)			✓	✓			

Key Business Highlights



JioFinance App

- Received Third Party Application Provider license in April 2025
- 8.1mn Average Quarterly MAU# across all digital properties in Q1 FY26

Protect

- Announced 50:50 JV with Allianz Group for reinsurance
- Agreement to explore life & general insurance in India

Invest

- JioBlackRock entities for asset management, wealth management & broking receive regulatory approvals
- 2 NFOs completed; 8 cash/ debt & equity index funds live

Lending

- AUM of Rs. 11,665Cr in Q1 FY26 vs Rs. 217Cr in Q1 FY25
- Physical presence in 11 major cities
- Strengthening distribution channels and building digital capabilities for customer delight

Payments

- Payments Bank to launch India's first savings a/c auto-investing idle cash in overnight MF for better returns
- Payments Bank deposits of Rs. 358Cr (+206% YoY)^
- Payment Solutions TPV of Rs. 7,717Cr (+93% YoY)^

Board of Directors approved the preferential issue of Rs. 15,825Cr to the promoters on private placement basis**

Board of Directors recommended a dividend of Rs. 0.50 per equity share of face value of Rs. 10 each for FY25

Building for Growth and Impact



A smartphone mockup with a white background and an orange border. At the top, there is a navigation bar with icons for home, search, QR code, notifications, and profile. Below the navigation bar is a decorative header with a grid of colored dots and the Jio logo in the center. The main content area features the title 'CHAMPIONING CUSTOMER DELIGHT' in bold orange text, followed by a horizontal line of colored dots. Below this line is the text 'Simple, intuitive and seamless digital product journeys' in black.

**CHAMPIONING
CUSTOMER DELIGHT**

Simple, intuitive and
seamless digital
product journeys

A smartphone mockup with a white background and an orange border. At the top, there is a navigation bar with icons for home, search, QR code, notifications, and profile. Below the navigation bar is a decorative header with a grid of colored dots and the Jio logo in the center. The main content area features the title 'DELIVERING THE BEST FOR INDIA' in bold orange text, followed by a horizontal line of colored dots. Below this line is the text 'World-class financial services, marquee partnerships' in black.

**DELIVERING THE
BEST FOR INDIA**

World-class
financial services,
marquee
partnerships

A smartphone mockup with a white background and an orange border. At the top, there is a navigation bar with icons for home, search, QR code, notifications, and profile. Below the navigation bar is a decorative header with a grid of colored dots and the Jio logo in the center. The main content area features the title 'LEVERAGING TECHNOLOGY & DATA ANALYTICS' in bold orange text, followed by a horizontal line of colored dots. Below this line is the text 'Smarter, simpler, tailored financial products' in black.

**LEVERAGING
TECHNOLOGY
& DATA ANALYTICS**

Smarter, simpler,
tailored financial
products

A smartphone mockup with a white background and an orange border. At the top, there is a navigation bar with icons for home, search, QR code, notifications, and profile. Below the navigation bar is a decorative header with a grid of colored dots and the Jio logo in the center. The main content area features the title 'GROWING RESPONSIBLY' in bold orange text, followed by a horizontal line of colored dots. Below this line is the text 'Focus on governance and sustainability' in black.

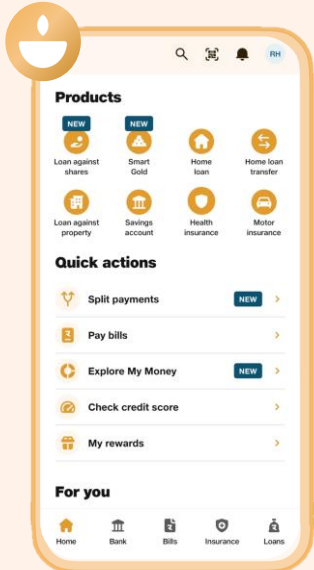
**GROWING
RESPONSIBLY**

Focus on
governance and
sustainability

CHAMPIONING CUSTOMER DELIGHT



JioFinance App: Bespoke Digital Journeys



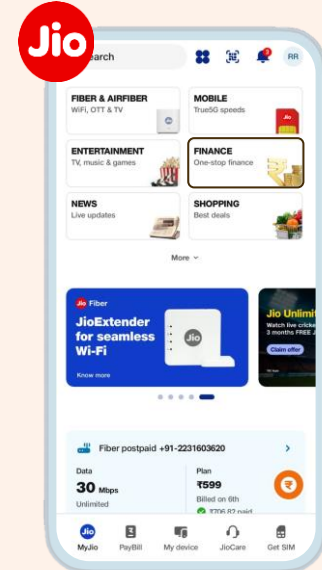
- **Mutual Funds – New Launch**
- Digital Gold (lumpsum & systematic investment plan)
- My Money – Finance Dashboard

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



- **Tax Filing & Planning – New Launch**
- UPI (domestic & international)
- CASA with debit cards
- Bill Payments
- Biometric-enabled payments
- Split Payments

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



DELIVERING THE BEST FOR INDIA

Our Businesses



Protect



Joint Ventures with Allianz Group

- 50:50 JV with Allianz group for reinsurance in India
- Combination of JFSL's deep local expertise and robust digital footprint and Allianz's global underwriting and reinsurance expertise
- Signed a non-binding agreement to establish JVs for general and life insurance businesses in India
- Aligns with India's national goal of "Insurance for All by 2047"

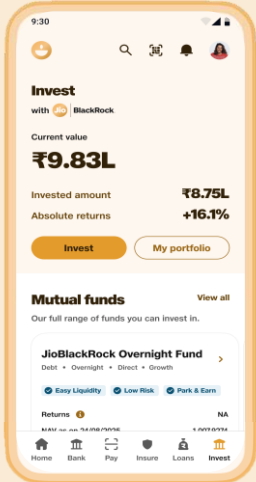
Jio Insurance Broking Limited

65 D2C plans across life,
health
and general*

Tie-up with 34 insurers*

Launched digital POSP
Channel

Rs. 900cr
Premium collected in FY25



Jio BlackRock Asset Management Private Limited

- Received regulatory approval in May 2025, launched 1st NFO on June 30, 2025
- Strong response to maiden NFO: Raised Rs. 17,876 Cr from 90+ institutional and 67,000+ individual investors
- Received approval for 1 Systematic Active Equity fund
- Among top 15 AMCs by Debt Assets under Management*
- BlackRock's Aladdin® platform for end-to-end investment management process

Jio BlackRock Investment Advisers Private Limited

- Wealth management company received regulatory approval in June 2025
- Product roadmap and GTM strategy under development
- Leadership team appointed

Jio BlackRock Broking Private Limited

- Incorporated in January 2025 to offer broking services
- Received broking license in June 2025

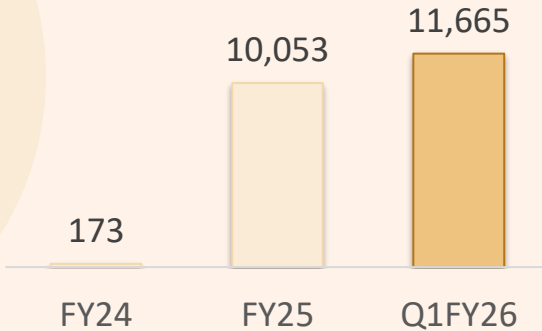
8 funds across cash/
debt and equity
index segments live

Lending



Jio Credit Limited

AUM (Rs. Cr)



Key Highlights

- Physical presence in 11 major cities
- End-to-end digital journey for Loan against Securities
- Contextual campaigns targeting group’s customer base
- “AAA” rating by CareEdge and CRISIL for new NCD facility

Product Portfolio

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

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

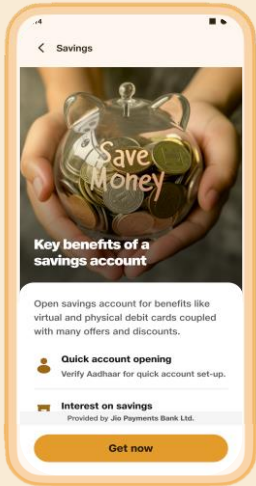
Q1 FY26 Financial Highlights

**NII of Rs. 118Cr
(+240% YoY)**

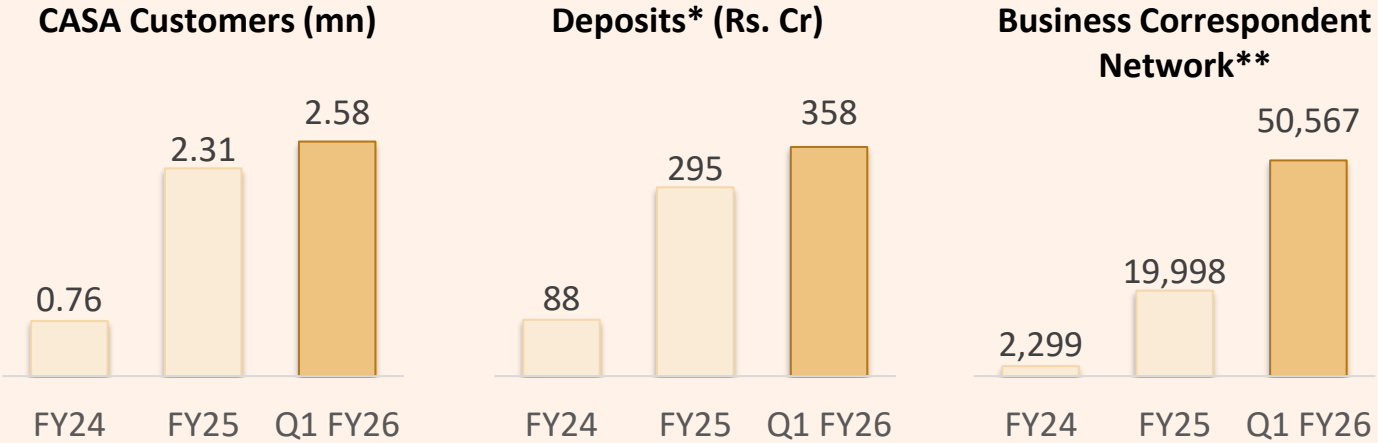
**Net worth of Rs.
4,983Cr**

**Debt/Equity
Ratio of 1.7x**

Payments (1/2)



Jio Payments Bank Limited



Revenue Pillars

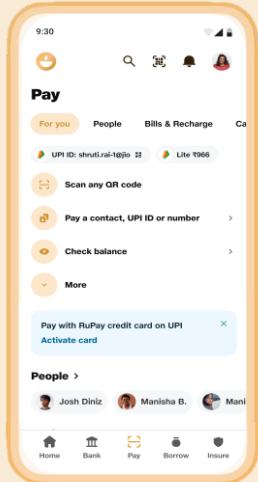
CASA variants	Aadhaar enabled Payment System	
UPI & Wallets	Domestic Money Transfer	Debit Cards

Key Highlights

- Acquired SBI's remaining 14.96% stake for ~Rs. 105Cr
- Launched subscription-based premium account; Savings Pro to be launched soon
- Toll collection mandate received for five NH toll plazas; three have commenced operations

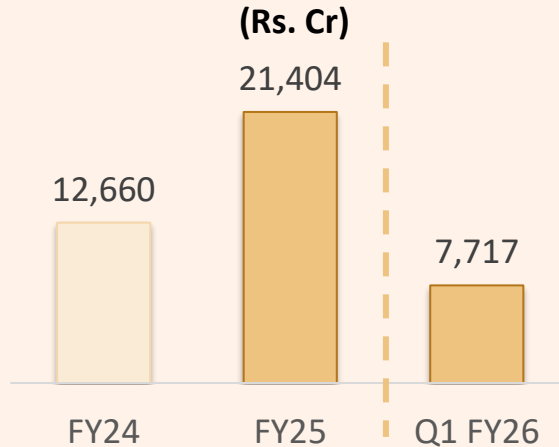
*Includes Current Account, Savings Account and Wallets; **Q4 FY25 and Q1 FY26 includes owned and corporate BC touchpoints

Payments (2/2)



Jio Payment Solutions Limited

Transaction Processing Volume



Key Highlights

- Received Online Payment Aggregator license from RBI and Bharat BillPay certification
- Launched a developer portal offering API and tools to SMBs to integrate and scale payment solutions
- JioSoundPay: Instant audio UPI alerts on JioBharat phones to help expand small merchant base
- Offline merchant onboarding in <5 minutes
- Same day & split settlements for large enterprises
- Vendor payout solutions for large enterprises

Growth Enablers

Omni-channel enterprise product suite for collections & payments

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

Dedicated sales teams, leverage group ecosystem and partnerships

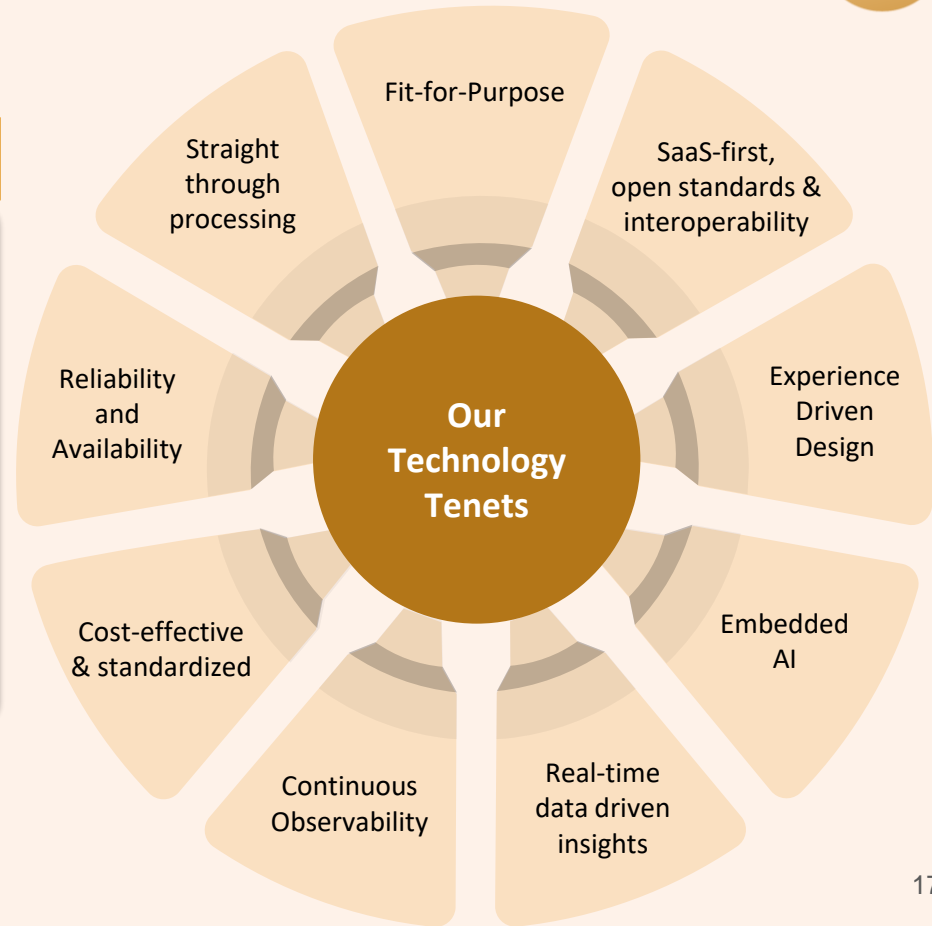
LEVERAGING TECHNOLOGY AND DATA ANALYTICS



Future-ready technology stack

Open-source technology driving agility

- App intelligence architecture for hyper-personalized, real-time product nudges in advanced stages of implementation
- “Single Customer View” implemented across JFSL for enhanced customer insights and engagement
- SaaS-based architecture enabling end-to-end digital journeys across lending products
- JPBL and JPSL upgraded to new-age tech stack



Data intelligence powering precision



Right Product to the Right Customer via the Right Channel at the Right time



Data Layer

- Credit Bureau
- Account Aggregator
- Alternate Data (incl. group ecosystem)
- Proprietary



Infrastructure Layer

- Advanced Analytics Platform
- Data Processing
- Data Governance
- AI Infrastructure



Intelligence Layer

- Predictive analytics
- Specialized AI Agents
- Business Intelligence
- Hyper-personalization



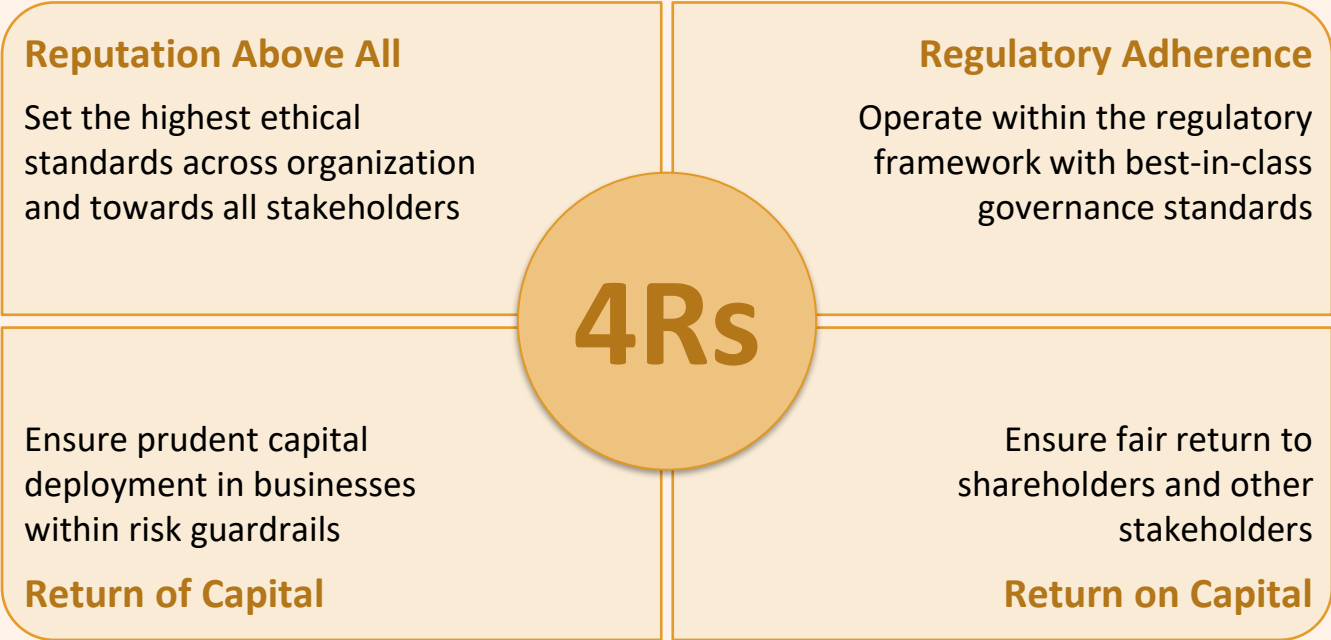
Strategic Outcomes

- Precise targeting
- Improved customer experience
- Early warning signals of default
- Operational efficiencies

GROWING RESPONSIBLY



Upholding commitment to Reputation, Regulation, Return on Capital and Return of Capital



People: Nurturing a world-class team

Creating a future-ready workforce with a diverse talent pool

Strategic Priorities

Capability

Culture

Collaboration



Team's DNA

Execution
Excellence

Ownership
Mindset

Digital Mindset

- Strategic diverse mix of young & experienced talent from Banks, NBFCs and fintechs
- Strong brand, preferred employer attracting top talent
- Moving towards a competency driven organization to accelerate innovation and product delivery with 95+ cross-functional, capability-based pods established
- Horizontal shared services model implemented across the group for greater productivity and cost efficiencies
- Onboarding gig workers as well as global talent to build world-class UI/ UX capabilities

1,500+ employees across JFSL group

Four Strategic Objectives of Sustainability

Financial Inclusion

- ~7.5x YoY increase in JPSSL customers
- 2.2mn+ active JPBL users
- 55 financial awareness and digital literacy camps



Social Responsibility

- CSR spends of Rs. 17.7Cr
- 100% employees trained in POSH
- 25% Female employee workforce
- Men to women compensation ratio of 1:1.17



Nation Building

- Rs. 334.32Cr contributed through taxes in FY25 supporting fiscal revenue growth



Climate Change

- Offer accessible financing for solar panels to homeowners, aiding reduction in electricity costs and carbon emissions



Board of Directors



Mr. Kundapur Vaman Kamath
Independent Director & Non-Executive Chairman



Ms. Isha Ambani
Non-Executive Director



Mr. Rajiv Mehrishi
Independent Director



Mr. Sunil Mehta
Independent Director



Mr. Bimal Manu Tanna
Independent Director



Ms. Rama Vedashree
Independent Director



Mr. Anshuman Thakur
Non-Executive Director



Mr. Hitesh Kumar Sethia
Managing Director and Chief Executive Officer

FINANCIAL HIGHLIGHTS



FY25 Financial Highlights (Consolidated)



Rs. 2,079 Cr
Total Income

Rs. 349 Cr
Income from Business Operations

Rs. 1,594 Cr
Pre-Provisioning Operating Profit

Rs. 1,613 Cr
Profit After Tax

Rs. 1,23,497 Cr
Net Worth

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

THANK YOU

