

## JIO Financial Serv.

**Operator:** Good evening, everyone. Welcome to the Q2 FY27 earnings conference call of JIO Financial Services Ltd. Joining us today from management are Mr. Hitesh Sethia, Managing Director and Chief Executive Officer of JIO Financial Services Ltd., who will take us through the company's overall financial performance during the quarter and six months ended September 30, 2026. We are also joined by Mr. Ganesh AR, Group Executive and Chief Technology Officer, who will take us through our data and AI initiatives along with the operating performance of our lending and payments businesses. We are also joined by Ms. Annapurna Venkataraman, Group Executive and Chief Financial Officer, who will then walk us through the operating performance of our investments and insurance businesses, followed by the financial performance of JIO Financial Services Ltd.

The earnings presentation for the quarter has been uploaded on our website, [www.jfs.in](http://www.jfs.in), as well as on the stock exchanges. I would like to remind all participants that this call will be conducted in a listen-only mode.

Before I hand over the call, I would like to read out the safe harbor statement. This presentation contains forward-looking statements, which may be identified by the use of words such as plans, expects, estimates, or other words of similar meaning. All statements that address expectations or predictions about the future, including but not limited to statements about strategy for growth, product development, and market position, are forward-looking statements based on rationale and data. Actual results may vary materially given the market circumstances.

I will now hand over the call to Hitesh to discuss our business in detail.

**Hitesh Sethia – Managing Director & CEO:** Thank you, Deepak. Good evening, everyone. Season's greetings and a very warm welcome to our earnings conference call for the second quarter of fiscal 2027.

During Q2 FY27, we made further progress towards our goal of bringing new-age, hyper-personalized financial services to the people of India. Our objective of bringing truly customer-centric innovation to financial services was evident this quarter through some industry-first initiatives that were rolled out on the JioFinance app, which will redefine the way people experience and engage with their finances. This period was also marked by the further scale-up of our business, expansion of our pan-India omnichannel distribution network, and significant developments in our strategy of bringing world-class financial services to India in collaboration with marquee global partners.

Our business performance for the quarter reflects strong operational velocity across all our business lines, with our core operations continuing to build, scale, and drive performance across verticals. In our lending business, Jio Credit's gross assets under management rose to Rs.37,320 crores as of September 30, 2026, representing 154% year-on-year growth and steady sequential expansion over Q1 FY27.

In payments, Jio Payments Bank expanded its customer base to Rs.643 crores, up 53% year-on-year across 40 lakh CASA accounts. At Jio Payment Solutions, total payment value, or TPV, stood at Rs.14,682 crores. The quarter-on-quarter adjustment in TPV was a deliberate outcome of our strategic pivot towards margin-accretive merchant sectors. While this focus led to

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planned customer churn in lower-margin segments, it helped us realize a higher net processing margin, giving us a base to grow volumes further with strong unit economics.

In asset management, Jio BlackRock AMC saw its closing AUM reach Rs.22,746 crores, growing 57% year-on-year and 24% sequentially. In insurance broking, Jio Insurance Broking Limited facilitated total premiums of Rs.346 crores. Our reinsurance business, Alliance Jio Reinsurance Limited, underwrote Rs.244 crores in gross written premium. This sequential moderation was driven by primary insurers recalibrating their exposure to crop insurance to align with current seasonal and environmental factors. This broad-based performance underscores our strategic focus on driving disciplined, quality-led expansion while building operating leverage across our full-stack financial ecosystem.

Our financial performance during the second quarter and the first half of fiscal year 2027 reflects our consistent operational strength across our core operating businesses. As we had highlighted during our Q1 FY27 earnings call, a key accounting change affecting this financial year is the full consolidation of Reliance Services and Holdings Limited, or RSHL, as a 100% step-down subsidiary of the company through Reliance Industrial Investments and Holdings Limited, or RIHL. This was effective from April 29, 2026, and consequently, RSHL's financials are now consolidated on a line-by-line basis with the company.

It is also pertinent to point out that JFS receives dividends each year, including from Reliance Industries Limited, on account of its shareholding in the company held through RIHL and RSHL. In the fiscal year ended March 2026, this dividend was paid in the second quarter, whereas in the current fiscal year, this dividend was paid in the first quarter.

Excluding the impact of the dividend in Q2 FY26, consolidated total income grew 132% year-on-year to Rs.1,699 crores for Q2 FY27. Pre-provision operating profit reached Rs.574 crores, registering 85% year-on-year growth. Consolidated profit before tax, excluding this dividend impact, increased 51% year-on-year to Rs.489 crores for the quarter. Profit after tax for the quarter stood at Rs.340 crores.

For the six months ended September 2026, excluding the dividend, consolidated total income increased 136% year-on-year to Rs.3,195 crores. Pre-provision operating profit was up 60% year-on-year to Rs.1,079 crores, and consolidated profit before tax increased to Rs.951 crores, up 33% year-on-year. Profit after tax for this period stood at Rs.1,171 crores.

Crucially, our core operating entities continue to anchor overall performance. Led by an expanding loan book, Jio Credit Limited saw Q2 profit after tax jump 140% year-on-year to Rs.120 crores. Simultaneously, we are making targeted investments to scale our growth-stage companies and incubate nascent ventures across asset management, wealth, and insurance.

Our capital foundation remains robust, with total consolidated shareholders' equity standing at Rs.1.3 lakh crore as of September 30, 2026. This capital strength provides us with significant firepower to pursue our growth aspirations while keeping our core capital base fully protected.

The company achieved a few strategic milestones in Q2 FY27, which demonstrate our sharp focus on execution, reinforcing our ability to scale sustainably while deepening customer engagement.

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The JioFinance app, our primary digital storefront for our retail offering, clocked 3.2 crore unique users across all digital properties, serving as the core engine for user acquisition and cross-sell.

With our new neural agentic marketplace, we are endeavoring to usher in a new paradigm in financial services by creating a platform that makes engagement with financial services more rewarding, both in terms of tangible benefits and in improving the holistic financial well-being of our users. Towards this end, we unveiled two new pioneering features during the quarter to make finance smarter and more rewarding.

First, JioFinance Plus, a first-of-its-kind value-back membership program that shares a portion of the platform commissions directly with customers as tangible benefits on eligible transactions. This helps bring down transaction costs for the end customer and enables greater engagement.

Second, JioFinance 360, an industry-first proposition that consolidates multi-source asset and liability data into a single comprehensive report anchored by a financial health score across five core pillars. The details of these two new features are covered in more detail in the subsequent sections.

In our lending vertical, we struck a landmark partnership during the quarter with Bank of America, agreeing to acquire a 49.9% stake in Jio Credit. The transaction, which is subject to regulatory approvals, is expected to bring around Rs.18,000 crores in growth capital.

In our investment vertical, Jio BlackRock Asset Management broadened its product line across categories, while Jio BlackRock Broking went live with its self-directed investing platform featuring an introductory zero-brokerage structure across stocks, ETFs, and IPOs.

To contextualize our progress, I want to emphasize our overarching objective: building a full-stack financial services institution anchored by dedicated operating entities across the four pillars of borrow, invest, transact, and protect, with the JioFinance app serving as a central engine supporting the incubation and scale-up of these diverse businesses, which together form a virtuous flywheel of financial offerings designed to cater to the needs of all Indians.

This full-stack franchise is anchored by five structural moats: our brand strength, a strong capital base, zero tech debt, cost engineering at scale, and a late-entrant advantage, which allows us to observe and learn from evolving market dynamics and adapt with agility.

JIO Financial Services Ltd. now has the unique distinction of partnering with three of the world's most well-regarded financial institutions, known for their pedigree and expertise in their respective areas of operations: BlackRock for investments, Alliance for insurance, and Bank of America for lending.

From inception, we recognized that combining world-class product and operational expertise with our deep local reach creates a highly compelling value proposition. It brings globally recognized financial services experience to our customers in India and helps us build a more resilient franchise by bringing in best-in-class governance, technology, and risk management practices.

JIO Financial Services Ltd. retains full ownership of customer engagement and distribution, which helps us maintain superior unit economics and lower customer acquisition costs and build a highly

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robust full-stack ecosystem.

Moving on, this slide illustrates the evolution of our product philosophy, transitioning from a traditional product push to a unified three-layer digital marketplace. At the foundation is a layer of proprietary product suites across borrow, invest, transact, and protect, which we are aggressively scaling.

The second layer introduces our marketplace aggregation framework. Recognizing that no single institution can fulfill every demographic risk profile, we curate top-tier third-party offerings such as credit cards, personal loans, insurance, and fixed deposits, maximizing choice while maintaining strict risk discipline.

Finally, the top layer represents our core pivot: an AI-native conversational interface tailored for hyper-personalization of financial services to the level of each unique individual user. Moving beyond static customer cohorts, our platform dynamically synthesizes real-time behavioral insights to recommend the exact right product for each individual's life stage, serving as an unbiased digital financial companion.

Our distribution strategy is tailored specifically to the unique operational profile of each business line. High-frequency digital channels, namely the JioFinance app, MyJio, and our web portals, serve as our central digital storefronts, driving top-of-the-funnel customer acquisition across all entities.

Where physical touchpoints are deployed, they are strategically calibrated to the specific requirements of the product segment. The omnichannel delivery footprint enables us to serve customers across more than 19,000 pincodes in India.

At Jio Credit, where on-ground presence is required for physical verification and structured originations for mortgage loans, we have established 26 offices across 19 major cities. Jio BlackRock Asset Management has proven the efficacy of our digital-first approach by successfully growing the overall segment as well as tapping the under-penetrated market across the country.

To further accelerate our growth trajectory, the AMC has established distribution partnerships with over 15,000 distributors for mutual funds and SIFs, combining digital reach with deep physical distribution. Jio Payments Bank has scaled its business correspondent network to over 633,000 touchpoints, significantly deepening assisted digital banking access in semi-urban and rural centers.

At Jio Payment Solutions, our merchant network spans 26 states, powered by AI-enabled merchant onboarding and automated deal negotiations. This fit-for-purpose distribution strategy ensures that as our product suite expands, our customer touchpoints remain highly accessible, operationally efficient, and cost-effective.

I would now like to invite our Group Executive and Chief Technology Officer, Mr. Ganesh AR, to take you through our data, technology, and AI initiatives, followed by updates on our NBFC and payment business.

**Ganesh AR – Group Executive & CTO:** Thank you, Hitesh. Our investments in data, technology, and artificial intelligence are operationalizing deep structural capabilities across the group. As a

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digital-native organization built without legacy technology debt, our architecture is designed to integrate enterprise-wide intelligence directly into our workflows. This allows us to continuously optimize unit economics, improve process turnaround times, and scale our operating volume without a linear increase in cost structure.

This slide illustrates the impact of our data, technology, and AI initiatives across our four primary operational layers: business operations, customer experience, risk and fraud management, and growth and marketing.

For instance, in business processes, Jio Credit has entirely digitized its debt collection and management process, whereas Jio Payments Bank's partner payment settlement process is now fully automated. In customer experience, our AI and machine learning models have driven hyper-personalized customer journeys on the JioFinance app, leading to a customer conversion rate uplift of 59%. In terms of growth and marketing, data cohort-led campaigns drove a 172% improvement in conversion performance. These technology-led capabilities form the foundational bedrock as we drive execution across our core operating subsidiaries.

Moving on to the performance of our lending entity, Jio Credit Limited. As we scale our lending franchise, our primary focus remains squarely on disciplined, risk-calibrated growth. We continue to build a high-quality loan book, anchored entirely in secured lending segments and high-rated corporate exposures, ensuring that our growth is both sustainable and value-accretive.

Gross assets under management surged 154% year-on-year to reach Rs.37,320 crores, up sequentially from Rs.30,667 crores in Q1 FY27. This sustained expansion in our loan book has been driven entirely by robust organic originations.

During the quarter, gross disbursements reached a new all-time high of Rs.13,135 crores, representing a 98% year-on-year increase, up from Rs.11,252 crores in Q1 FY27.

Our AUM mix remains well-balanced across our targeted borrowing cohorts. Mortgages, comprising home loans and loans against property, account for 44.5% of the total portfolio, with an average ticket size of Rs.1.4 crore and an average tenor of 15.9 years. Corporate and SME loans represent 44.2% of the book, with an average tenor of 3.26 years, while retail loans against securities account for 11.3%, carrying an average ticket size of Rs.1.3 crore and an average tenor of three years.

In terms of the disbursement mix for Q2 FY27, mortgages contributed 26.1%, loans against securities represented 20%, and corporate and SME loans accounted for 53.9%. This prudent product diversification, coupled with our automated and digital-first underwriting frameworks, positions Jio Credit to capture market share even as we continue to scale within risk management guardrails.

Our liability strategy is built on maintaining a diversified, low-cost funding base, backed by top-tier credit ratings and deep access to market liquidity. This enables us to maintain competitive product pricing while protecting our net interest margins.

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Looking at our borrowing trajectory for the quarter, total borrowings stood at a little over Rs.42,000 crores, representing a 250% year-on-year increase, and up sequentially from Rs.28,120 crores in Q1 FY27. This expansion directly supports the rapid scaling of our loan book.

Our borrowing mix remains well-balanced across multiple debt instruments. Bank loans, including working capital, demand loans, and term loans, constitute around 50% of our total borrowings, down from 60% in Q2 FY26. Additionally, cost-efficient borrowing through TREPS was introduced during the quarter.

Our average cost of borrowing, excluding TREPS, stood at 7.08% in Q2 FY27 compared to 7.07% in Q1 FY27, demonstrating strong stability in a dynamic interest rate environment.

On interest rate risk management, over 70% of our assets under management are at floating rates, enabling interest rate adjustments to be seamlessly passed on to borrowers with minimal time lag.

Our capital position remains formidable. Total shareholders' equity stood at Rs.7,379 crores as of September 30, 2026, with a capital adequacy ratio of 18.5%, providing comfortable headroom to support our future growth plans.

The infusion of the first tranche of its investment of around Rs.9,500 crore from Bank of America into Jio Credit Limited, subject to regulatory and statutory approvals, will further bolster our capital base and strengthen our balance sheet for long-term expansion.

Looking at our financial performance for the second quarter, as our assets under management continue to scale, the business is demonstrating strong operating leverage and scale-based cost efficiencies. Net interest income grew 116% year-on-year to Rs.302 crore, up sequentially from Rs.257 crore in Q1 FY27. This growth reflects the expansion of our loan book, combined with disciplined liability management.

PPOP surged 151% year-on-year to Rs.201 crore, up from Rs.154 crore in the preceding quarter. Profit after tax increased 140% year-on-year from Rs.220 crore and was up from Rs.96 crore in Q1 FY27. This consistent trajectory demonstrates that as we scale our lending franchise with a focus on risk-calibrated, secured assets, our operating model is delivering predictable, high-quality earnings growth.

Moving on to the payments vertical, Jio Payments Bank serves as a vital high-frequency engagement layer across the entire group ecosystem. By capturing routine transaction velocity, it deepens customer stickiness and builds a natural cross-sell engine for our high-margin financial products.

The bank saw strong operational execution that drove meaningful expansion in both our customer base and customer deposits. Our CASA customer base expanded 38% year-on-year to reach 40 lakh customers. This customer growth directly translated into strong deposit momentum, with total deposits growing 53% year-on-year to Rs.643 crores.

This underlying growth was further complemented by the expansion of our infrastructure-linked digital financial services. During the quarter, we expanded our toll operations footprint, which is now operational across 20 national highway toll plazas, as well as two multi-lane, free-flow,

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barrierless toll plazas.

Consequently, our total income for the quarter grew 213% year-on-year to Rs.94 crore. During the quarter, we also received key regulatory approvals to launch our three-in-one savings account, as well as to act as banker to the issue for public offerings, including IPOs, which will open up new revenue streams for the Payments Bank. Looking ahead, our strategic focus remains squarely on deepening customer stickiness and expanding high-margin fee streams.

Moving on to Jio Payment Solutions, in this business, I would like to highlight our key product innovations that continue to strengthen our merchant value proposition. The new offerings launched during the quarter include contactless tap-and-pay on POS terminals for UPI and RuPay transactions, and cross-border collection capabilities in over 100 currencies with T+2 settlement for Indian exporters, among other solutions.

Turning to our operating and financial metrics, our total payment value for the quarter stood at Rs.14,682 crore. As Hitesh mentioned earlier, the sequential movement in volume reflects our deliberate strategy to prioritize margin-accretive business. We are focused on ensuring that every transaction positively impacts both our top line and bottom line.

Consequently, we chose to let go of certain high-volume, low-margin engagements, as our focus remains firmly on profitable growth rather than volume expansion alone. To drive profitable growth, we are actively pursuing high-margin segments, including small and medium businesses as well as exporters.

As a result of this prudent customer mix and portfolio rationalization, our processing margins expanded significantly. Our net processing margin increased to 14 basis points in Q2 FY27, up from 9 basis points in Q2 FY26 and 12 basis points in Q1 FY27. Correspondingly, gross fee and commission income reached Rs.130 crore, while net fee and commission income grew 74% year-on-year to Rs.21 crore.

With the JioFinance app, we are reimagining what a financial services platform should look like for the future. Given what technology allows for today, and in line with the evolving needs of people, having a marketplace with the widest breadth of offerings is not enough by itself.

Going forward, the moat in financial services is going to be owning the customer's decision-making process. That moat has to be built over time with features that keep users engaged and guide them towards financial well-being with trust, transparency, and security.

Earlier this year, we launched a major update to the JioFinance app, transforming it into a neural agentic marketplace powered by 50 AI agents and 10 machine learning models. This advanced architecture forms an intelligent conversational layer that dynamically synthesizes customer data to deliver precise financial insights and personalized recommendations.

Building on the intelligence and value-backed propositions of the JioFinance app, we continue to expand our product suite, offering a comprehensive range of financial services. Today, our users have seamless access to an expansive suite of products, including 71 credit card variants from 16 brands, 11 partner banks and NBFCs for personal loans, seven deposit partners, and 94 insurance

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plans across 23 insurers.

We have also recently expanded our offerings with the addition of Jio Silver to our product suite. We recorded a 199% year-on-year increase in Jio Gold purchase transactions. Tax filings on the platform increased by 40% year-on-year, while fixed deposits' gross merchandise value grew by 50% quarter-on-quarter.

While our average monthly active users stood at approximately 80 lakh during the quarter, reflecting a temporary moderation in high-frequency, price-sensitive transaction volumes such as digital gold due to external market conditions, our core user engagement continues to deepen significantly.

During the quarter, we saw approximately 36,000 own and third-party products purchased daily across our digital platforms. Furthermore, our Jio Points loyalty program is yielding tangible cross-sell benefits, with 34 crore-plus points issued to 77 lakh customers since launch. Users engaged with Jio Points exhibit a 25% higher product-per-customer metric compared to the platform average.

Complementing this intelligence is our integrated Jio Points rewards framework, which unifies everyday transactions into tangible savings. Customers earn Jio Points across routine in-app interactions and can redeem them across a wide network of over 110 premier partner brands.

To further deepen customer engagement, we introduced two novel features on the app during the quarter: JioFinance Plus and JioFinance 360.

JioFinance Plus is a comprehensive membership program designed to deliver unmatched value across eligible marketplace products. Under its value-back model, a portion of the platform commission earned on eligible transactions is shared directly with customers.

Available complimentary for the first 365 days as an introductory offer, JioFinance Plus offers tangible value through assured cash value-back of up to Rs.5,000 on personal loans and up to Rs.1,000 on credit cards, an extra 1% Jio Gold bonus on lump-sum purchases of Rs.2,500 and above, and 25% accelerated Jio Points across eligible transactions.

Alongside this, JioFinance 360 serves as an industry-first complimentary financial health assessment platform. By combining large language models with an intelligent rule-based engine, JioFinance 360 consolidates fragmented assets and liabilities across multiple bank accounts, investments, loans, and insurance policies into a single intuitive report.

At its center is a personalized financial health score, evaluated across five core pillars, namely spending, borrowing, wealth, protection, and tax. This equips users with actionable insights to eliminate spend leakages, address coverage gaps, and optimize tax planning.

Together, these signature features form an intelligent engagement layer that enhances platform loyalty and positions JioFinance as a trusted, long-term financial companion. Our core strategic objective is to move beyond standard transaction facilitation by embedding smart, value-accretive tools directly into the customer journey.

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By offering proprietary capabilities that guide long-term financial health while rewarding routine usage, we deepen engagement across the customer life cycle and increase customer lifetime value.

With this, I would like to invite our Group Executive and Chief Financial Officer, Mrs. Annapurna Venkataraman, to discuss the progress across our invest and protect verticals, followed by the financial performance for the quarter. Thank you.

**Annapurna Venkataraman – Group Executive & CFO:** Thank you, Hitesh. Good evening, everyone. We will start with our invest vertical, which comprises our joint ventures with BlackRock for asset management, wealth management, and broking.

Jio BlackRock Asset Management's AUM crossed Rs.22,746 crores, reflecting robust growth both year-over-year and sequentially. As highlighted in our distribution strategy, we have now partnered with over 15,000 mutual fund and special investment fund distributors who are empanelled, and have launched regular plans across all of our product offerings to complement our direct plans.

Our digital-first approach has proven highly successful in expanding the broader market. 18.6% of our retail customers are new to mutual funds, while over 40% of our retail AUM originates from beyond the top 30 cities in India.

I am happy to report that some of our specific funds have emerged as top performers in their segments. Our liquid fund has been the top performer in its segment since inception, maintaining a quarterly average AUM of over Rs.10,000 crores during the quarter. Additionally, our overnight and arbitrage funds delivered strong performance, ranking among the top quartile in their respective categories since inception.

In specialized investment funds, or SIFs, our maiden fund reached an AUM of approximately Rs.480 crores within just three months of launch, positioning Jio BlackRock among the top 10 players in the SIF category with a single fund.

Finally, another important milestone during the quarter for our AMC was our Gift City entity receiving regulatory approval from the IFSCA to launch the BlackRock Advantage World Equity Fund. The fund, planned for launch during the current quarter, opens up global investment pipelines for Indian investors.

In our wealth management franchise, Jio BlackRock Investment Advisers, we launched Smart Switch during the quarter, an intelligent tool designed to dynamically reallocate capital and optimize an investor's mutual fund portfolio.

We now turn to the protect vertical, which includes our joint ventures with the Allianz Group and our insurance broking arm, Jio Insurance Broking Limited.

As highlighted earlier, our reinsurance business, Allianz Jio Reinsurance Limited, underwrote Rs.244 crores in gross written premium during the quarter, bringing the total gross written premium for its first six months of operations to Rs.510 crores. Primary insurance carriers recalibrated their exposure to crop insurance to align with seasonal and environmental factors, which moderated sequential volume.

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During the quarter, we expanded our participation in surety bonds through strategic partnerships with leading insurance carriers. In general and health insurance, Jio Allianz General Insurance Limited is in advanced stages of securing regulatory approvals to commence operations. We continue to be strongly engaged with Allianz under the non-binding agreement to strategize the launch of our life insurance joint venture.

Finally, our distribution model, Jio Insurance Broking Limited, saw total premiums facilitated of Rs.346 crores in Q2 FY27. Total fee and commission income grew 46% year-over-year to Rs.54 crores. The premiums facilitated by our digital point-of-sales person, or POSP, channels saw a 7x year-on-year expansion, alongside a 55% sequential increase in direct-to-customer digital conversion rates.

Let me touch upon the draft regulations on insurance distribution recently published by the IRDAI. We welcome any regulatory modifications aimed at enhancing customer transparency, boosting value, and safeguarding policyholder interests. We view this as a significant regulatory shift that will reshape the industry landscape and may lead to consolidation.

However, larger, well-capitalized, and technology-driven players like Jio Insurance Broking should be able to strengthen their presence, also benefiting from being part of a larger and integrated financial services ecosystem. We will continue to remain customer-first, with an unwavering focus on delivering simple, transparent, and seamless solutions tailored to the evolving needs of our customers.

We are closely monitoring the developments surrounding these draft guidelines and will recalibrate our business strategy as appropriate based on the final regulations.

With this, I will move on to discuss the financial performance of Q2 and H1 FY27. Our financial results for the quarter and six months ended September 30, 2026, are prepared in compliance with Indian Accounting Standards as prescribed by the Ministry of Corporate Affairs.

Before getting into the numbers, I would like to set some context and look at how our operational outcomes align with our overarching long-term strategy. As a core investment company, we build and nurture diverse businesses designed to serve four core customer needs: the need to borrow, transact, invest, and protect.

Across all our operating entities, our business expansion continues to be underpinned by robust risk management frameworks, stringent compliance standards, and prudent liquidity management. As our entities hit critical mass, our top-line expansion and unit economics reflect the strength of our digital-native models and disciplined cost engineering.

Every capital allocation decision is strictly guided by our bedrock principles, including adherence to the highest standards of corporate governance and unwavering risk discipline.

As Hitesh mentioned earlier, Reliance Services and Holdings Limited became a 100% step-down subsidiary, resulting in its line-by-line consolidation with JIO Financial Services Ltd. effective from April 29, 2026. It was earlier being accounted for under share of associates and joint ventures.

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This line-by-line consolidation adds to our consolidated total income and pre-provisioning operating profit without impacting our profit after tax. Our financial performance for Q2 FY27 and H1 FY27 primarily reflects the robust organic growth momentum we have delivered across all our businesses.

Our consolidated total income, excluding dividend, increased 132% year-over-year and 14% sequentially to Rs.1,699 crores. Interest income increased 221% year-on-year and 31% sequentially to Rs.1,258 crores, driven by strong organic traction in our lending business as well as higher scale of treasury operations.

Fee and commission income stood at Rs.277 crores, nearly doubling year-on-year, reflecting the operational scale-up and higher volumes witnessed across our payments business and insurance broking.

The net gain on fair value changes stood at Rs.165 crores versus Rs.180 crores in Q2 FY26 and Rs.210 crores in Q1 FY27. We have maintained a disciplined and proactive treasury management strategy in this volatile macro environment.

Through strategic portfolio reallocations executed during the quarter, we have ensured that our capital remains productively employed by prioritizing safety, liquidity, and yield until these funds are systematically deployed into our high-growth operating businesses.

On the expenses front, total expenses increased 166% year-on-year and 14% quarter-on-quarter to Rs.1,125 crores. This was primarily due to a year-on-year and sequential increase in finance costs to Rs.578 crores, in line with higher market borrowings to support the growth of our lending operations.

Staff expenses stood at Rs.147 crores, compared with Rs.95 crores in Q2 FY26 and Rs.152 crores in Q1 FY27. The sequential decline is on account of annual increments and performance bonus payouts for fiscal year 2026, which were paid in Q1 FY27.

Other operating expenses stood at Rs.401 crores, in line with the scale-up of our business infrastructure. Consequently, our pre-provisioning operating profit, or PPOP, stood at Rs.574 crores, up 85% year-on-year and 14% sequentially. Provisions stood at Rs.41 crores, in line with the regulatory provisioning requirement arising from the expansion of our loan book.

As our joint ventures with BlackRock for asset management, wealth management, and broking are at a nascent stage, they require necessary gestation expenses to scale operations and expand their market reach. During the quarter, we also made strategic investments to incubate our general insurance joint venture with Allianz.

Consequent to these incubation investments and the reclassification of RSHL's financials, our share of associates and joint ventures reported a loss of Rs.44 crores for the quarter.

We received total dividends of Rs.462 crores in Q2 FY26 and Rs.509 crores in Q1 FY27, which includes dividends received on shares of Reliance Industries Limited held by Reliance Industrial Investments and Holdings Limited, or RIIHL, and RSHL.

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Adjusting for these dividends received in prior periods, profit before tax increased 51% year-on-year and around 6% quarter-on-quarter to Rs.489 crores. Reported profit after tax stood at Rs.340 crores versus Rs.695 crores in Q2 FY26 and Rs.830 crores in Q1 FY27.

Moving on to our consolidated balance sheet, one of our foundational advantages is a strong, resilient balance sheet that provides the financial capacity to support long-term expansion. This balance sheet structure allows us to scale operations, invest in product and technology innovation, and evaluate strategic growth opportunities.

As of September 30, 2026, our consolidated net worth was close to Rs.1.3 lakh crore. Our total assets stood at over Rs.1.81 lakh crore, with total consolidated investments accounting for approximately Rs.1.3 lakh crores.

Moving on to the standalone financial performance, total income increased 73% year-on-year and 6% sequentially to Rs.233 crores. Interest income during the quarter stood at Rs.154 crores versus Rs.7 crore in Q2 FY26 and Rs.105 crore in Q1 FY27, due to the same factors mentioned earlier. Net gain on fair value changes stood at Rs.78 crore versus Rs.107 crore in Q2 FY26 and Rs.110 crore in Q1 FY27.

In Q1 FY27, this overall top-line growth was a direct result of our enhanced corporate treasury operations, as explained earlier. Standalone total expenses stood at Rs.59 crores, within which staff expenses stood at Rs.25 crores versus Rs.24 crores in Q2 FY26, and other operating expenses stood at Rs.33 crores versus Rs.36 crores during the same period last year.

During the quarter, we received a dividend of Rs.445 crores from RIIHL versus Rs.405 crores in Q2 FY26. Consequently, standalone PAT for the quarter stood at Rs.575 crore, representing growth of 26% year-on-year and 447% sequentially.

The company's standalone total assets as of September 30 stood at Rs.35,657 crore, including investments of over Rs.30,000 crores. Standalone net worth stood at Rs.35,521 crore as of September 30 versus Rs.29,305 crores as of March 31, 2026.

The increase was primarily due to the receipt of the second tranche of Rs.5,934 crores last quarter for the preferential warrants issued to the promoters.

Let us now take a detailed look at the performance of our NBFC, Jio Credit Limited. For the quarter ended September 30, 2026, Jio Credit's net interest income increased 116% year-on-year and 17% sequentially to Rs.302 crore.

This performance was driven by a threefold growth in interest income to Rs.900 crores, reflecting the expansion in our assets under management. Sequentially, interest income grew 32%. Concurrently, interest expenses increased to Rs.599 crores as the NBFC continued to tap external debt markets to fund its lending operations.

Our net total income for the quarter stood at Rs.322 crore, up 124% year-on-year and 18% sequentially. Our modular, modern tech architecture continues to drive strong operating leverage, allowing us to scale our last-mile fulfillment footprint while keeping our cost structure lean.

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Pre-provisioning operating profit, or PPOP, for the quarter grew to Rs.201 crore, up 151% year-over-year and 31% sequentially. As highlighted earlier, provisions at Rs.41 crore were in line with the regulatory provisioning requirement arising from the expansion of our loan book. Profit after tax was up 140% year-on-year and 24% sequentially to Rs.120 crore for the quarter.

Moving on to the balance sheet of Jio Credit, total assets stood at Rs.50,337 crore, with net loans of Rs.37,493 crore as of September 30. Total shareholders' equity stood at Rs.7,379 crore and total borrowings at a little over Rs.42,000 crore.

Subject to necessary approvals, approximately Rs.9,500 crore of initial investment from Bank of America into Jio Credit will further fortify our balance sheet, giving us a strong capital cushion for future expansion.

In summary, our operational velocity is firmly established, with sustainable income from core operations increasingly driving overall top-line growth. We remain sharply focused on unit economics and value-accretive expansion across our businesses.

By continuously leveraging cutting-edge technology, data, and AI, we are scaling business growth and delivering structural operational efficiencies. With this, I would now like to hand over the call to Deepak.

**Deepak:** Thank you, Hitesh, Ganeshan, and Annapoorna. To summarize our progress, the second quarter of fiscal 2027 reflects sustained execution momentum and structural strength embedded across our entire ecosystem.

All our operating businesses are gaining rapid scale and velocity, from our core lending and payments verticals operating with healthy, margin-accretive unit economics to our newly operationalized ventures in reinsurance and asset management.

A central pillar of our overarching strategy is the creation of a 360-degree financial ecosystem that seamlessly addresses the four core needs of Indian consumers and enterprises: borrow, transact, invest, and protect.

To accelerate this journey and bring world-class capabilities to India, we continue to forge strategic joint ventures with global industry leaders. Strategic partnerships with global powerhouses such as BlackRock and Allianz, alongside our proposed venture with Bank of America, subject to necessary regulatory and statutory approvals, allow us to combine institutional-grade expertise, advanced technology, and global risk management frameworks with our vast local distribution and deep data analytics.

This execution momentum is clearly reflected across our key operating metrics: JCL's AUM reached Rs.37,000 crore, JPPL's TPV stood at approximately Rs.15,000 crore, Jio BlackRock AMC's AUM scaled to Rs.22,700 crore, and JPPL's deposits touched Rs.640 crore across 40 lakh customers.

Additionally, our reinsurance joint venture underwrote Rs.510 crore in the first six months, while our wealth management and broking businesses prepared to gain scale.

## JIO Financial Serv.

At the center of this ecosystem, the JioFinance app, with 3.2 crore unique users, delivers innovative product features that drive daily, high-frequency engagement and continuously power our financial flywheel.

As we accelerate our growth engines, every strategic choice remains firmly anchored in our four foundational principles: reputation above all, regulatory adherence in letter and spirit, return of capital, and return on capital.

Thank you for your continued trust and partnership. We invite you to review our detailed presentation uploaded on our website and the stock exchanges. Have a wonderful rest of the evening.

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