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A BRAND OF RNFI

August 08, 2026

To,
The Manager
Department of Corporate Compliance
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai — 400051.

SCRIP SYMBOL: RNFI

Sub: <u>Earnings Presentation on Unudited Financial Results (Standalone and Consolidated) for the Quarter Ended June 30, 2026.</u>

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find enclosed a copy of the Company's Q1 FY27 Earnings Presentation, which the Company proposes to share with Analyst/Investors in relation to its Unaudited Financial Results (Standalone and Consolidated) for the Quarter and Year ended June 30, 2026, as approved by the Board of Directors at its meeting held on August 08, 2026.

This Earnings Presentation is also available on the website of the Company at www.rnfiservices.com

For any queries can mail at cs@rnfiservices.com

This is for your information and record.

Thanking you,

For RNFI Services Limited

MOHIT CHAUHAN
Digitally signed by MOHIT CHAUHAN
Date: 2026.08.08 16:49:40 +05'30'

Mohit Chauhan
(Company Secretary)

Encl.: As above

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TRUSTED FORCE MULTIPLIER FOR INDIAN BFSI AND MORE

RNFI SERVICES LIMITED

OBLIGATORY DISCLOSURE

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Additionally, this Presentation contains forward-looking statements about the Company's future business prospects and profitability, which involve a variety of risks and uncertainties. Actual results may differ significantly from those expressed in these statements. Factors contributing to these risks and uncertainties include, but are not limited to, fluctuations in earnings, the Company's ability to manage growth, competition both within India and internationally, economic conditions in India and abroad, the ability to attract and retain skilled professionals, contract-related time and cost overruns, management of international operations, government policies and regulations, and prevailing interest and fiscal costs. The Company does not commit to making announcements should any of these forward-looking statements prove materially inaccurate or to updating them in the future.

MANAGEMENT COMMENTS

As we had discussed earlier, Insurance and delinquent loan collection are two key growth engines for this year which continue to show strong traction, though their revenue contribution is still ramping up. Q3 and Q4 remain the strongest quarters for both segments, and we expect a meaningful step-up in scale during this period. Given the nature of these businesses, a large part of the associated costs — field force expansion, technology build-out, and marketing — is front-loaded, which has impacted margins this quarter. This is a deliberate investment ahead of growth, and we remain confident in the trajectory for both products as we move into the second half.

Even as we invest behind this growth, the Company has continued to demonstrate financial discipline and operational resilience, supported by prudent capital management, strong internal controls, and a robust governance framework. Our approach is to balance this strategic investment with a continued focus on operational efficiency, optimized resource allocation, and a healthy financial position overall.

Looking ahead, we remain committed to delivering sustainable financial performance and creating long-term shareholder value through disciplined execution and responsible, well-governed growth.

Rahul Srivastava
(Executive Director)

Over the past two years, we have strengthened this ecosystem through a series of strategic partnerships and acquisitions — including Payworld, Paysprint, and others — each adding a distinct layer of capability to our platform. Payworld has significantly expanded our retail distribution footprint, bringing a large network of retailers and transaction volume into the RNFI fold, while Paysprint has diversified our revenue base by introducing a B2B API and SaaS-led connected-banking business that serves enterprises and NBFCs directly. The integration of these acquisitions is now substantially complete, and we expect to begin realizing the benefits of this consolidated platform, with a positive impact on our financial performance in the coming quarters. As these integrated capabilities mature, we are well positioned to drive higher cross-sell across our partner ecosystem, improve monetization of our existing agent network, and strengthen the overall margin profile of the business.

Nimesh Khandelwal
(Chief Financial Officer)

VISION & ROADMAP

VISION

ROADMAP

From the very beginning, our vision has been to build a company capable of scaling massively, earning unwavering trust, and demonstrating resilience through every challenge.
We draw inspiration from the leadership and legacy of India's finest visionaries —
Sir Mukesh Ambani, who embodies the spirit of scale and disruption; Sir Ratan Tata, who represents trust and integrity; and Sir Vijay Shekhar Sharma, whose grit and perseverance define entrepreneurial courage.
In honor of these values, we have dedicated three of our conference rooms to these stalwarts — serving as a daily reminder of the principles that guide our journey: Scale, Trust, and Resilience."

We aim to bridge cutting-edge technology with financial inclusion, driving transformative growth while maintaining the highest standards of compliance, security, and sustainability. Our mission is to enable a digitally empowered Bharat, where individuals and institutions access simple, secure, and scalable financial services tailored to their needs.

We aspire to be India's leading BFSI force multiplier —empowering partners with seamless, innovative digital solutions to serve Bharat with unmatched reach and reliability.

HIGHLIGHTS SUMMARY (Q1 FY27 VS Q1 FY26)

REVENUE

269.9 Cr.

▲ 8%

Q1 FY27 VS Q1 FY26

GROSS PROFIT
43.4 Cr.
▲ 15%

EBITDA
11.5 Cr.
▼ (10)%

PAT
5.1 Cr.
▼ 12%

EBITDA MARGIN
4.3%
▼ (17)%

PAT Margin (NET)
1.9%
▼ (19)%

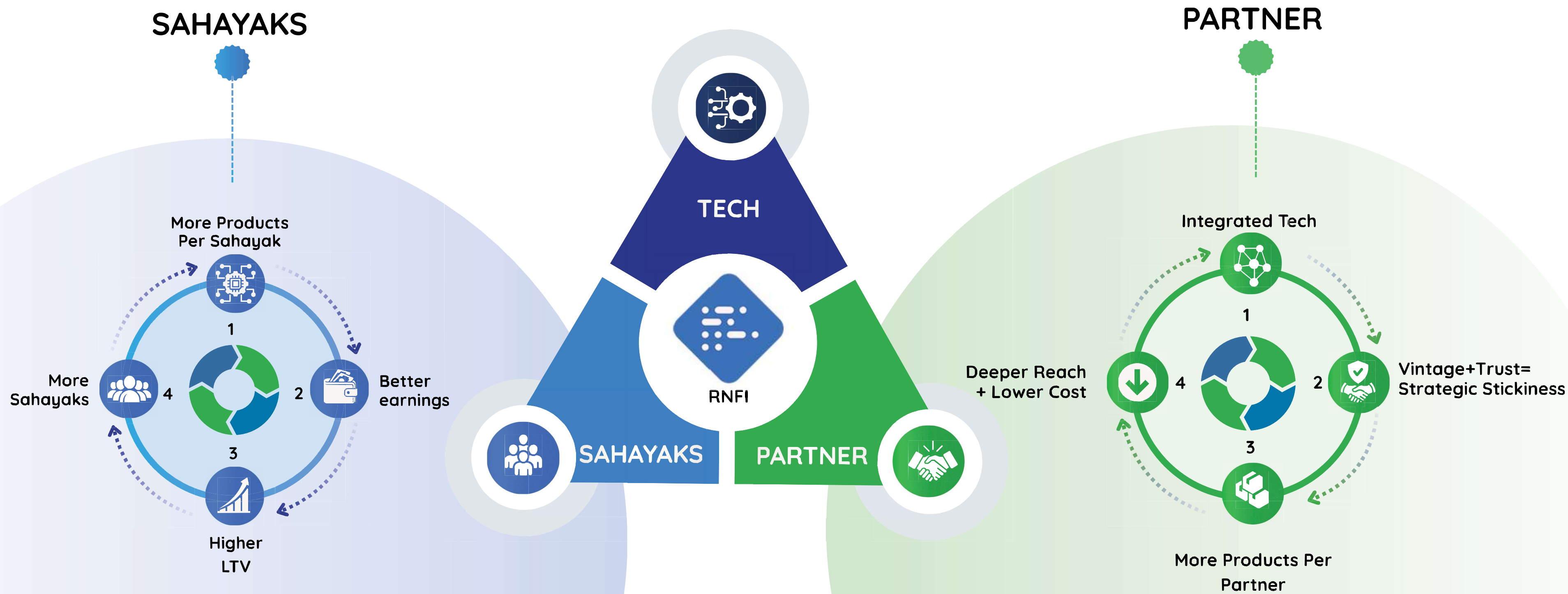
KEY DRIVERS BEHIND PERFORMANCE

REVENUE GROWTH
Expanded transaction volumes drove an 8% increase in revenue.

GROSS PROFIT IMPROVEMENT
Higher contribution from Ad valorem which improved Gross Profit by 15%, reflecting a stronger business mix.

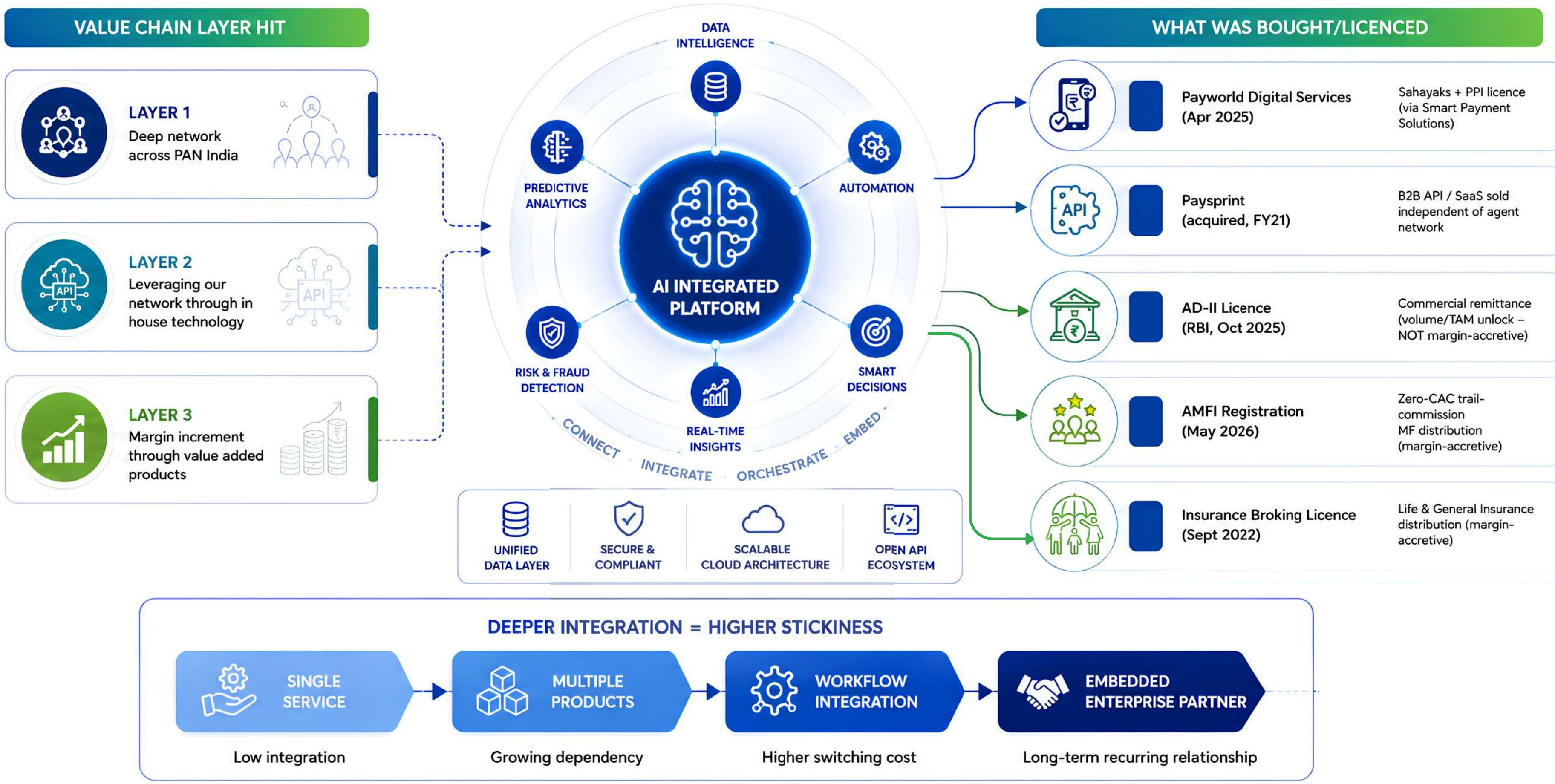
STRATEGIC INVESTMENTS
Investments in leadership and new business lines impacted EBITDA and PAT margins during the quarter.

THREE INTERCONNECTED ENGINES. ONE EXPONENTIAL GROWTH.



More Sahayaks ➤ More Partners ➤ More Products ➤ Higher Throughput ➤ Higher LTV/CAC ➤ Exponential Growth

END-TO-END AI INTEGRATED PLATFORM



GRANULAR PRODUCT PORTFOLIO

FUTURE GROWTH

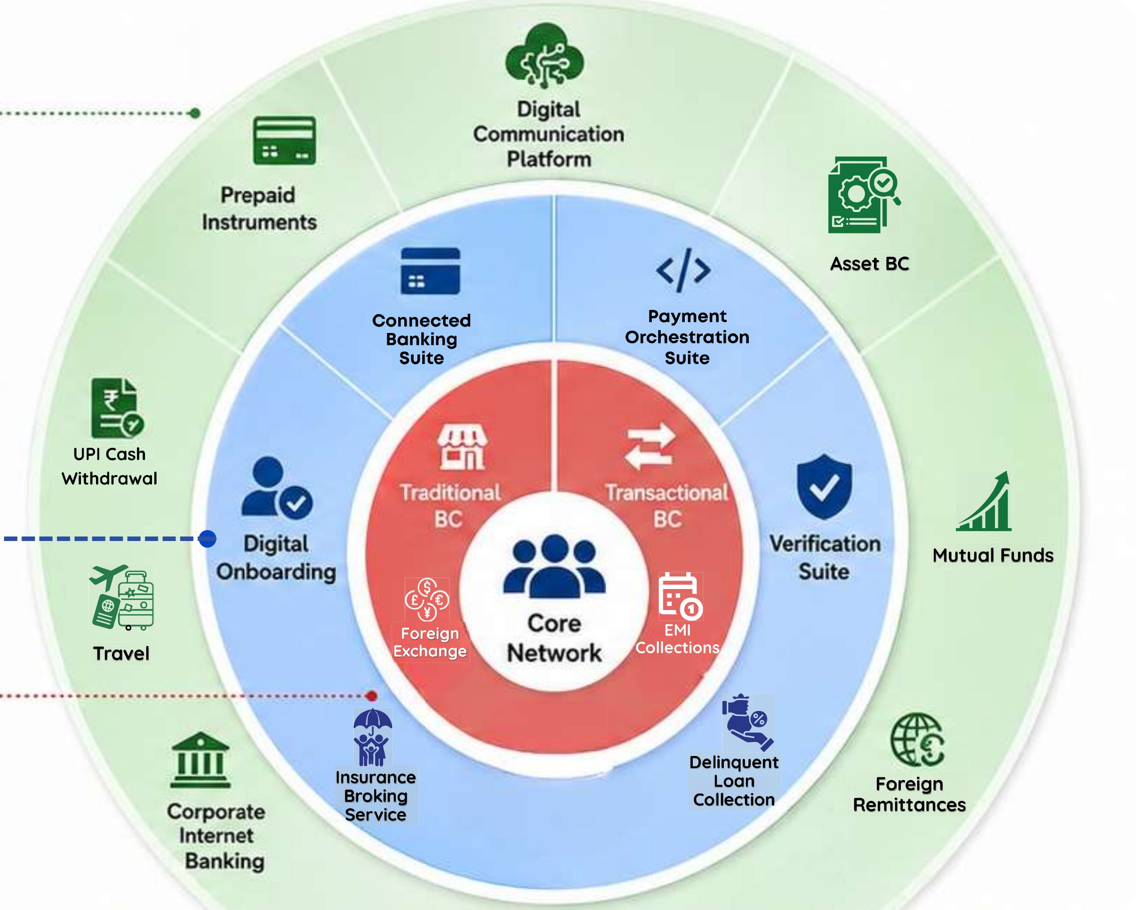
High-margin, scalable businesses driving profitability and long-term value.

SCALABLE PLATFORMS

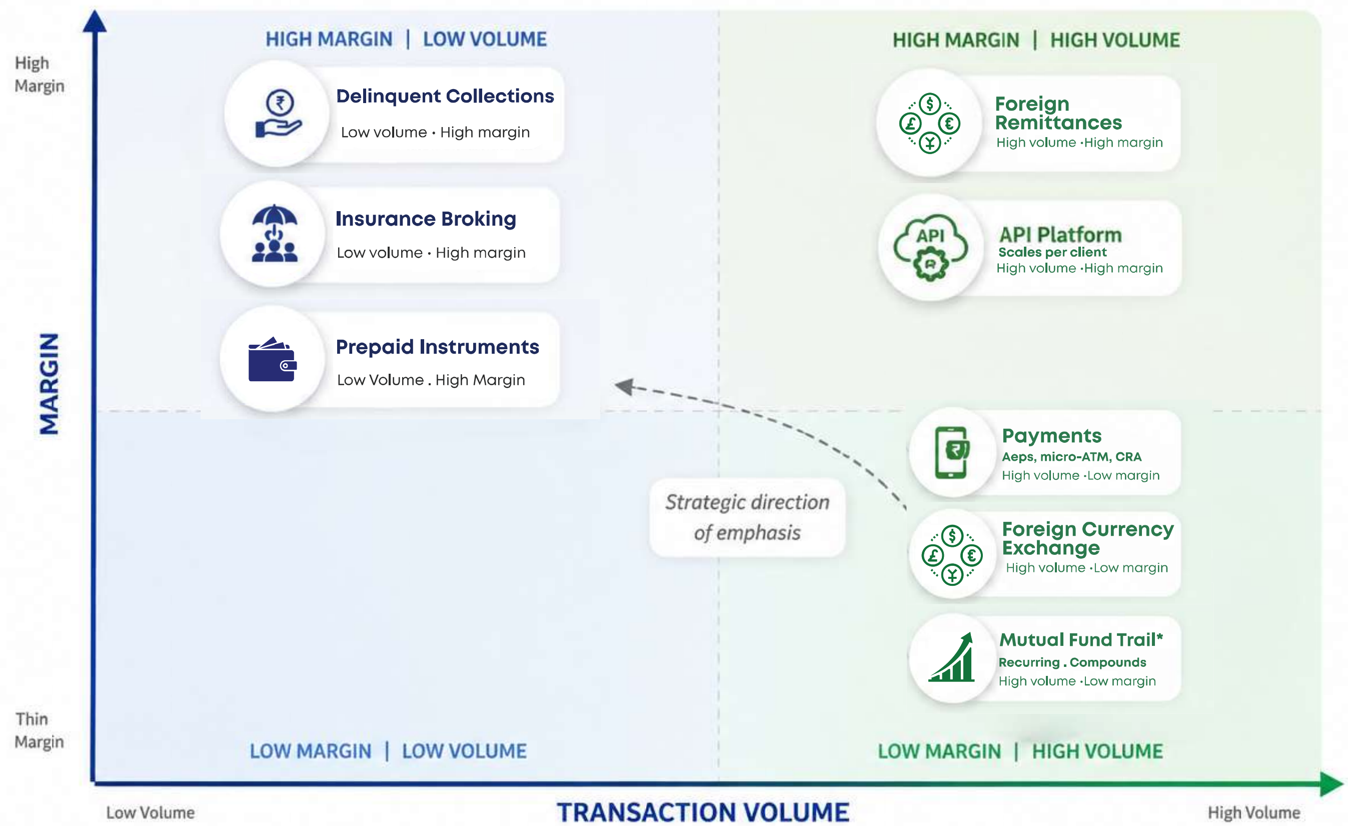
Technology-led platforms enabling scale, efficiency and deeper reach.

CORE NETWORK

Strong distribution network and transaction-led foundation.



PRODUCT PORTFOLIO POSITIONING



Positioning reflects current mix of businesses based on transaction volume and margin potential.

OUR STRATEGIC FOCUS

- Expand high-margin recurring and scalable businesses
- Scale API platform through client acquisition
- Grow insurance and collections for superior profitability
- Drive payments scale with efficiency-led margin improvement
- Optimize Foreign Currency Exchange margins while leveraging large volumes

MAJOR EVENTS

SETUP

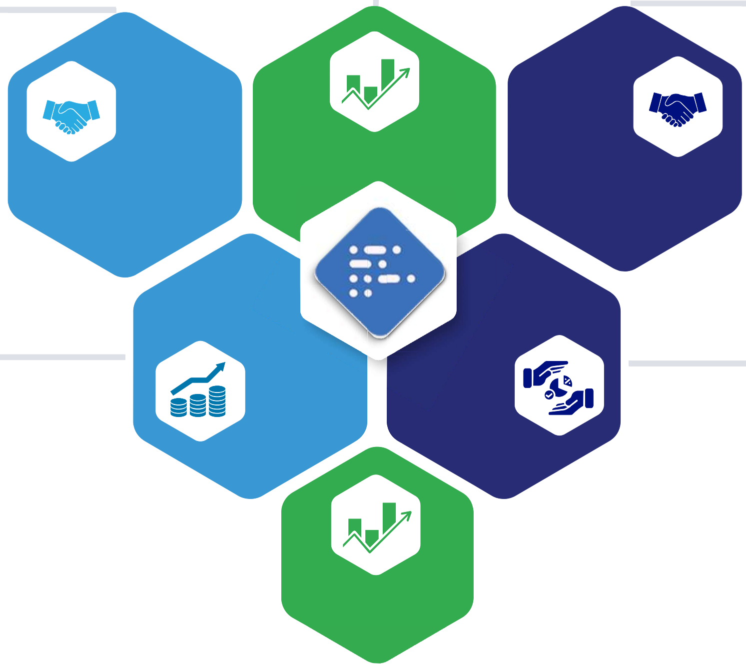
Established regional Learning & Development centers to enhance training, capability building and execution excellence.

TIE UP

CRA tie up with with a large Private Sector Bank.

TIE UP

Expanded the RNFI Money portfolio through a strategic partnership with Yatra.com.



LICENSE

RNFI Asset Distribution Private Limited received ARN from Association of Mutual Funds in India (AMFI)

EMPANELMENT

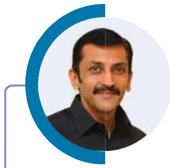
Empanelment with a Private Sector Bank as a Business Correspondent (BC).

ONBOARDING

Reinforced the organization with the addition of high-calibre strategic leaders.

ADDITION TO OUR LEADERSHIP

"Strategic Investment for Future Growth"



Sameer Nagpal

GROUP CHIEF OPERATING OFFICER

With extensive experience across financial services, he brings expertise in business operations, digital financial services, distribution and financial inclusion. His experience in scaling technology-led financial services and driving operational excellence strengthens our growth and execution capabilities.

Kuldeep Pawar

GROUP CHIEF MARKETING OFFICER

With 18+ years of experience across fintech, financial services, telecom and technology, he brings expertise in brand strategy, digital marketing, customer acquisition and business growth. His technology-led approach to building brands and scaling customer engagement adds strategic depth to RNFI Services' growth journey.

Harpreet Singh

DIRECTOR DISTRIBUTION

With 20+ years of experience across financial services and distribution-led businesses, he brings expertise in sales, business development, customer acquisition and market expansion. His experience in building scalable distribution networks supports RNFI Services' financial inclusion and growth strategy.

Virender Kumar

DIRECTOR SALES

He brings extensive experience in financial services, with expertise across sales, distribution, business development and team leadership. His understanding of the financial services ecosystem and execution-led approach adds strength to our expansion and distribution capabilities.

Afshan Ali Khan

DIRECTOR CRA BUSINESS

He brings experience across financial services, with expertise in business operations, customer engagement and execution. His understanding of last-mile financial services and customer-centric solutions supports RNFI Services' focus on scalable and accessible financial services.

Shyam Patro

DIRECTOR ASSET BC

With 20+ years of experience across BFSI and NBFCs, Shyam Patro brings expertise in governance, risk management, digital transformation, financial inclusion and organisational integration. An alumnus of IIFM and Harvard Business School, he has led large-scale initiatives across co-lending, mergers, technology and portfolio analytics.

Amit Bhowmik

HEAD OF LEARNING AND DEVELOPMENT

Over 2 decades of professional experience, Amit Bhowmik brings deep expertise in learning and development, leadership capability building and human capital transformation. His experience in developing high-performing teams and organisational capabilities strengthens RNFI Services' people and growth agenda.

DIRECTORS & MANAGEMENT

Ranveer Khyaliya
Chairman & Managing Director — 11

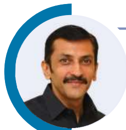
Simran Singh
Founder & Chief Strategy Officer — 11

Rahul Srivastava
Executive Director — 5

Kirandeep Singh
Executive Director — 5

Deepankar Aggarwal
Executive Director — 10

Krishna Kumar Daga
Chief Executive Officer — 2



Sameer Nagpal
Group Chief Operating Officer — 1

Nimesh Khandelwal
Chief Financial Officer — 6

Raman Bhalla
Chief Operating Officer — 11

Kuldeep Pawar
Group Chief Marketing Officer — 1

S Anand
CEO - Paysprint — 6

Nitesh Kumar Sharma
Chief Technical Officer — 11

Harpreet Singh
Director Distribution — 1

Virender Kumar
Director Sales — 1

Neeraj Upreti
Chief Compliance Officer — 1

Harish Kaushik
Head Forex Business — 5

Amit Sachan
Head Insurance Business — 3

Shyam Patro
Director Asset BC — 1

Prashant Kumar
Head Tech AI — 1

Vivek Kumar
Head Legal — 1

INDEPENDENT DIRECTORS

Avtar Singh Monga
Independent Director — 2

Sunil Kulkarni
Independent Director — 2

Ashok Kumar Sinha
Independent Director — 2

Mona Kapoor
Independent Director — 2

No. of years in RNFI

SAHAYAKS GRANULARITY (THE NETWORK)

Sahayaks Granularity (The Network)

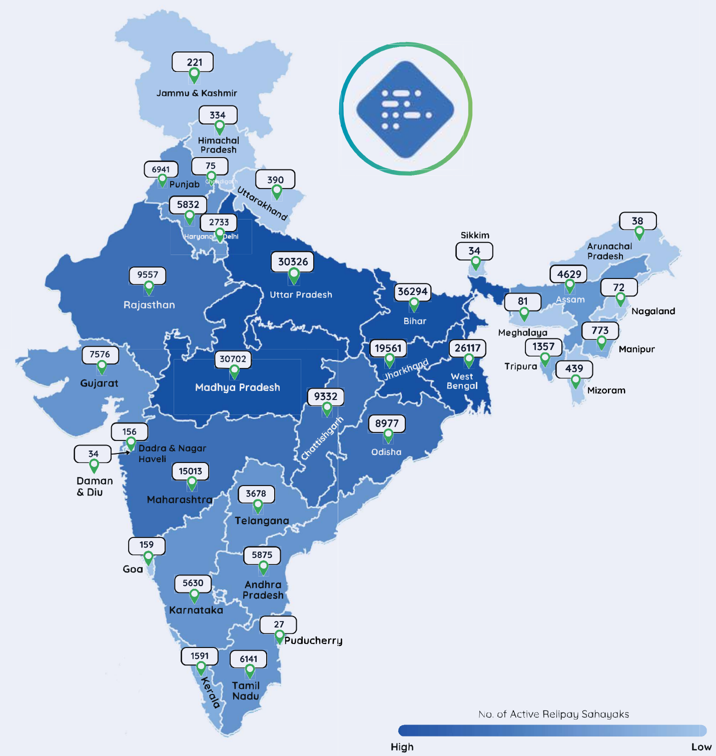
2.4 L+
(Annually)
Active Sahayaks

Strong, growing and trusted network

No Sahayaks
>0.1%* of Revenue

- Low concentration risk
- Decentralised revenue model for long-term resilience
- Significant growth possibilities exist

*Ex-Forex



GROWTH LEVERS

PHASE 1 Building strong foundation

INSURANCE BROKING

- Currently ~12% of revenue, at net margins of 12-15%
- Insurance has been identified internally as a priority vertical for continued scale-up
- Reliassure Insurance Brokers grew from ₹23 lakh to ₹508 lakh — a ~22× increase in one year — simply by directing the existing Sahayak network at an already-held licence, with no new customer acquisition

DELINQUENT LOAN COLLECTION

- Originated as a contrarian move during COVID, when the rest of the industry was expanding lending rather than preparing for delinquency
- RNFI is a vendor to BGSS, a Bank of Baroda subsidiary — a relationship that goes beyond simple service provision into the lender's own recovery operations

AI-DRIVEN COST EFFICIENCY

- A direct reduction in cost base, and faster development of new products on existing infrastructure

UPI CASH WITHDRAWAL — THE FOOTFALL ENGINE

- Deliberately structured as a low-margin product
- Its role is structural rather than standalone profit: it brings customers into the Sahayak's shop so that higher-margin products can subsequently be offered

CRA BUSINESS

- Driving cash collection business by partnering with multiple banks
- Leveraging our strong on-ground network for wider reach and deeper market penetration
- Recurring revenue model with high transaction volume potential

PAYMENT ORCHESTRATION

- AI-integrated Payment gateway orchestration platform enabling enterprises to connect to multiple PAS via a single integration
- Increases acceptance success, optimizes routing & settlement, and reduces operational complexity
- Scalable SaaS model with recurring revenue potential

PHASE 2 Scaling high-potential

MUTUAL FUND DISTRIBUTION

- AMFI registration has already been secured
- Revenue model is a recurring trail commission on AUM — a structure that compounds over time at minimal incremental cost, unlike one-off transaction fees

FOREIGN EXCHANGE, FOLLOWING THE AD-II LICENCE

- The AD-II Authorised Dealer licence has already been received, upgrading RNFI Money from a retail money-changer to a commercial dealer
- This opens access to B2B and NRI remittance flows, supported by an IndusInd Bank partnership
- Positioned as a market-access expansion — a foundation-laying step rather than a near-term margin contributor

ASSET BC (LENDING VERTICAL)

- Will open multiple BC branches focused on lending
- Partnering with more banks to secure credit lines on a FLDG (First Loss Default Guarantee) model
- Leveraging RNFI's distribution network for customer sourcing and credit growth

Q1 FY27 HIGHLIGHTS

TRUSTED FORCE MULTIPLIER FOR
INDIAN BFSI AND **MORE**

ACTIVE SAHAYAKS & PRODUCT CROSS SOLD

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	Q1 FY26	Q1 FY27	
1 PRODUCT	91024	65801	(27.7)%
2 PRODUCTS	41706	35768	(14.2)%
3 PRODUCTS	18697	19734	6%
4+ PRODUCTS	15689	21445	36%
Total	167116	142748	(14.6)%

PRODUCTS CROSS SELL

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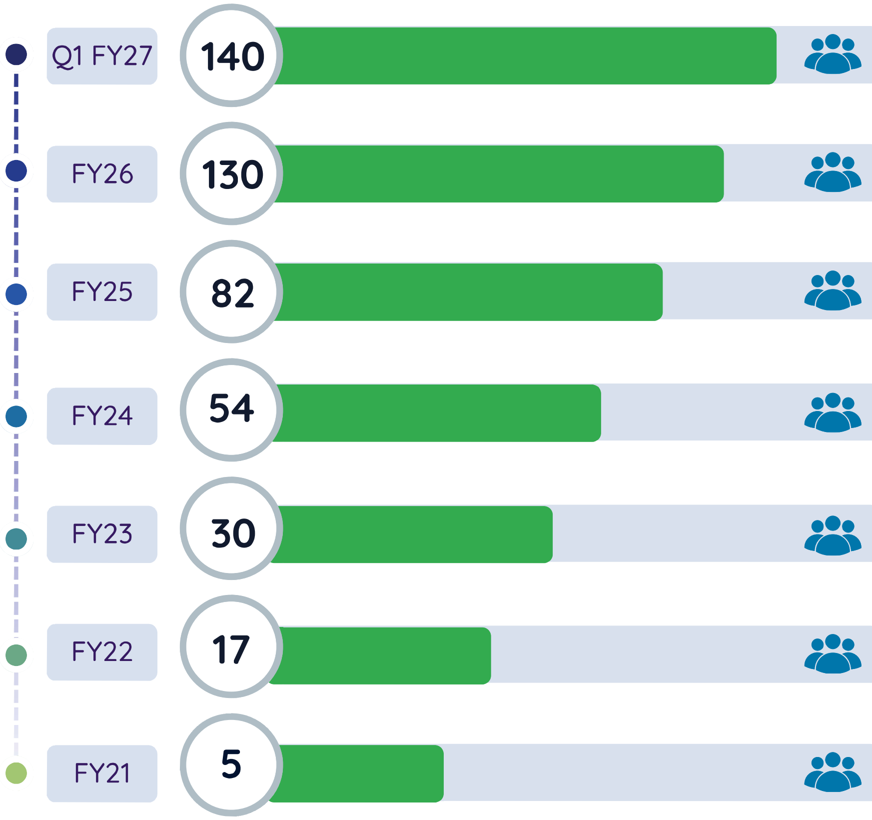
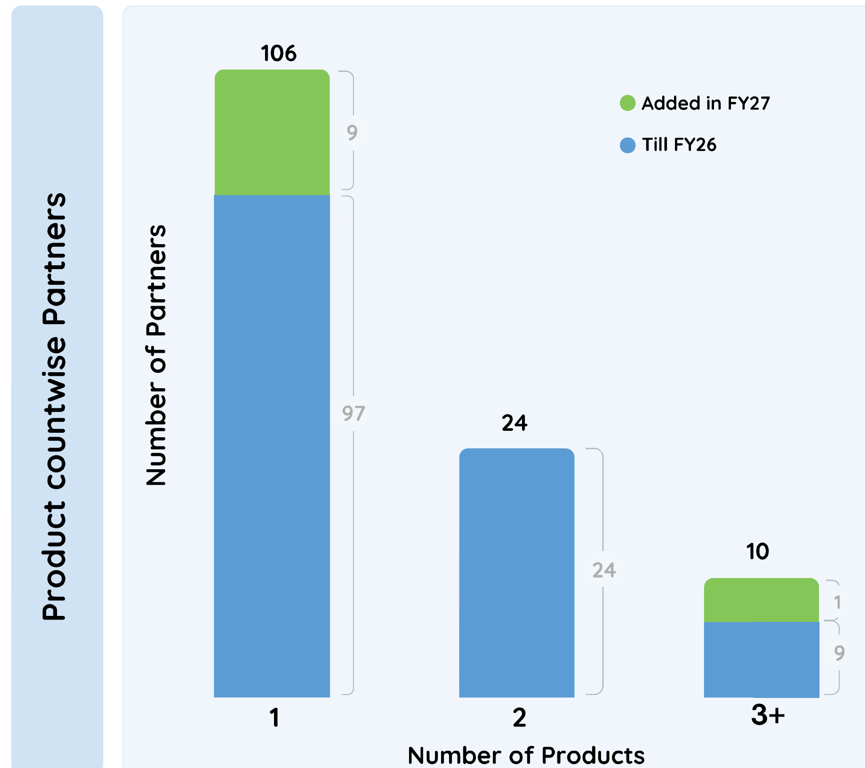
TOTAL NUMBER OF CLIENTS (AGE-WISE)

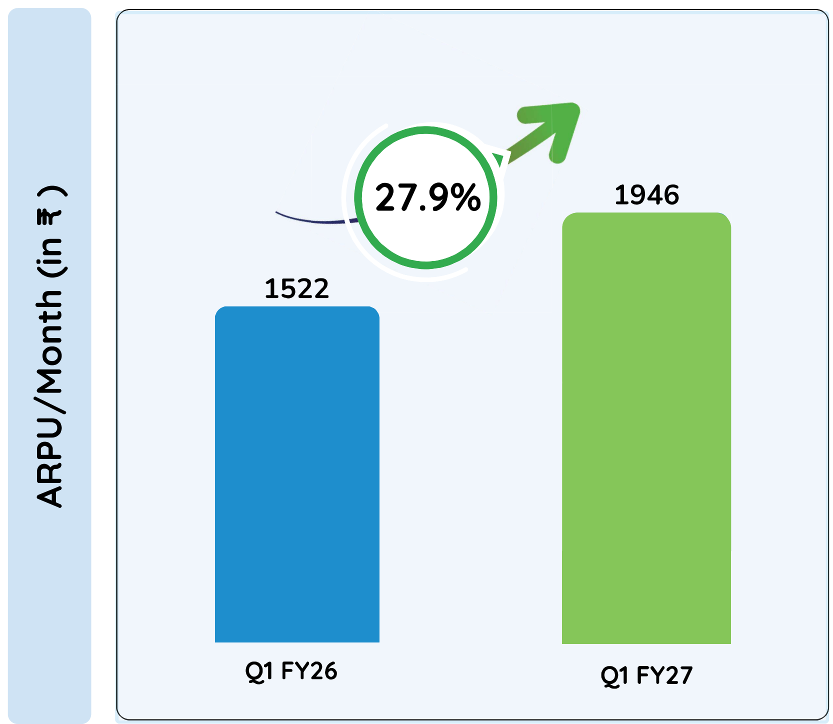


CROSS SELL



ARPU Q1 FY27 VS Q1 FY26

AVERAGE REVENUE PER SAHAYAK (ARPU/MONTH)



FINANCIAL HIGHLIGHTS- Q1 FY26 VS Q1 FY27

INR in Cr.

	NON-FOREX		FOREX		OVERALL PERFORMANCE	
	Q1 FY26	Q1 FY27	Q1 FY26	Q1 FY27	Q1 FY26	Q1 FY27
Revenue	100.6	114.8	149.0	155.1	249.6	269.9
Gross Profit	35.8	41.7	2.0	1.7	37.8	43.4
Gross Profit Margin	35.6%	36.3%	1.3%	1.1%	15.1%	16.1%
EBITDA	12.1	11.3	0.7	0.2	12.8	11.5
EBITDA Margin	12.0%	9.9%	0.5%	0.1%	5.1%	4.3%
PAT	5.5	5.1	0.3	0.01	5.8	5.1
PAT Margin	5.4%	4.4%	0.2%	0.0%	2.3%	1.9%

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LET'S GROW TOGETHER

For any further queries please contact;
Mr. Mohit Chauhan/ Ms. Palak Agarwal
Company Secretary/ Investor Relations
cs@rnfiservices.com/ palak@twentyeighthconsulting.com