Nasdaq : JG

2026 Q3 EARNINGS PRESENTATION

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November 12, 2026



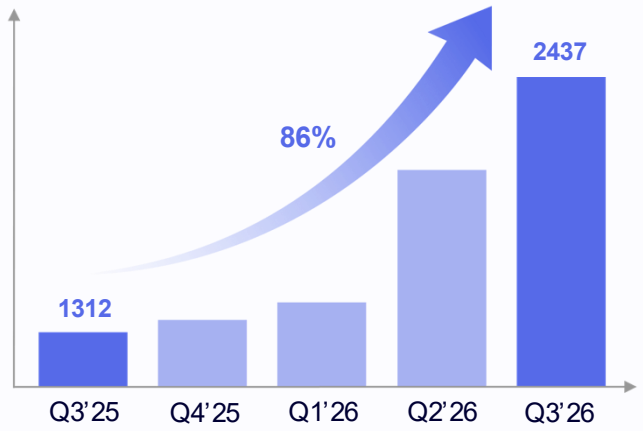
PART 1

2026 Q3
Business Highlights



EngageLab — Our Global Flagship Product

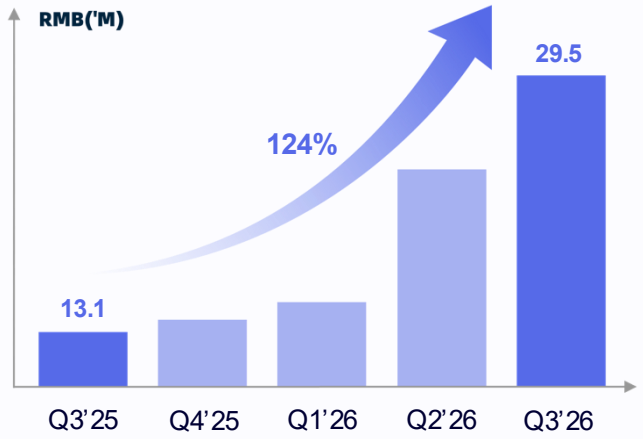
Customer Numbers:



Customer Numbers

- Accelerated global customer intake drove an **86% YoY** and **16% QoQ** increase in customer count

Revenue:



Revenue

- The Q3'26 revenue reached **RMB 29.5M, the highest level** since its launch
- Increased by **124% YoY** and **7% QoQ**
- It contributed approximately **38%** of Developer Subscription revenue in this quarter

Expanding Enterprise Partnerships



- In Q3 2026, we continued to enter into partnerships with a number of **well-known enterprises**, including, but not limited to:
  - **Ruko**
  - **Snapmaker**
  - **AI Storm Co., Ltd.**
  - **Prinx Chengshan (Shandong) Tire Co., Ltd.**
  - **Bank of Hangzhou Co., Ltd.**
  - **Yunnan Shennong Agricultural Industry Group Co., Ltd.**
  - And many more
- Marquee customer wins validate our scalable enterprise solutions and show that our **global go-to-market** and **channel network** are gaining traction, with an improving customer mix

Aurora Mobile + Exabytes

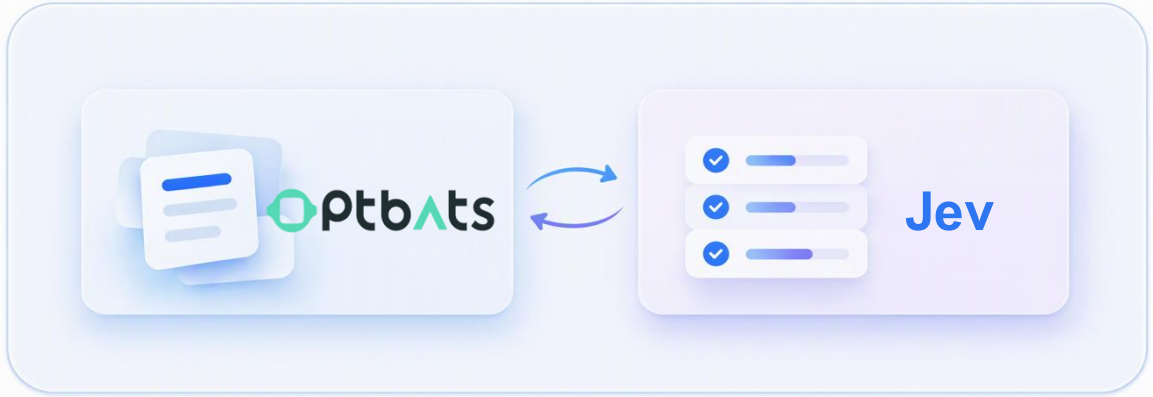


- Aurora Mobile signed a **3-year strategic MoU** with **Exabytes**, a leading AI-driven digital solutions provider in Southeast Asia

- The collaboration explored opportunities to integrate **GPTBots.ai** and **EngageLab** into Exabytes' business ecosystem, supporting AI-powered customer engagement, workflow automation, and enterprise digital transformation across Southeast Asia

- The partnership further strengthened Aurora Mobile's **international expansion strategy** and **enterprise AI ecosystem**

GPTBots.ai + Jev



- GPTBots.ai has **integrated Jev** — the "System One" decision model from TypeSafe AI — to build what the team calls a "two-layer AI architecture":
    1. one layer that thinks, and
    2. one layer that judges

- The architecture divides work by nature. The Decision Layer, powered by Jev, handles fast, high-volume judgments — routing, filtering, classification, relevance scoring — in **under 500ms** at a **fraction of the cost** of an LLM call. The Reasoning Layer handles complex reasoning, text generation, and open-ended dialogue using general-purpose LLMs such as GPT and Claude. Each task runs on the engine best suited for it

EngageLab Won Multiple Awards At the G2 Fall Awards



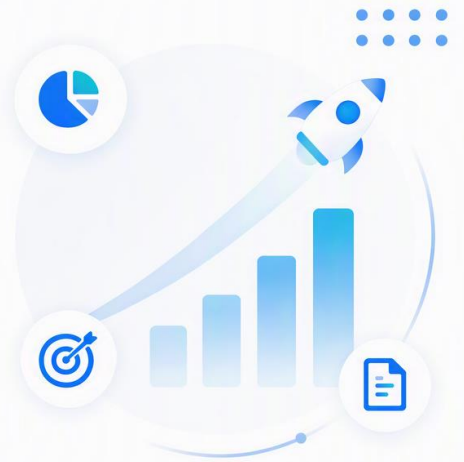
- In the Fall 2026 report, EngageLab earned three **G2 badges** across key business categories, reflecting its strong platform performance and high customer satisfaction:

  1. High Performer | Marketing Automation
  2. High Performer | Marketing Automation – Mid-Market
  3. High Performer | Push Notification

- EngageLab's recognition in G2's rigorous evaluation process demonstrates that its products have been **tested and validated by customers worldwide in real-world business scenarios**

PART 2

2026 Q3
Financial Highlights



Group Revenues - Defined

01



Developer Services

Consist of:

- Subscription
- Value-Added Services

02



Vertical Applications

Consist of:

- Market Intelligence
- Financial Risk Management

Q3’26 Financial Performance at One Glance



6th Consecutive Quarter of NET PROFIT!

TOTAL REVENUES At

HISTORIC HIGH #

EngageLab®

- **Revenue ▲ 124% YoY**
- **Customer Numbers 86% YoY ▲**

NDR

for Developer Services (Subscription)

106%

Gross Profit

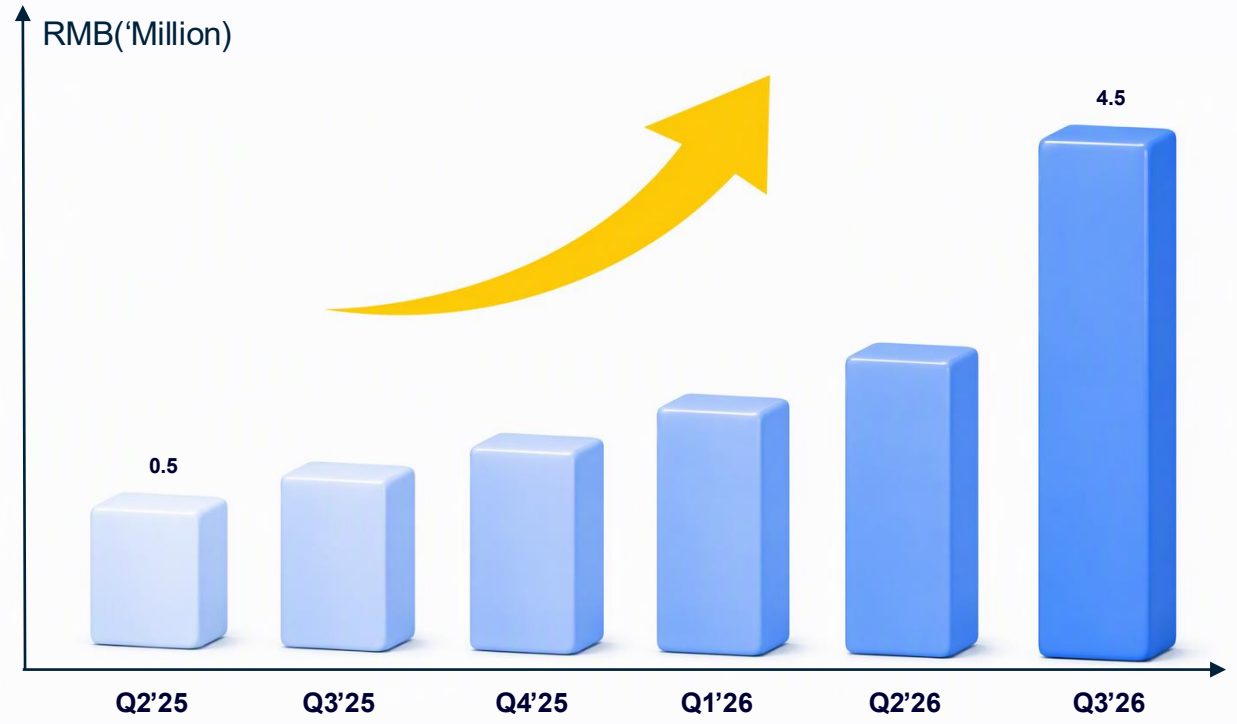
HISTORIC HIGH!

(since Q1 2022)

Developer Subscription Revenue At HISTORIC HIGH Level

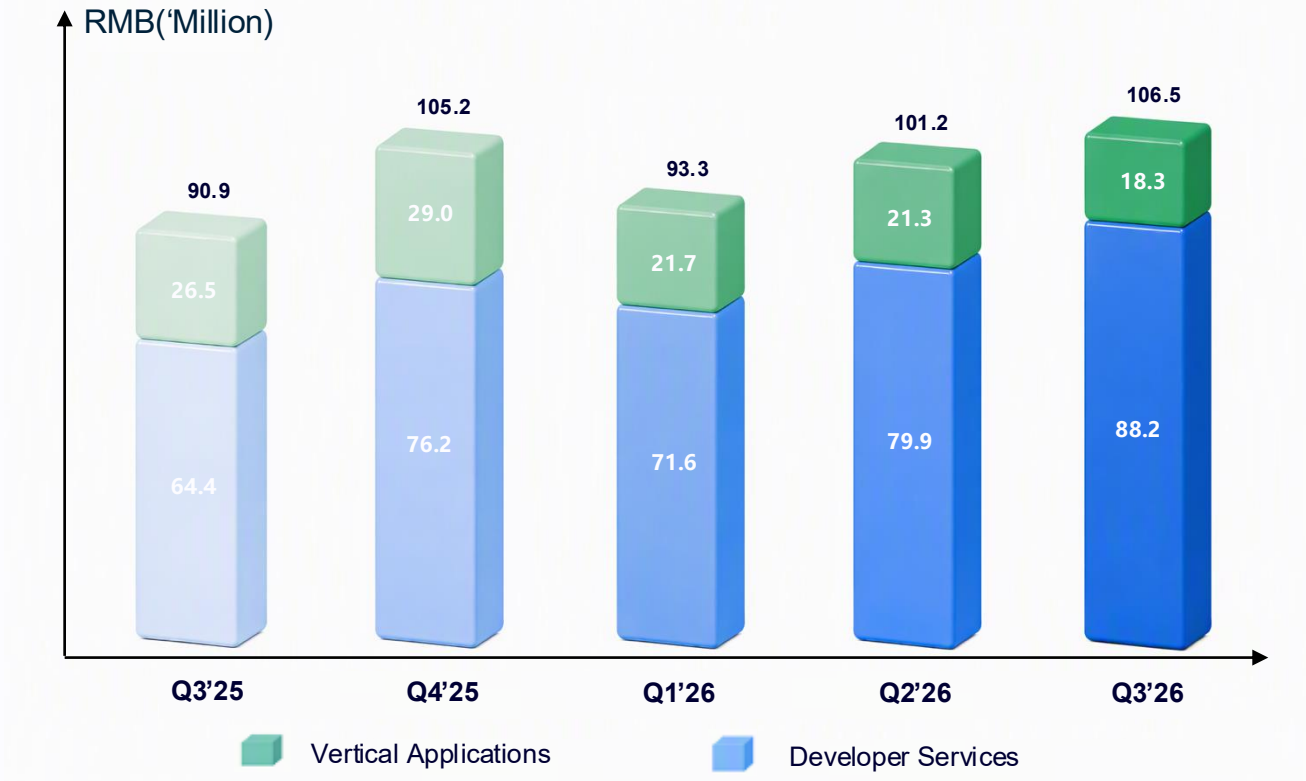
Post transitioned to Pure-SAAS in Q1 of 2021

Sustained Period of Profitable Quarters & Historic Net Profit Level



- We have achieved **profitability** for **6 consecutive quarters**!
  - **Q3'26 ~ best results ever!**
- The **sustained profitability** validates the stability of its monetization capabilities and the resilience of its business model
- Going forward, we will continue to optimize operational **efficiency** and **steadily** expand our business

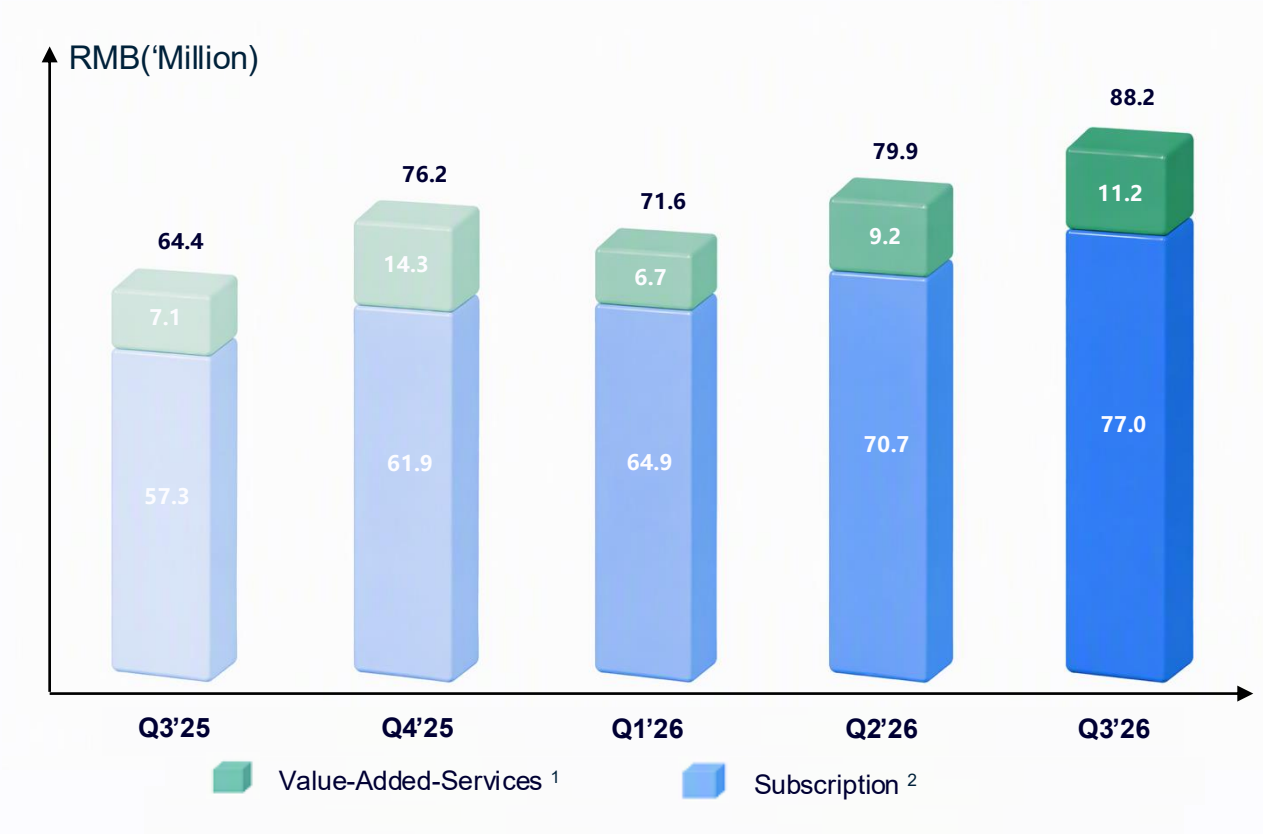
Total Revenue Increased by 17% YoY and 5% QoQ



Total revenue at **RMB 106.5M** increased by **17% YoY** and **5% QoQ**, reaching a **historic high** since Q1 of 2021 (post transitioned to Pure-SAAS), mainly due to:

- Developer Services revenue grew strongly by **37% YoY** and **10% QoQ**
- Vertical Applications revenue decreased by 31% YoY and 14% QoQ

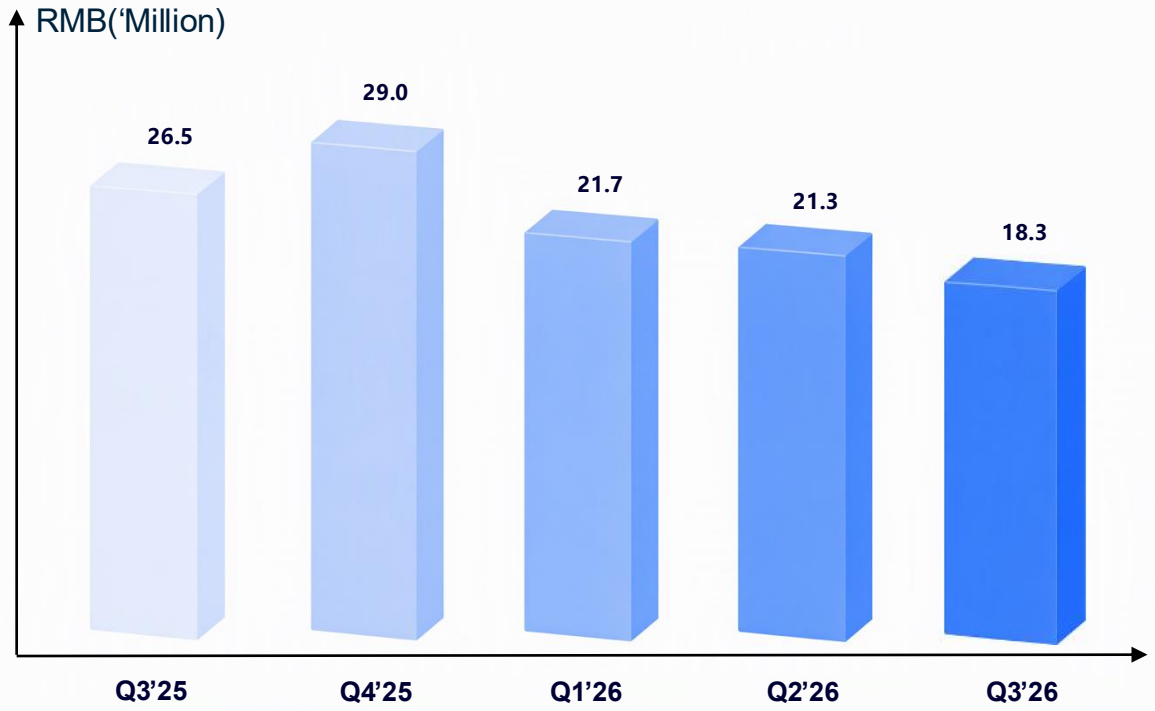
Developer Subscription Revenue at Historic High



- **Subscription revenue:**
  - Increased by **34% YoY** and **9% QoQ** primarily driven by higher ARPU and overseas business growth
  - Reached an unprecedented level of **RMB 77.0M**
  - **The best quarter yet!**
- **Value-Added-Services revenue:**
  - Increased by **57% YoY** and **21% QoQ**. Growth mainly due to the increase in ad spendings by advertisers

1. Includes mainly advertisement related products
2. Includes push notification, EngageLab, SendCloud email services and other subscription based developer services

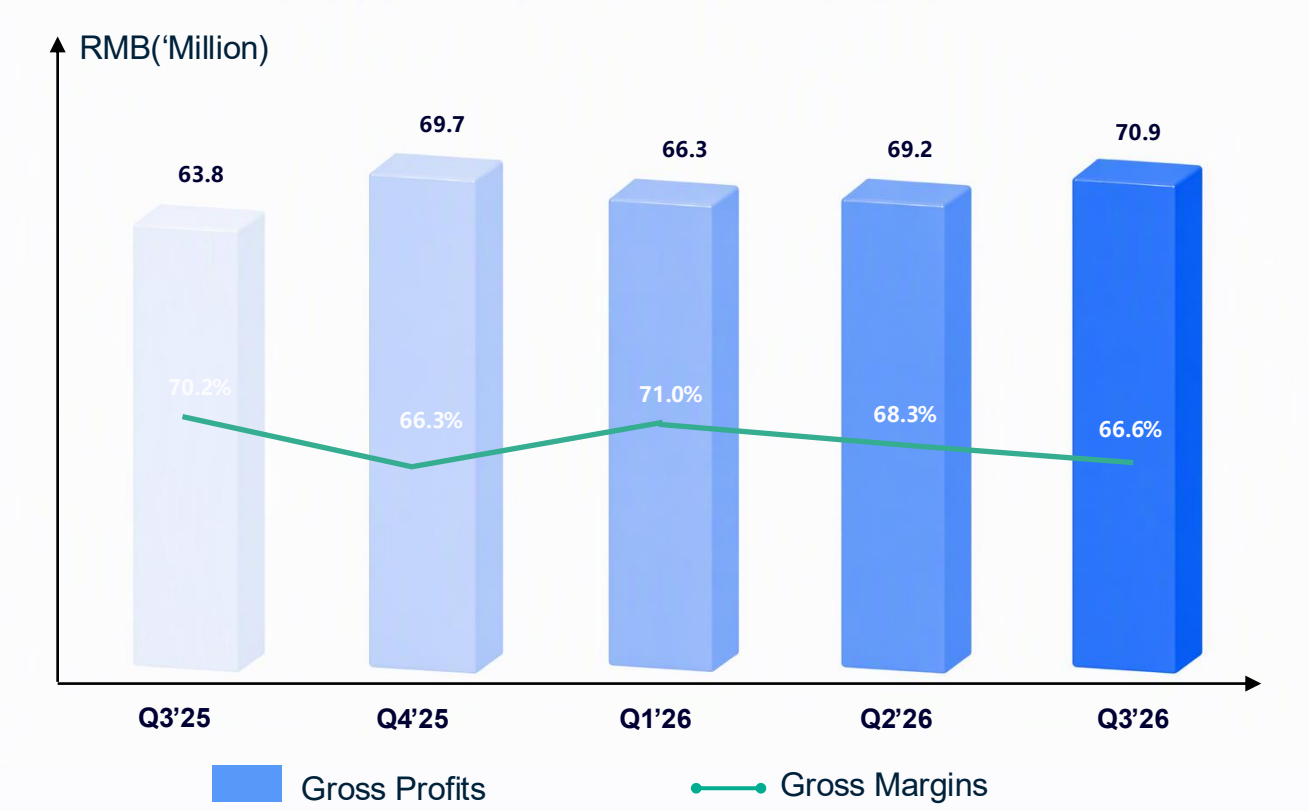
Vertical Application Revenue



- **Include revenues from:**
  - a) Market Intelligence
  - b) Financial Risk Management

- Vertical Application revenue decreased by 31% YoY and 14% QoQ due to volatility in customer demand
- Market Intelligence revenue **increased by 6% YoY** and **18% QoQ** driven by improved demand from customers
- Financial Risk Management revenue decreased by 36% YoY due to significant industry impact from new regulatory policies

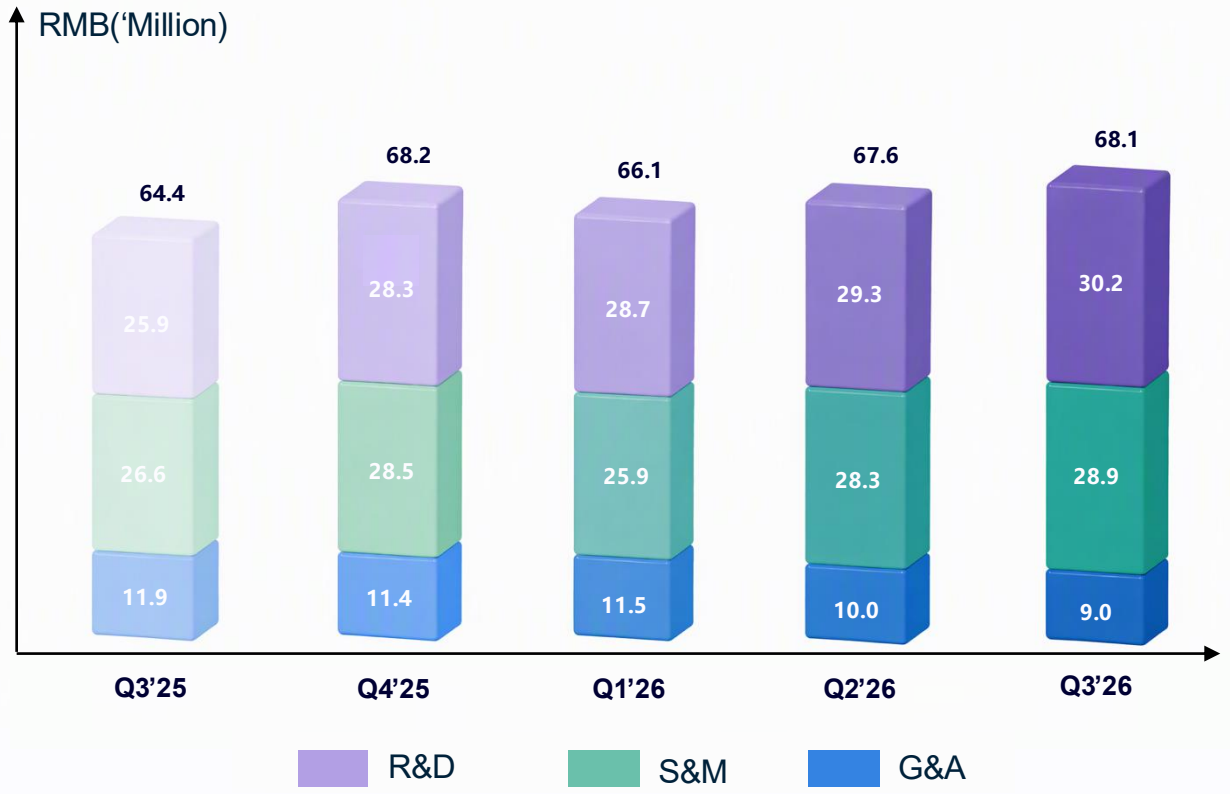
Gross Profit at Historic High*



- Q3'26 Gross profit increased by **11% YoY** and **2% QoQ** to **RMB 70.9M,** reached the **highest level in the past 19 quarters**
- Q3'26 Gross margin at **66.6%**, remaining at a **high level**

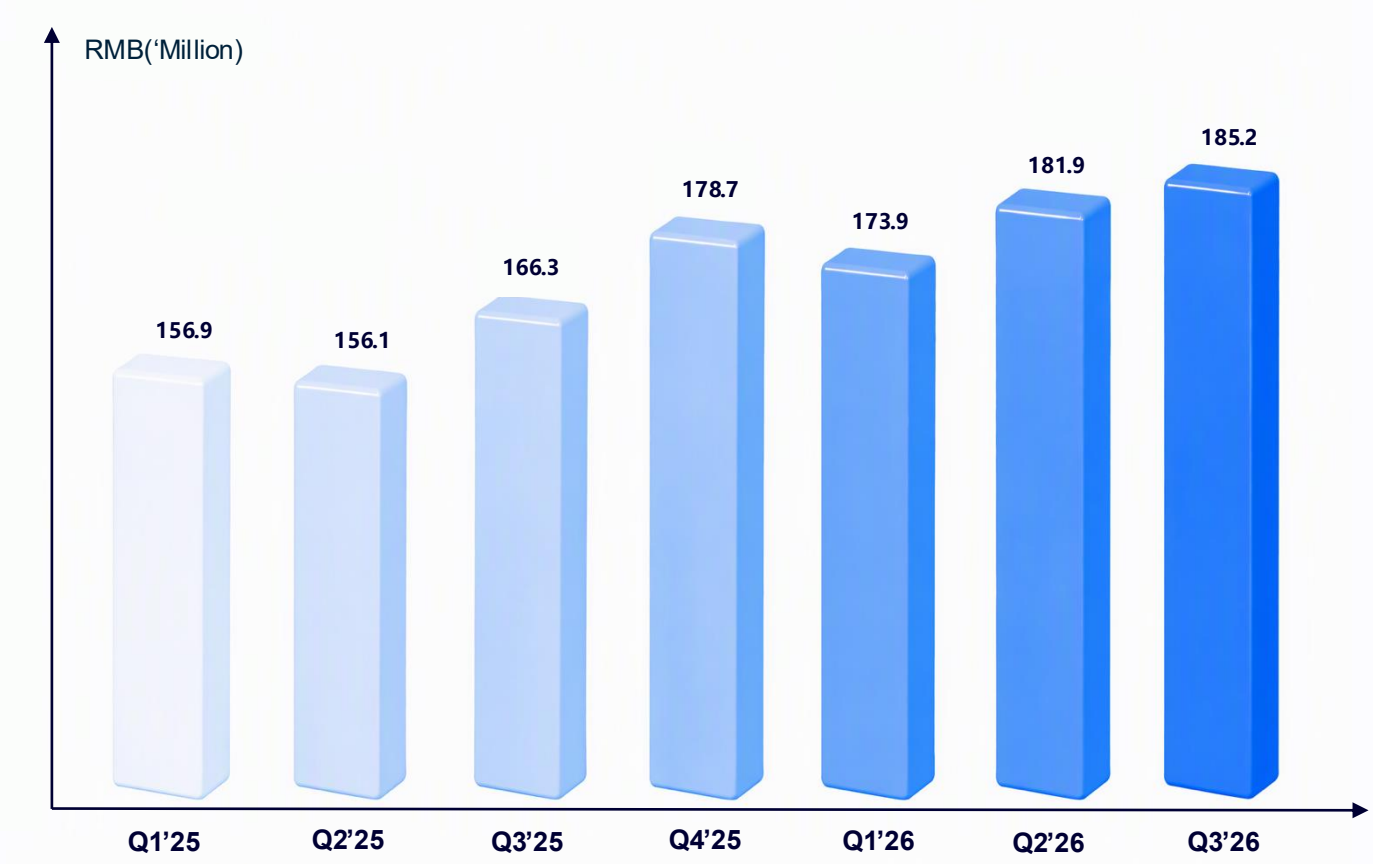
* *Since Q1 of 2022*

OPEX at Optimal Level



- OPEX increased by 6% YoY and 1% QoQ, mainly driven by the AI product development and associated personnel cost
- OPEX remained at a **healthy level**, supporting strategic investments in AI product development and global market expansion, while we continued to reduce inefficient spending and improve efficiency
- This disciplined cost structure supports business expansion and high-quality growth

Deferred Revenue Balance at Historic High



- Q3'26 Deferred Revenue balance of **RMB 185.2M**

- Deferred revenue continued to reach new highs:
  - cash collected in advance;
  - core business delivered rapid growth;
  - steady renewals and new customer wins;
  - rapid overseas expansion

Balance Sheet & Financials at Healthy Level as of 9/30/2026



01

Cash and cash equivalents, restricted cash and short-term investments of:

- High cash balance to fuel expansion plan

RMB 165.0M



02

Deferred Revenue balance at high level:

- 26th consecutive quarter of > RMB 100M
- Growing Backlog of Contracted Revenue

Record high of

RMB 185.2M



03

AR Turnover Days at a low level:

- Strong cash recovery and solid earnings quality

36 days



04

Net Dollar Retention (NDR) for Developer Services (Subscription):

- Strong customer retention and growing customer value

Record high of

106%



05

Net Cash INFLOW from operating activities:

- Solid cash conversion reinforces earnings quality

RMB 6.6M

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Thanks

November 12, 2026

