

360 DigiTech Investor Presentation

Nov 2021

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AGENDA

01 Corporate Overview

02 Leadership Position

03 Quarterly Update

01 | Corporate Overview

Our Mission



To Become a Leading Global Fin-Tech Platform through Continuous Innovations in Business Models and Technologies, and Comprehensive Insight into Customers and Partners.

The Challenges

Consumers' and SMEs' Unmet or Mismatched Credit Demand



Customers:
small ticket size, short duration, high-frequency

Financial Institutions:
high costs to reach long-tail demand



Customers:
difficult to access credit b/c short credit history, age, job, etc.

Financial Institutions:
credit systems are designed for "traditional" borrowers



Customers:
dynamic combination of pricing, duration, volume

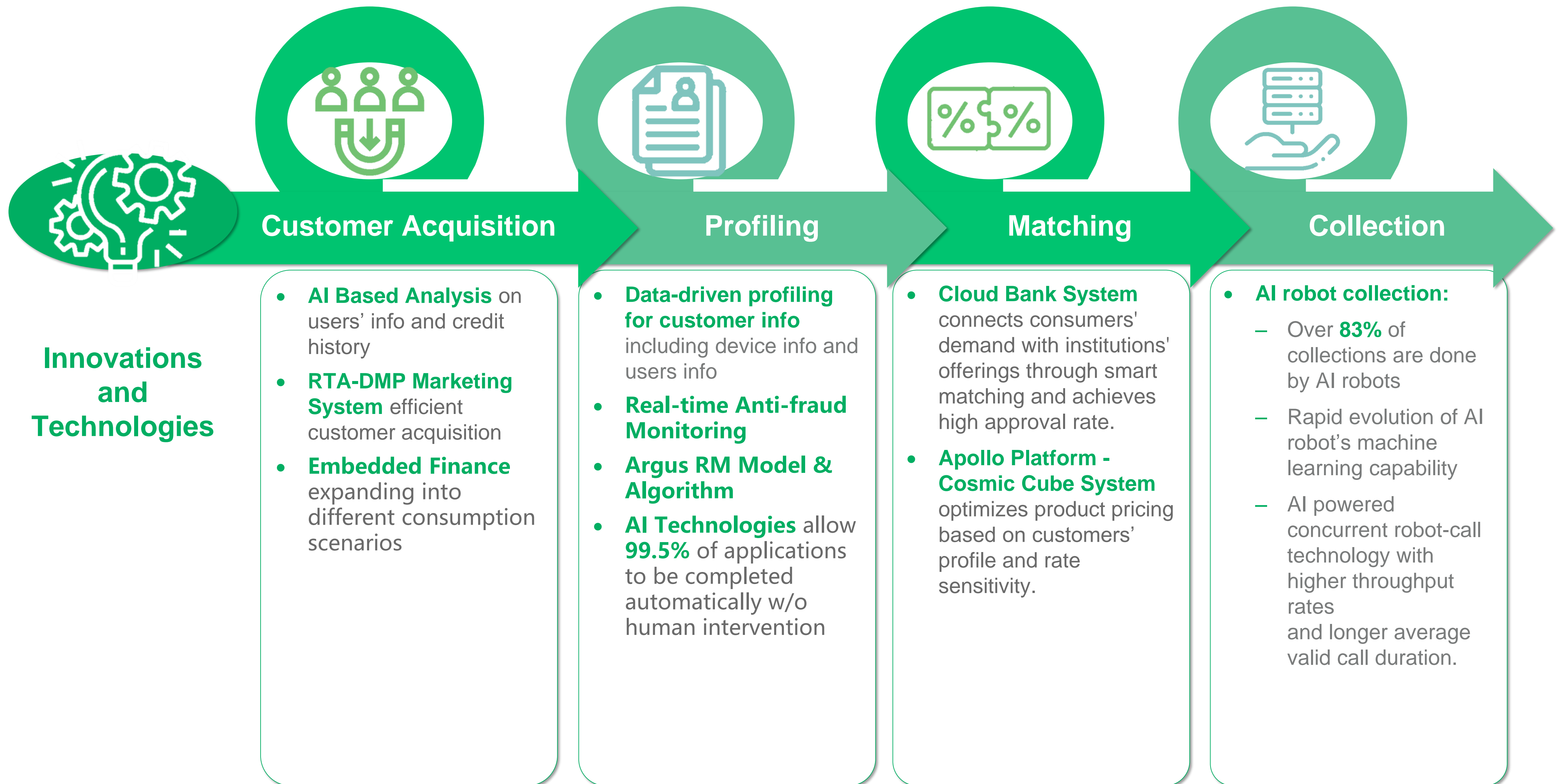
Financial Institutions:
limited offerings mismatch diversified demand



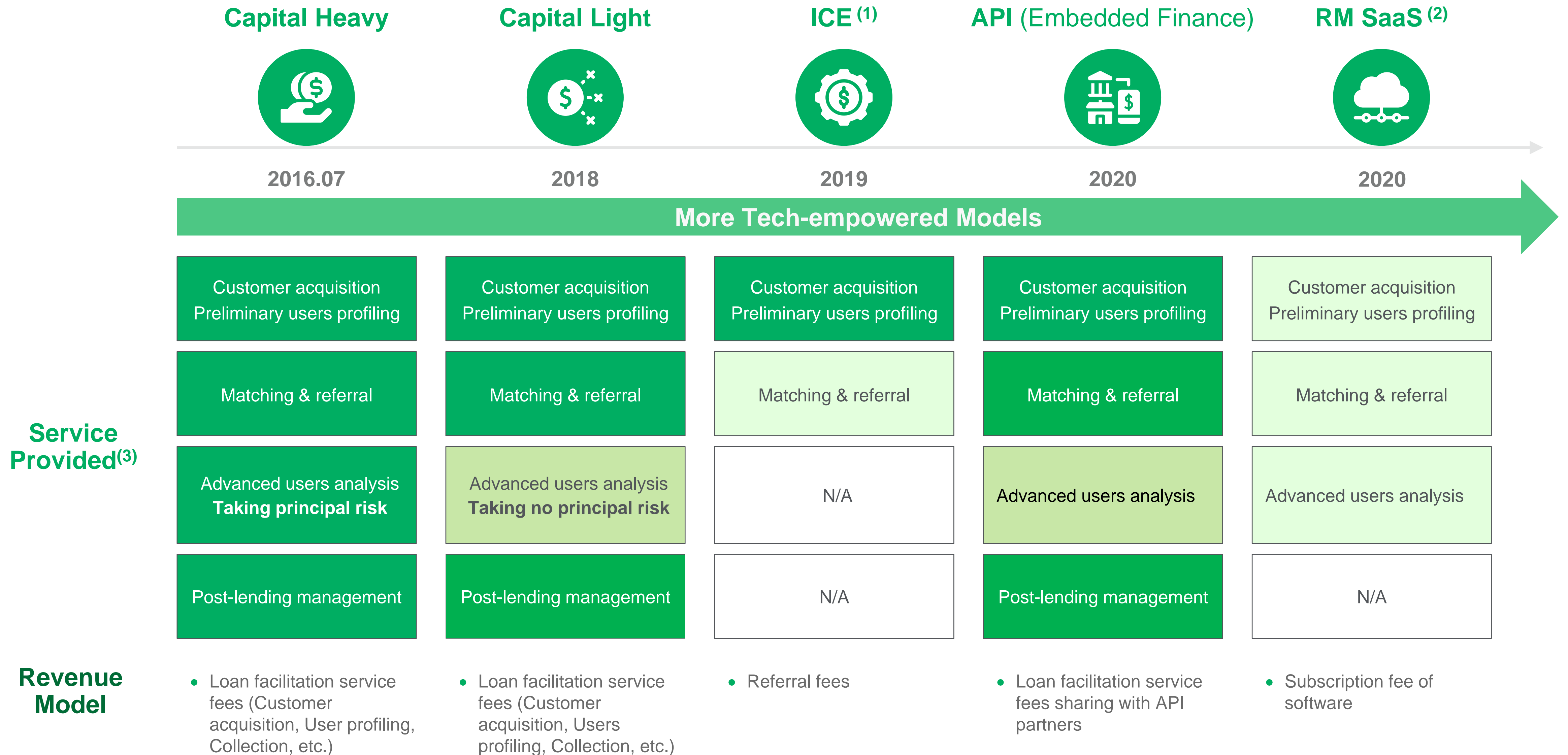
Customers:
fast changing credit profile and asset quality

Financial Institutions:
lack of real-time AI-powered post-lending management

The Solutions

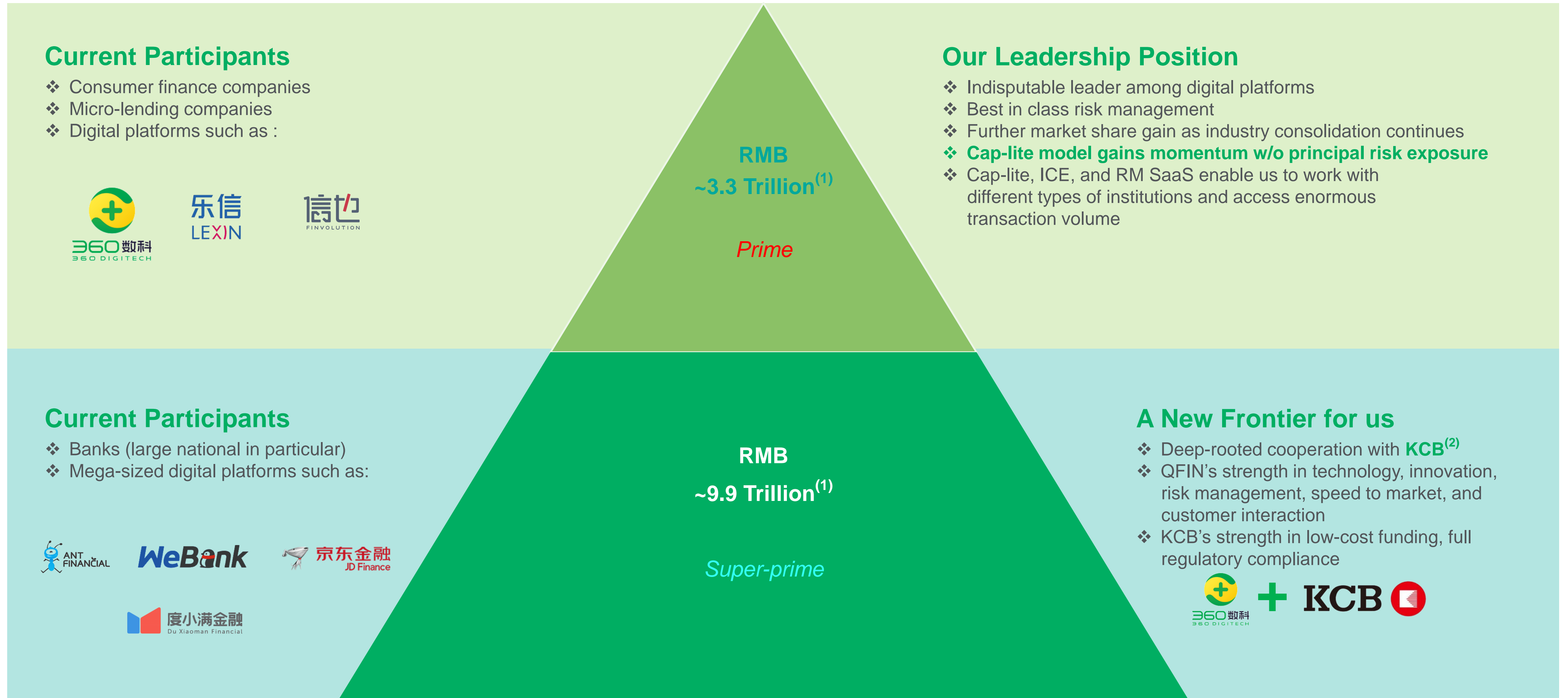


Our Offerings



Note: (1) ICE refers to Intelligent Credit Engine; (2) RM SaaS refers to Risk Management SaaS; (3) Different color shades represent the intensity of each function we perform under each model.
Source: Company data.

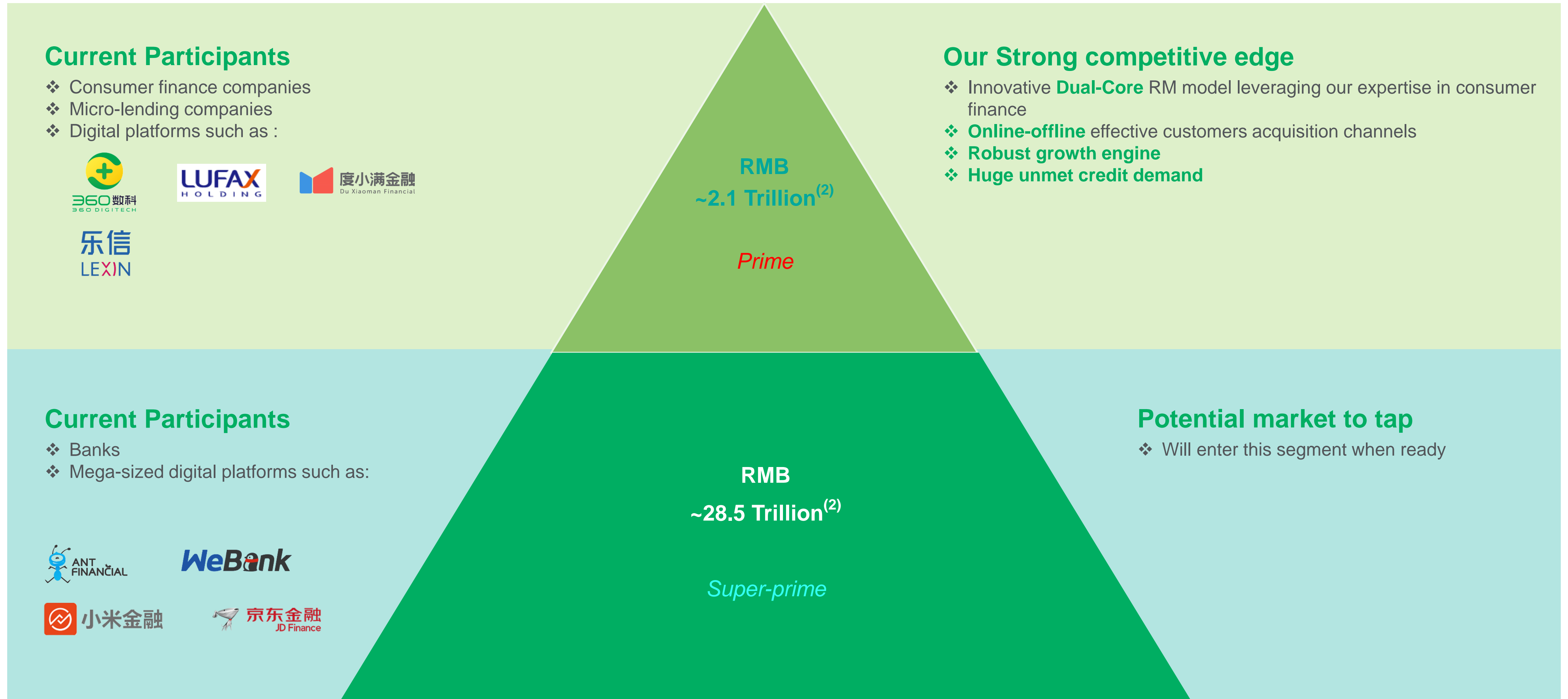
Addressable Market – Consumer Finance



Note: (1) Estimated consumer financing loan origination for each tier as of 2020. (2) Our affiliate 360 Group became #1 shareholder of KCB with 30% stake in August 2020.

Source: industry consultant.

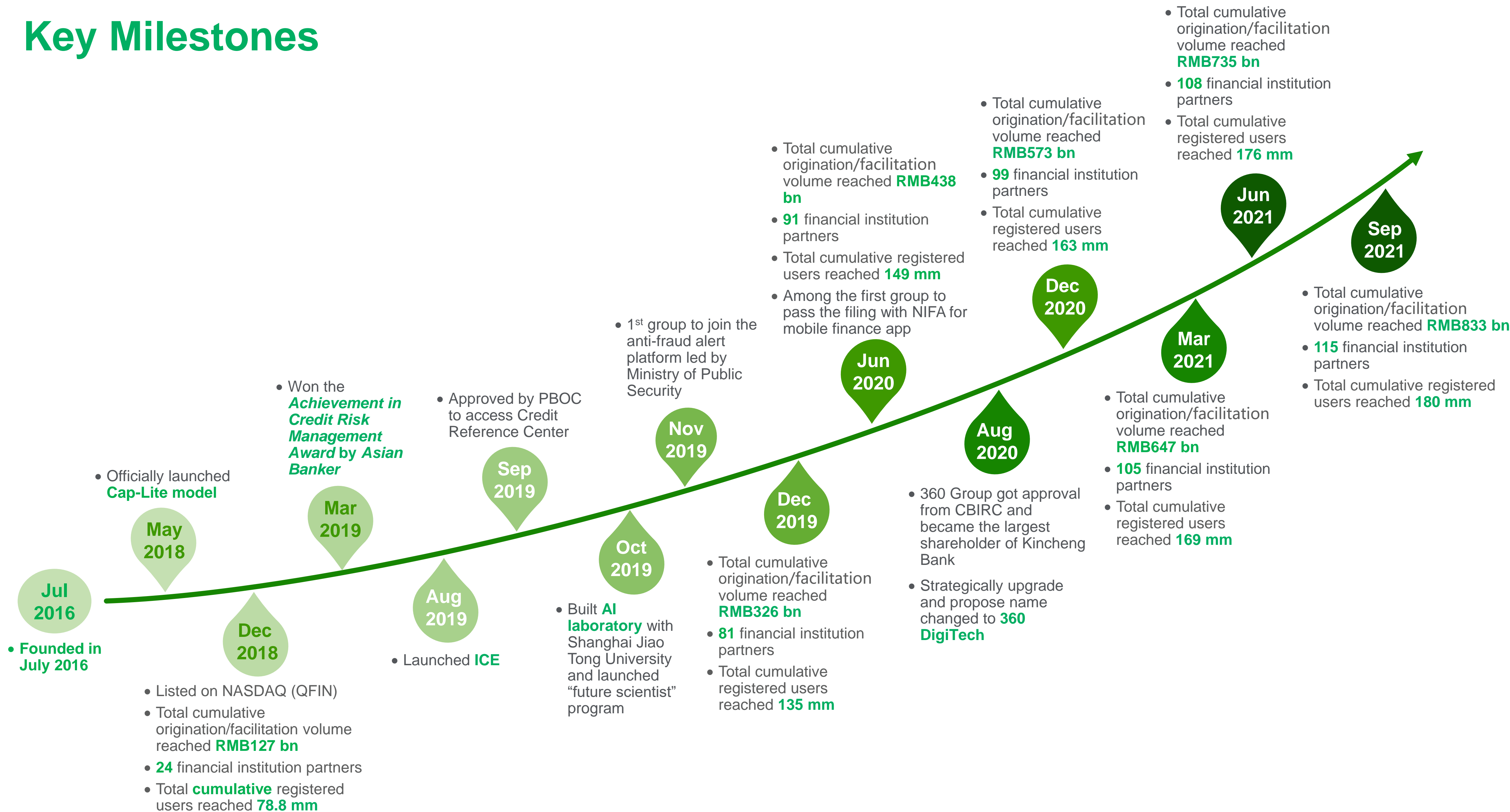
Addressable Market – ‘<10m ticket size’ SME Finance⁽¹⁾



Note: (1) Refer to facilitation-model segment of SME market of which average ticket size is below 10 million RMB. (2) Estimated SME financing balance for each tier as of 2020.

Source: industry consultant & company data.

Key Milestones



Experienced Management Team



Zhiqiang HE
SVP

10+ years of experience in consulting and business management

McKinsey & Company



学大教育



Haisheng WU
CEO

15+ years of experience in Internet product development and operations



Baidu 百度



Hongyi ZHOU
Chairman

20+ years of managerial and operational experience in China's Internet industry



Alex XU
CFO

15+ years of experience in capital market, corporate finance and business management



BANK OF AMERICA

UBS



Yan ZHENG
CRO

10+ years of experience in consumer finance risk management and co-founder of a fintech company

SAMOYED

招商银行 CHINA MERCHANTS BANK

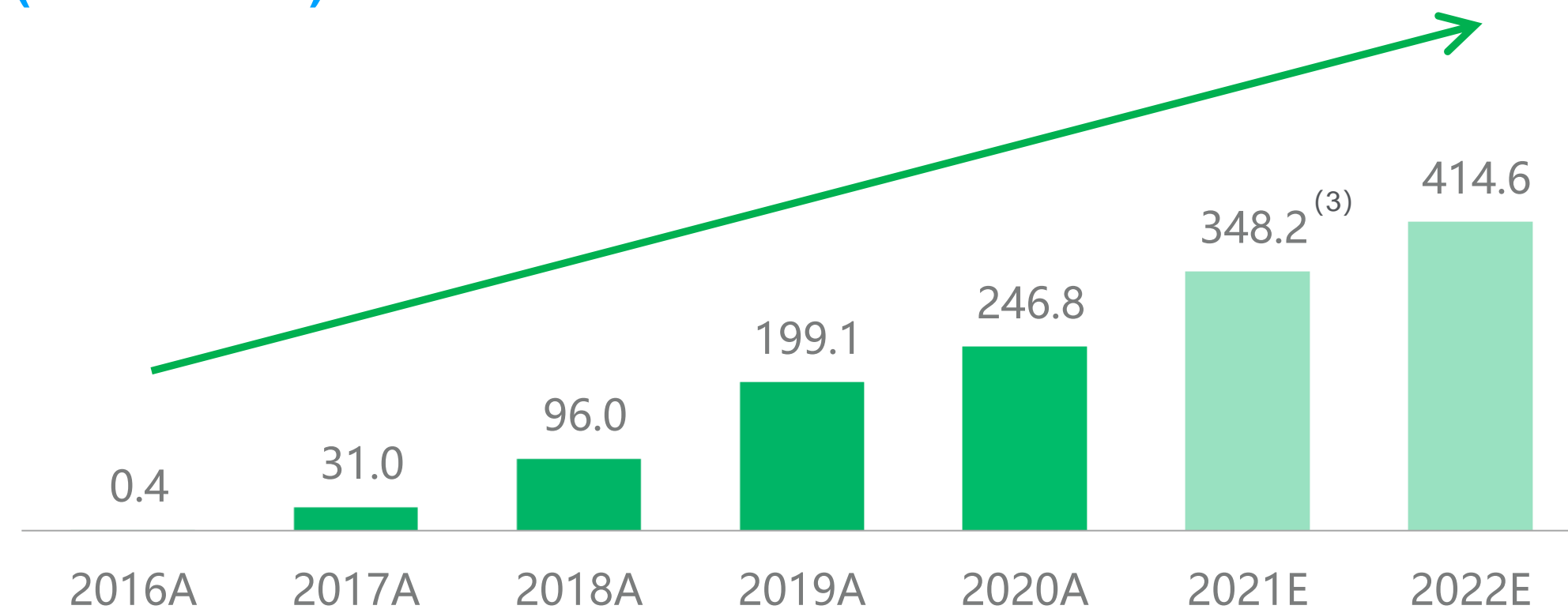
招联金融 MUCFC.COM

Source: Company data.

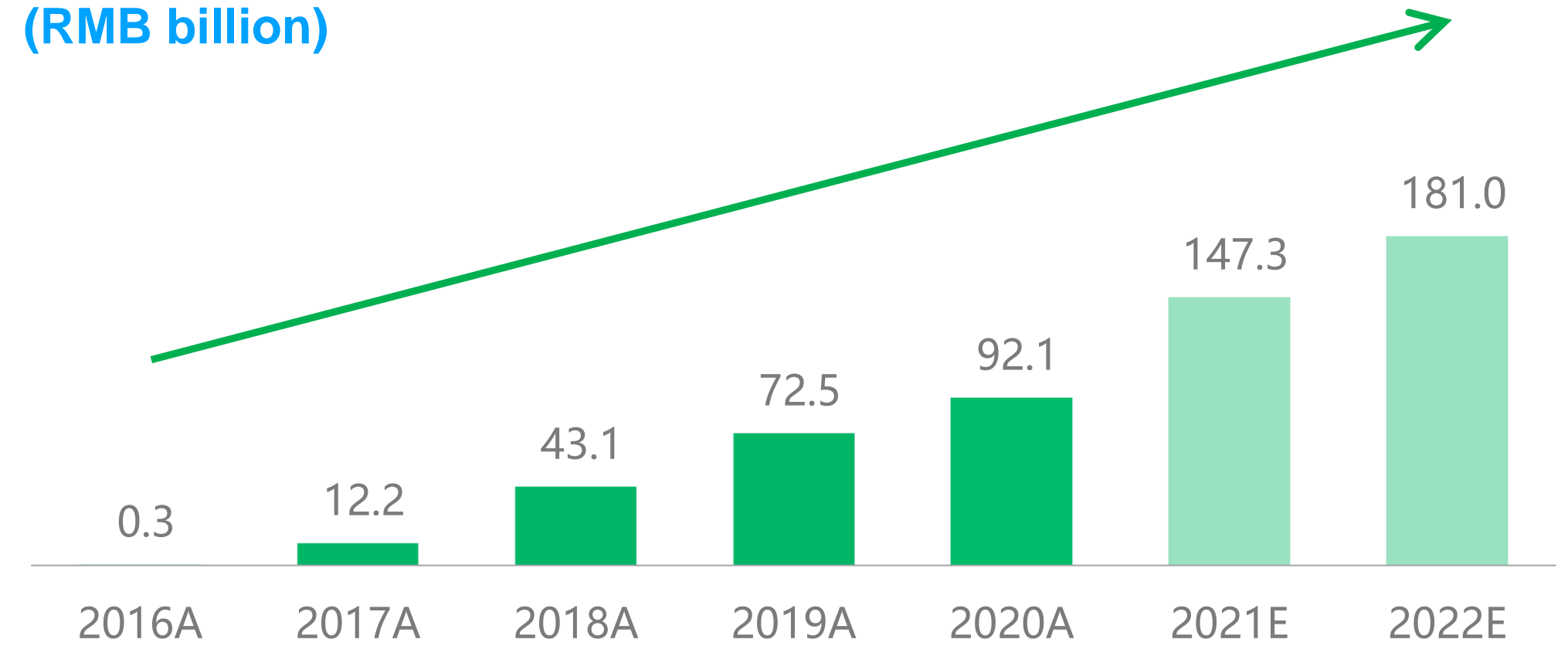
02 | Leadership Position

Strong Growth Momentum (1)

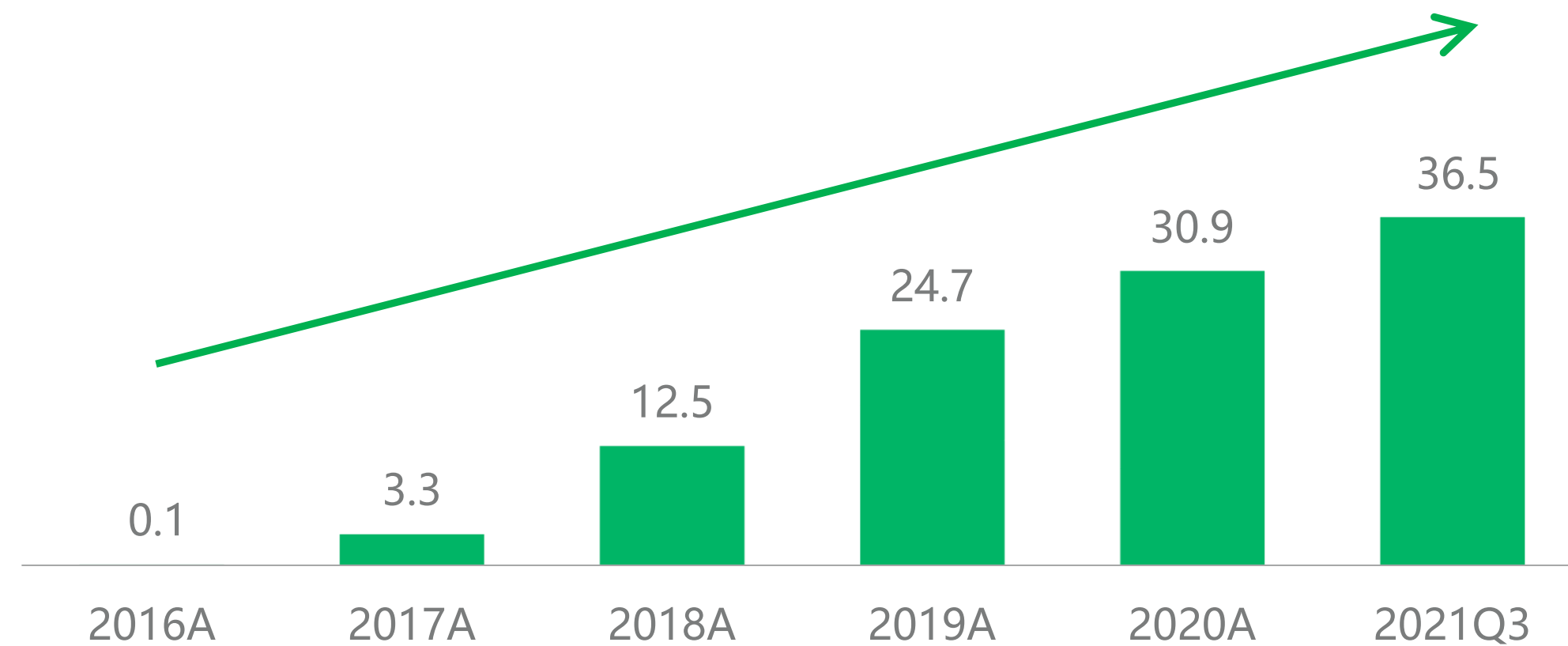
Origination/facilitation Volume⁽¹⁾
(RMB billion)



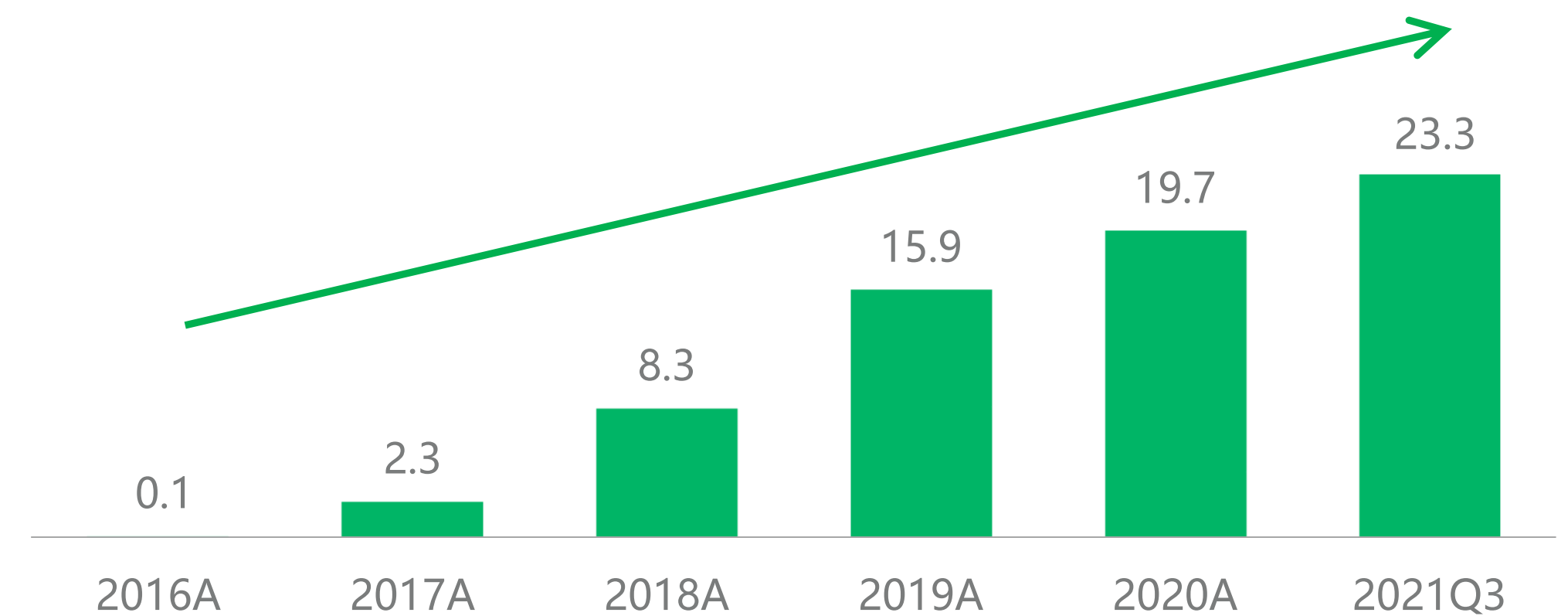
Outstanding Balance⁽¹⁾
(RMB billion)



Cumulative Users with Approved Credit Line⁽²⁾
(million)



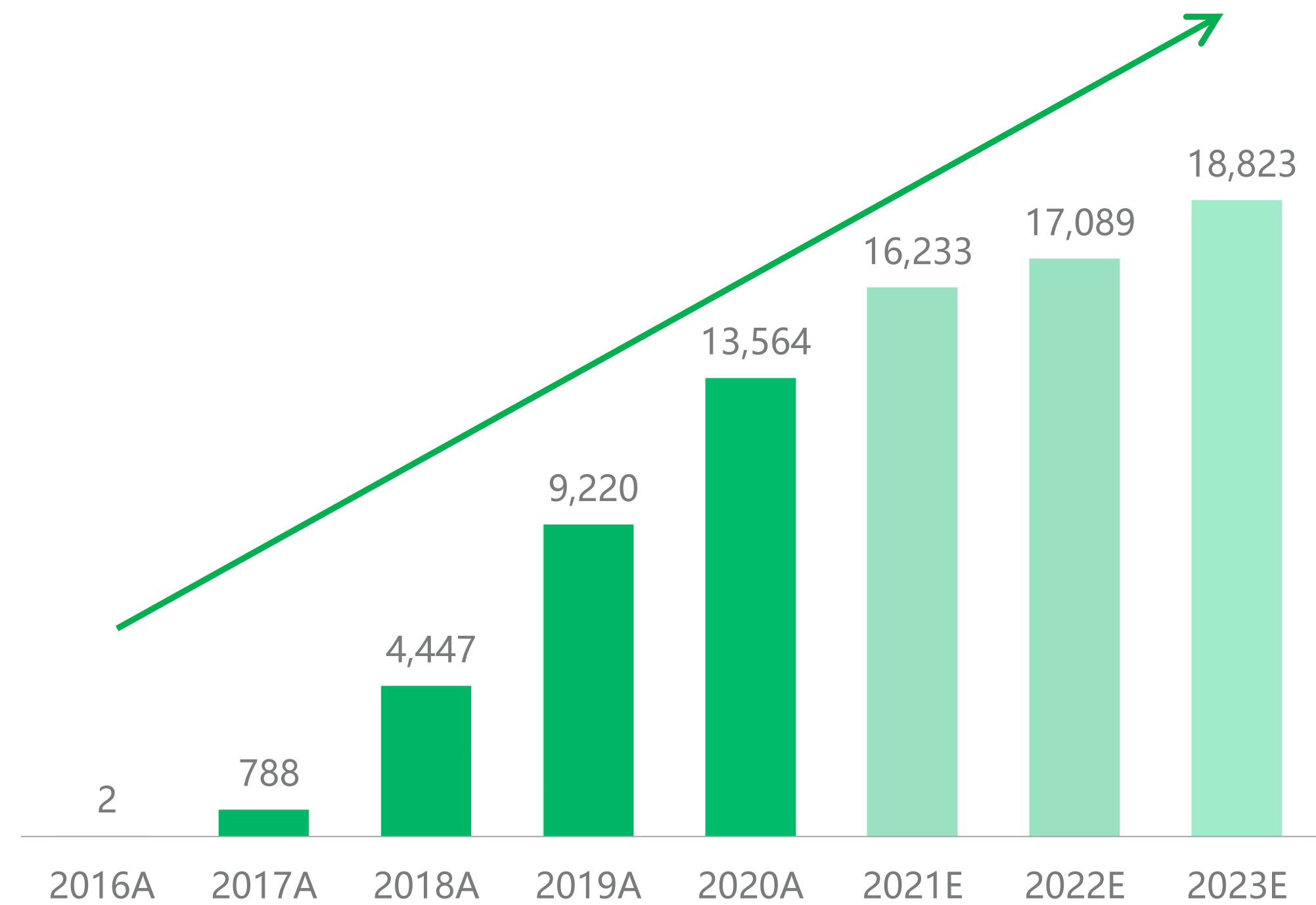
Cumulative Borrowers
(million)



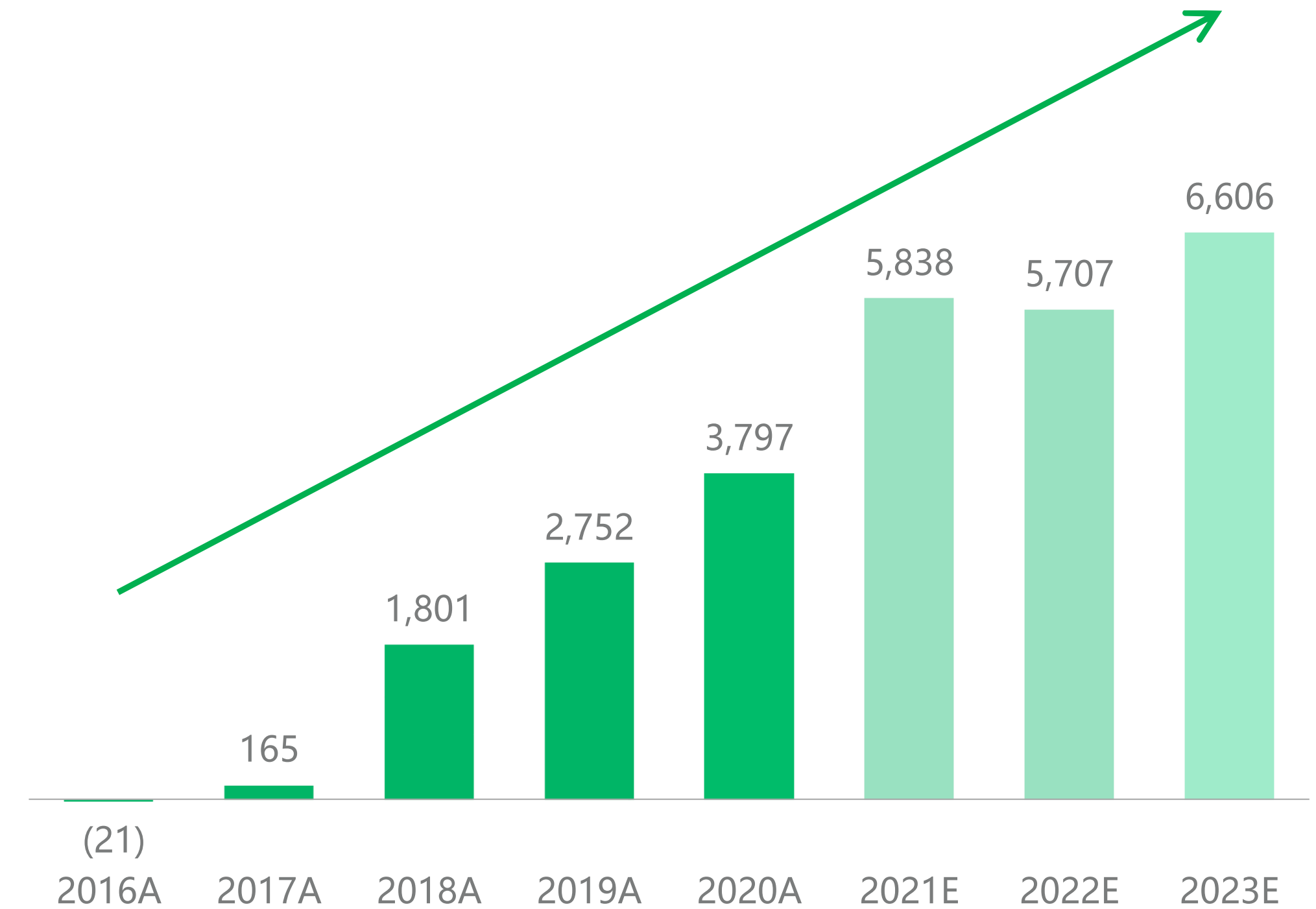
Note: (1) Forward estimates are based on analysts' average. (2) Refers to the total number of users who had submitted their credit applications and were approved with a credit line at the end of each period. (3) The Company guided 2021 full year loan origination/facilitation volume is RMB350-360 billion.

Strong Growth Momentum (2)

Revenue⁽¹⁾
(RMB million)



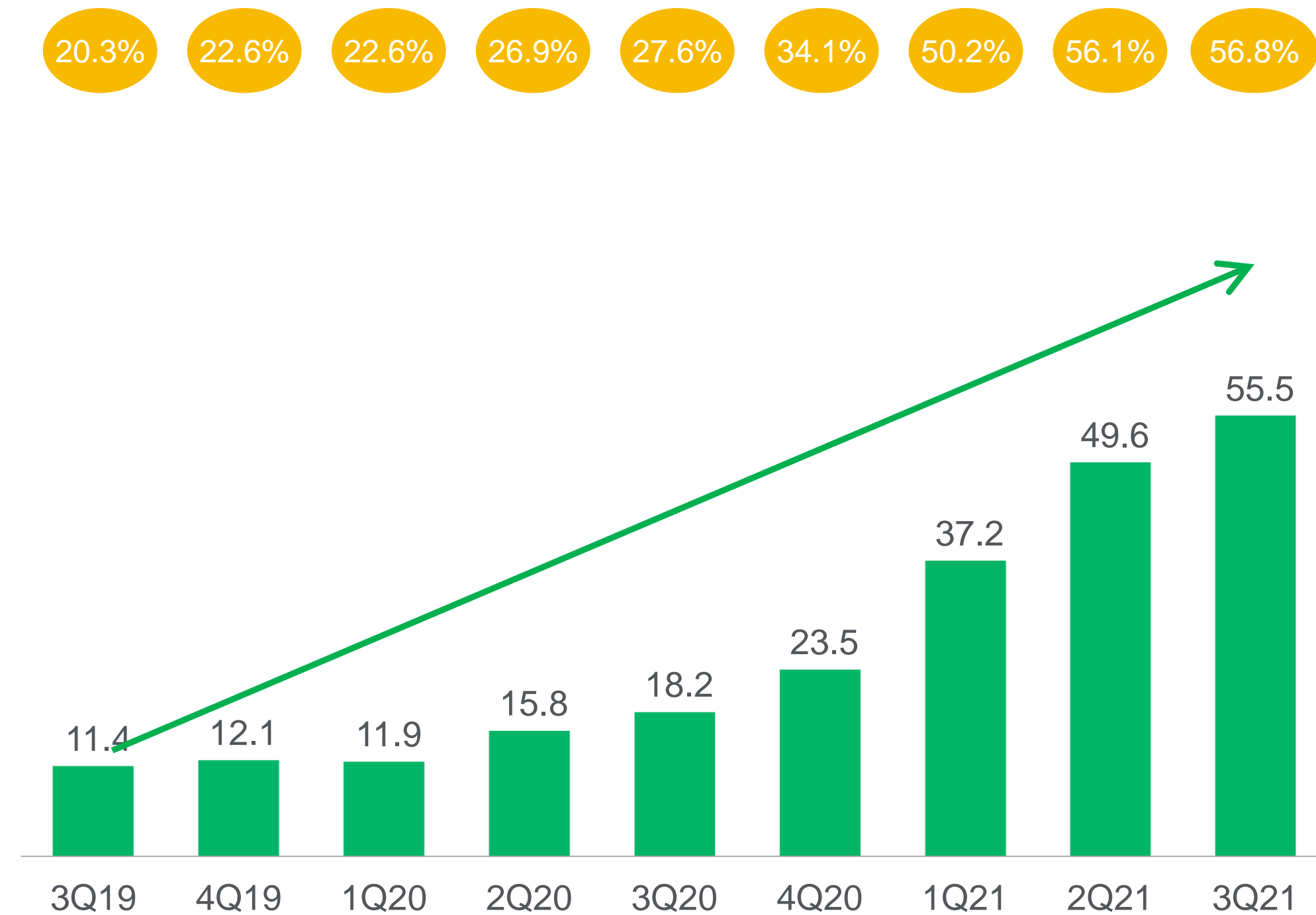
Non-GAAP Net Income⁽¹⁾⁽²⁾
(RMB million)



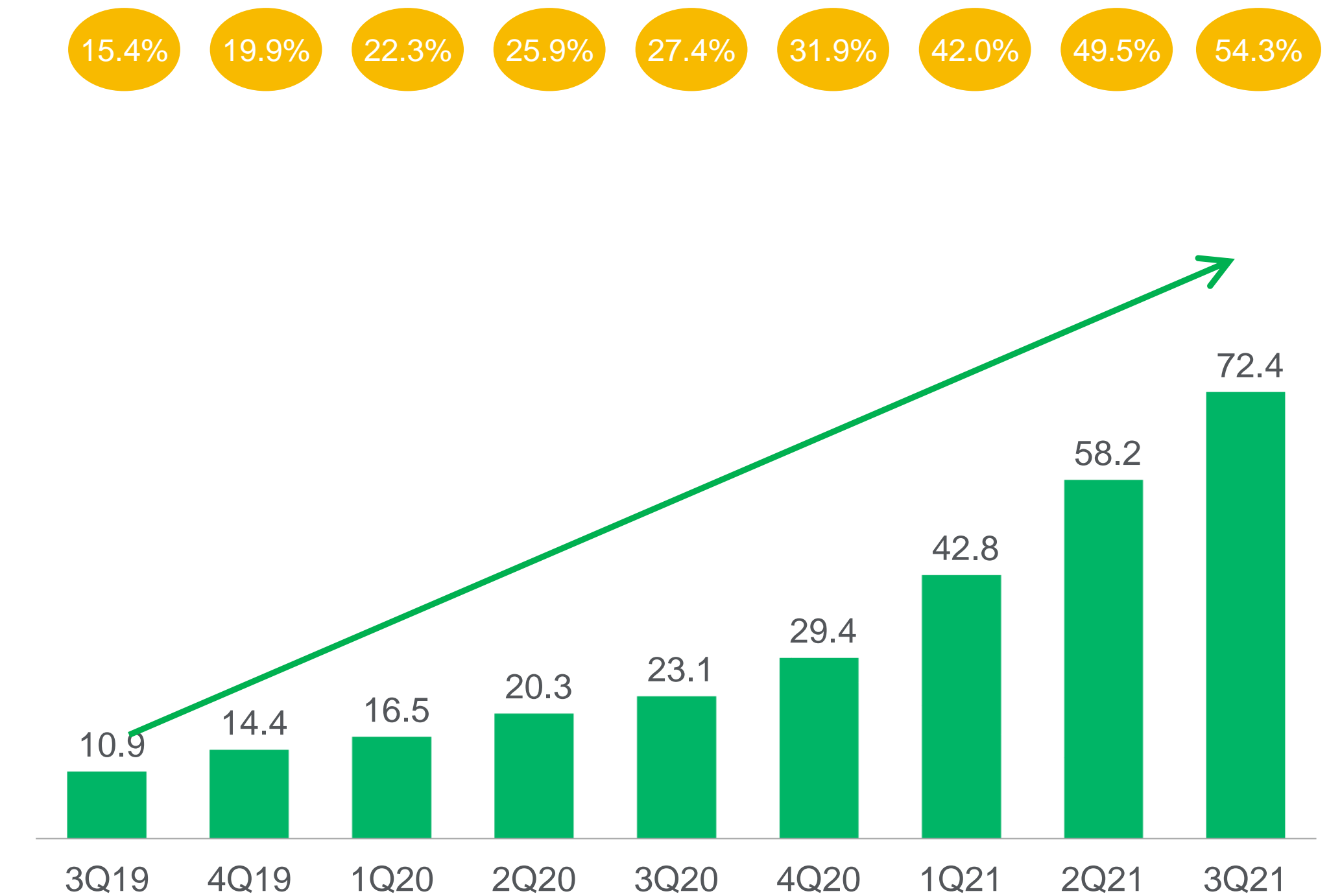
Note: (1) Forward estimates are from Bloomberg and Thomson consensus; (2) Excluding share-based compensation expenses.
Source: Company data, analyst reports.

Increasing Contribution from Technology Solutions⁽¹⁾

Facilitation Volume of Technology Solutions
(RMB billion)



Outstanding Balance of Technology Solutions
(RMB billion)

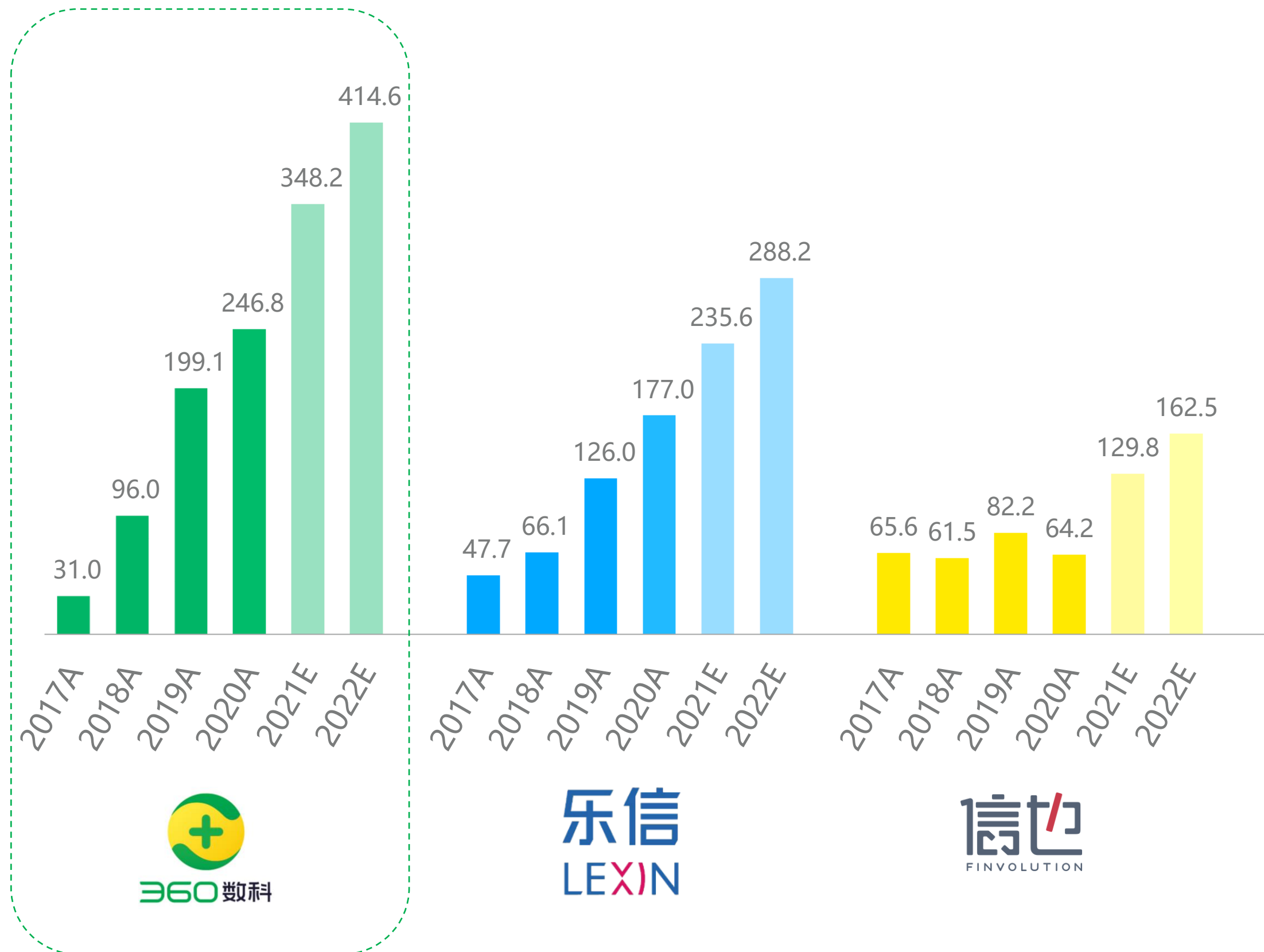


As % of total origination/facilitation volume / outstanding balance

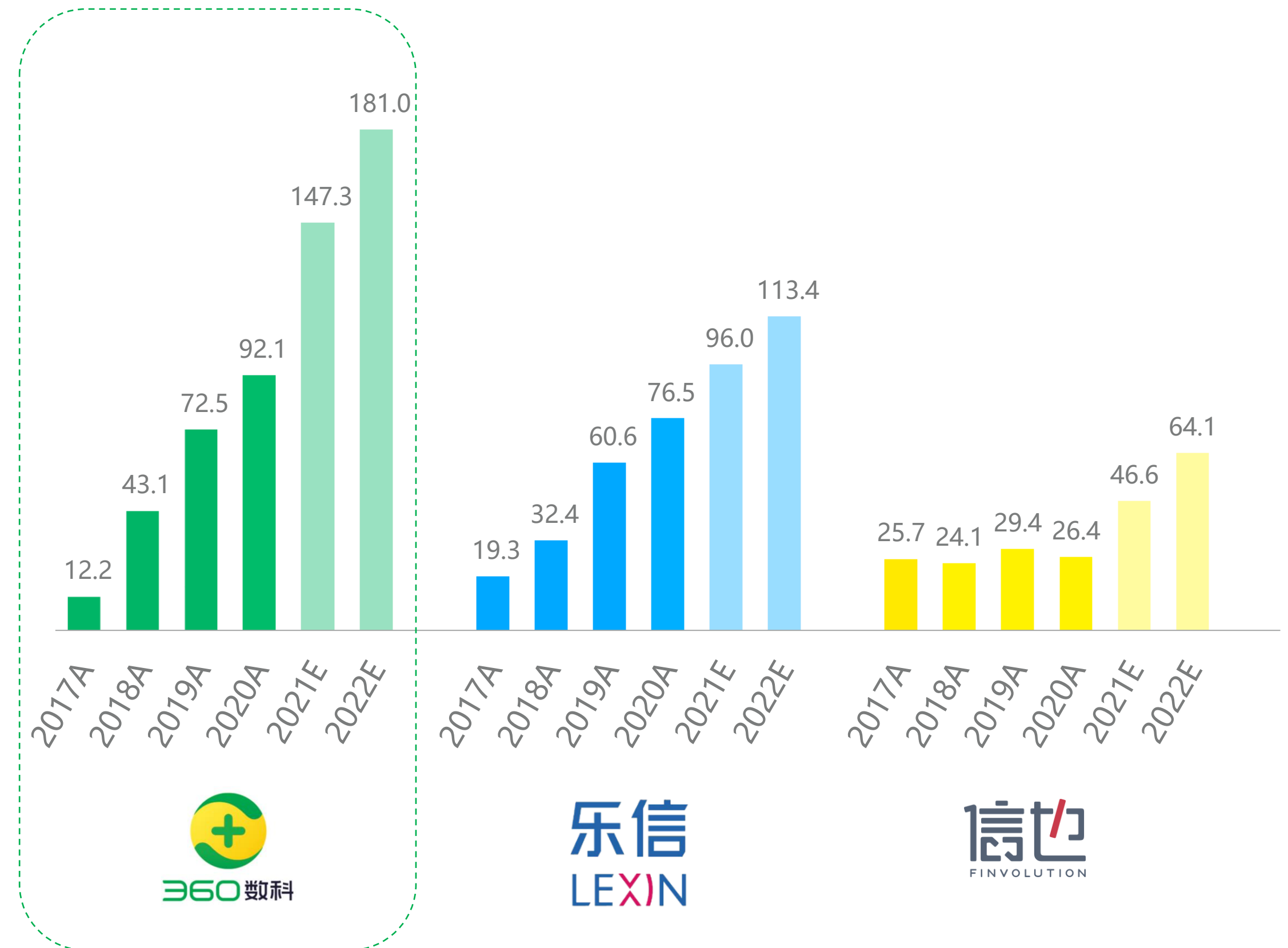
Note: (1) Including Capital-Light, ICE and other technology solutions.

Indisputable Market Leader (1)

Origination/facilitation Volume⁽¹⁾
(RMB billion)



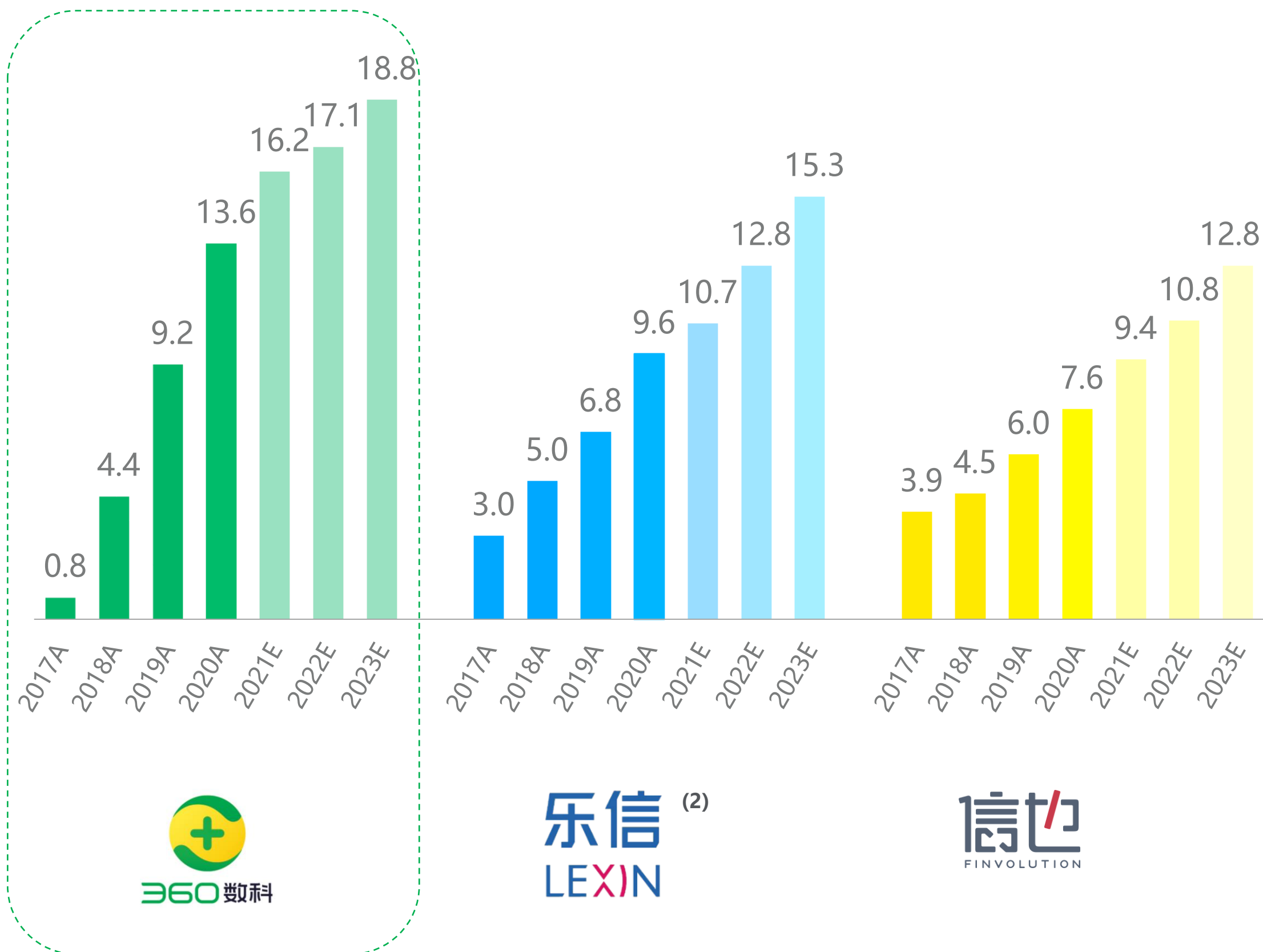
Outstanding Balance⁽¹⁾
(RMB billion)



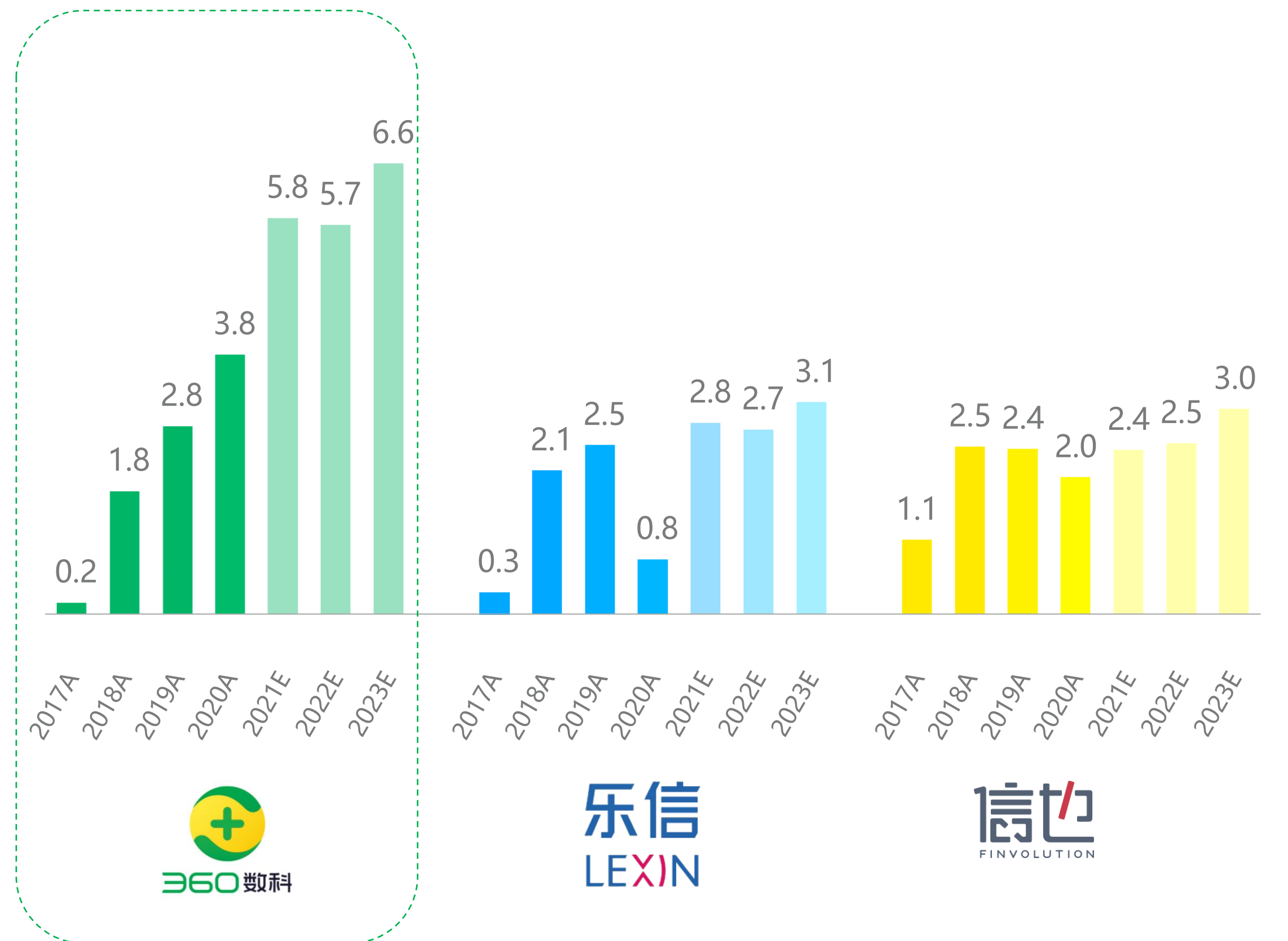
Note: (1) Forward estimates are based on analysts' average.
Source: Company data, analysts' reports.

Indisputable Market Leader (2)

Revenue⁽¹⁾⁽²⁾
(RMB billion)



Non-GAAP Net Income⁽¹⁾⁽³⁾
(RMB billion)

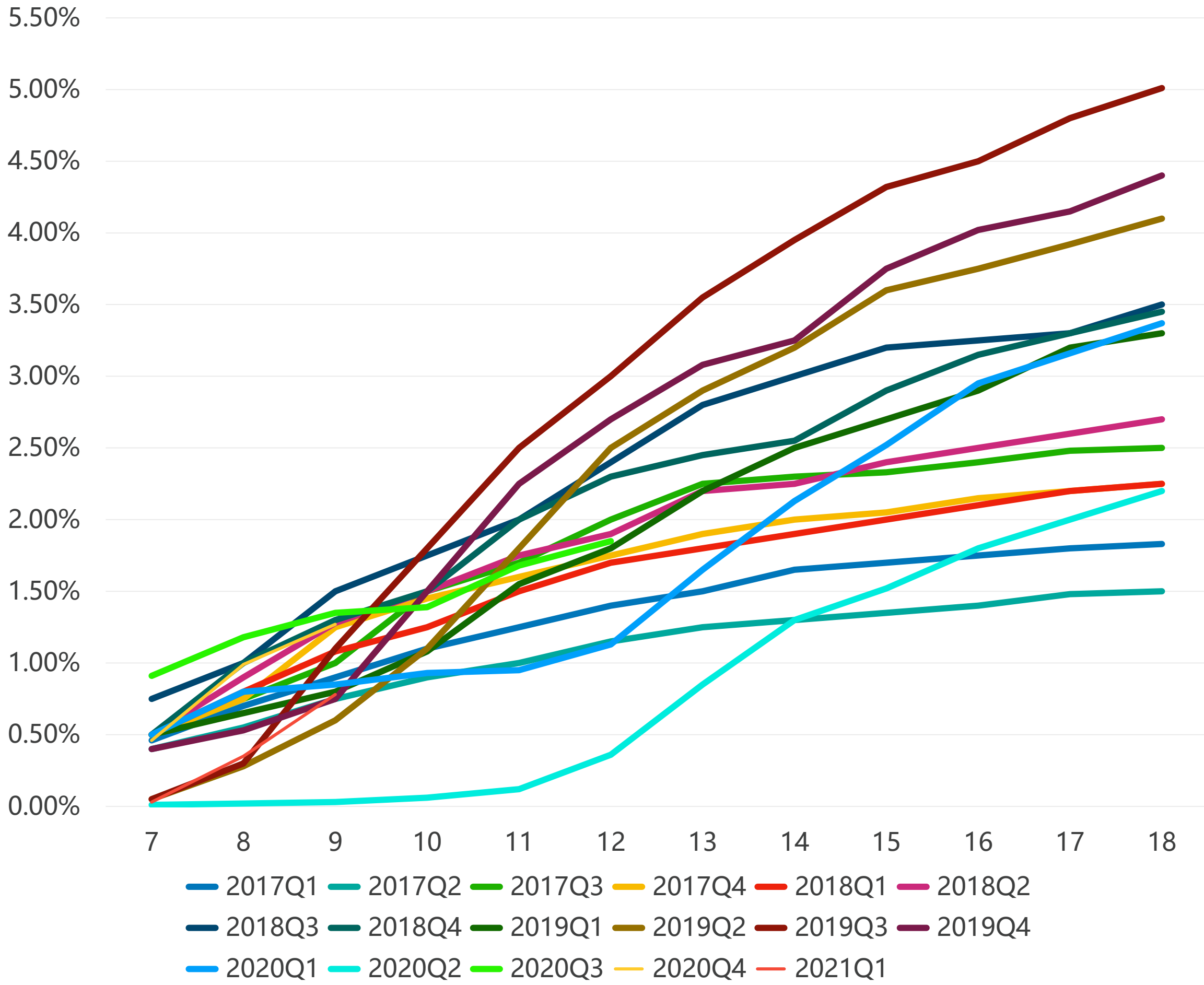
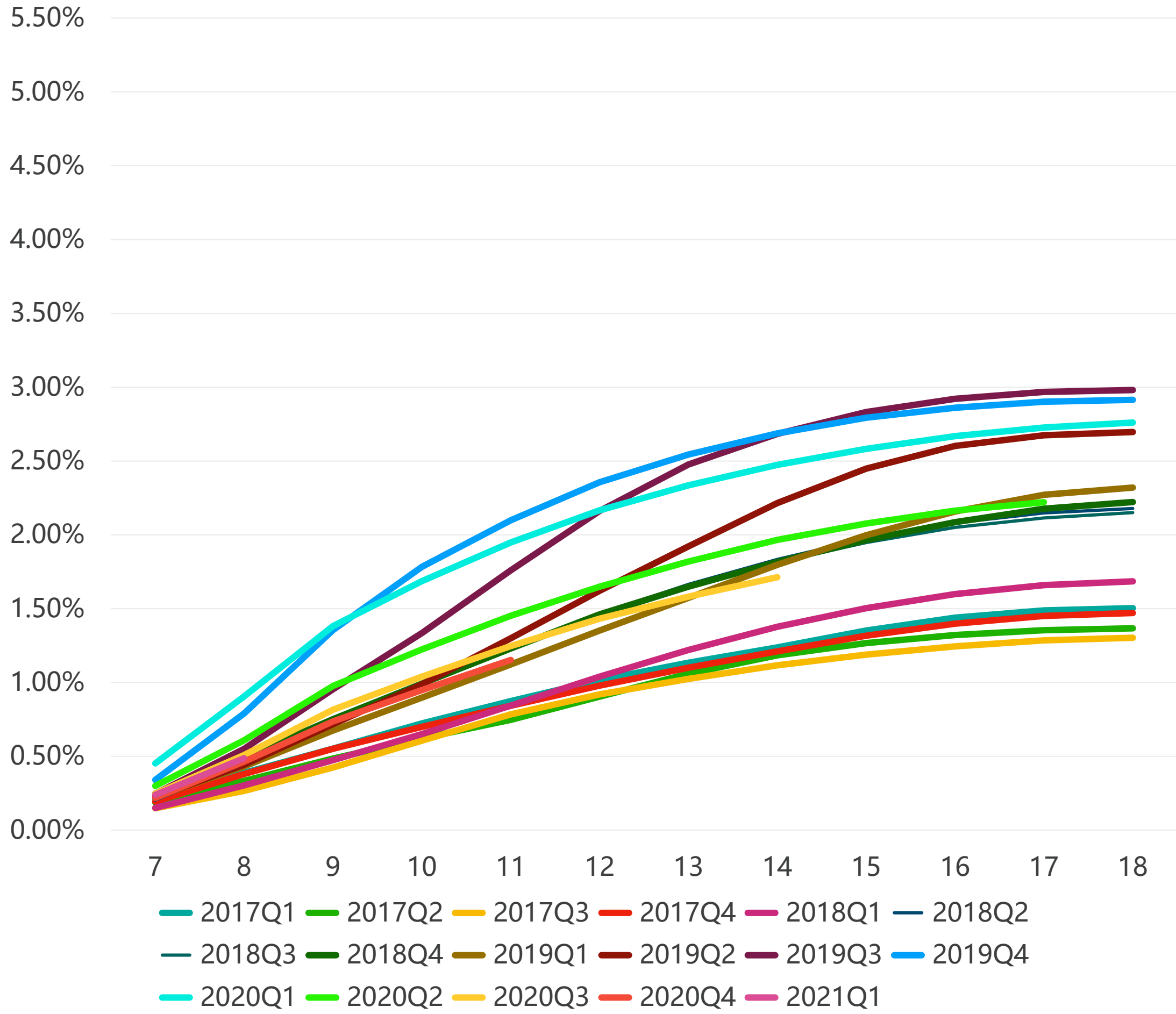


Note: (1) Forward estimates are from Bloomberg and Thomson consensus, and analysts estimates; (2) Excluding revenue from online e-commerce channel; (3) Excluding share-based compensation expenses.

Source: Company data, analysts' reports.

Best-in-class Risk Management (1)

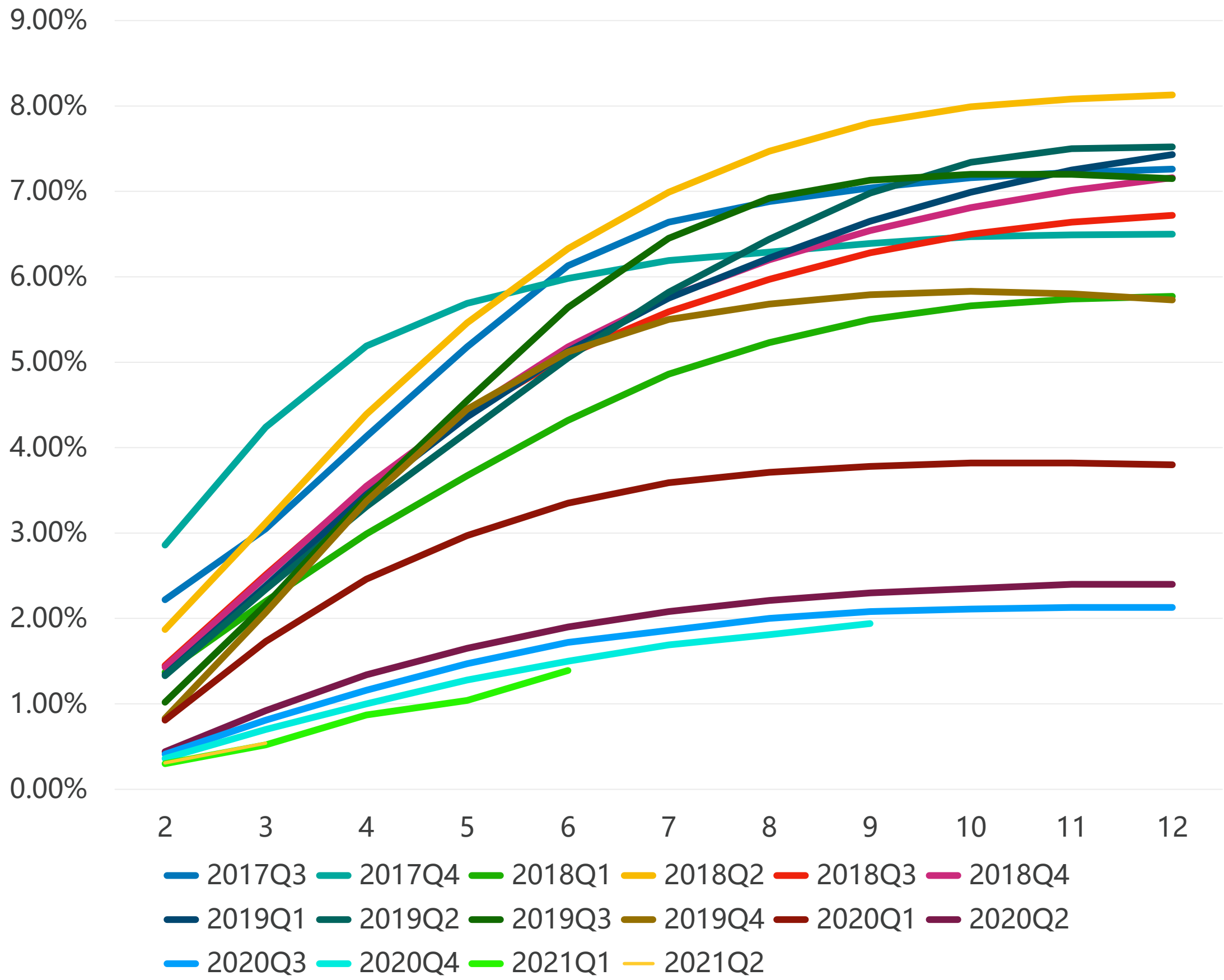
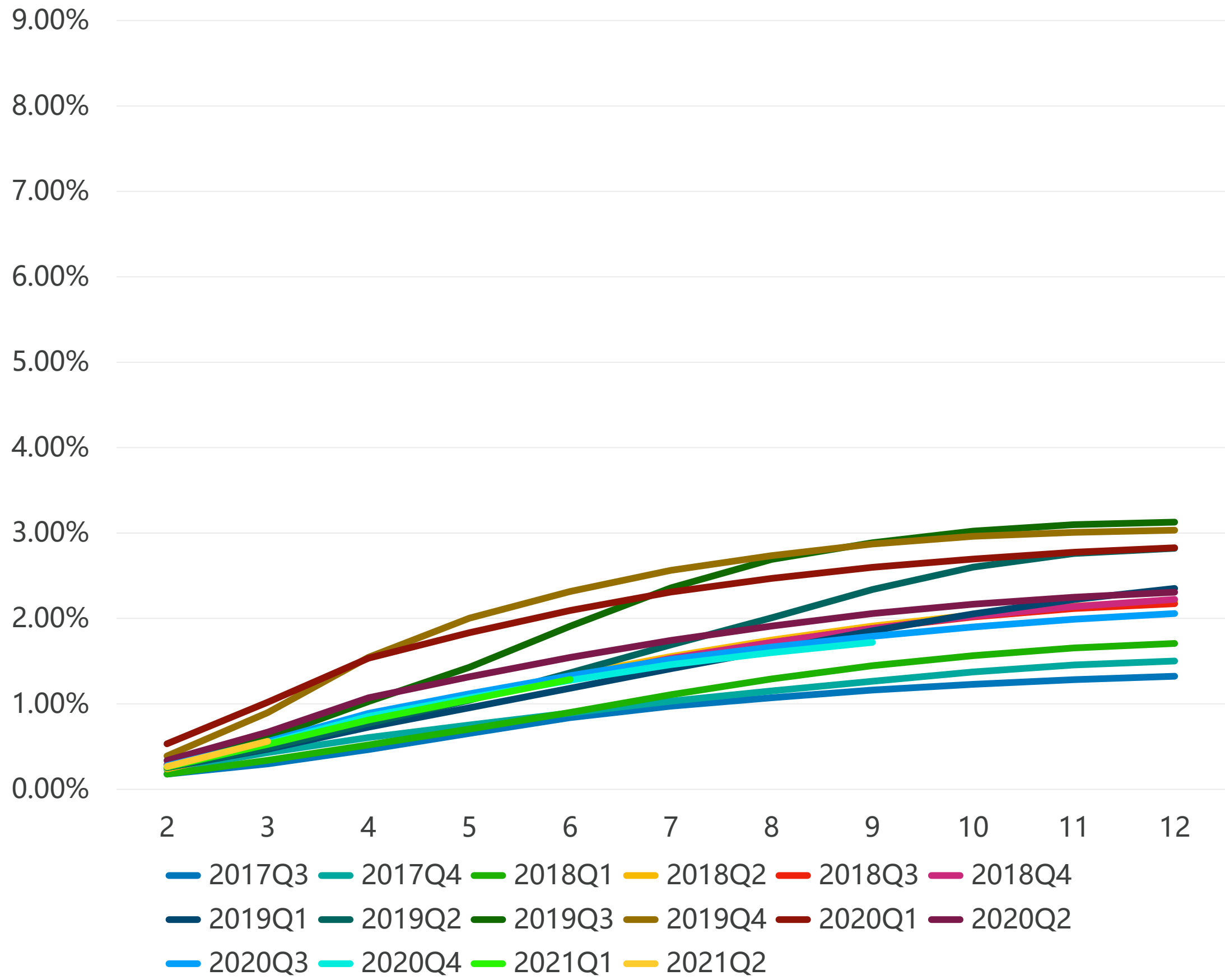
M6+ Delinquency Rate by Vintage



Source: Company data.

Best-in-class Risk Management (2)

M1+ Delinquency Rate by Vintage

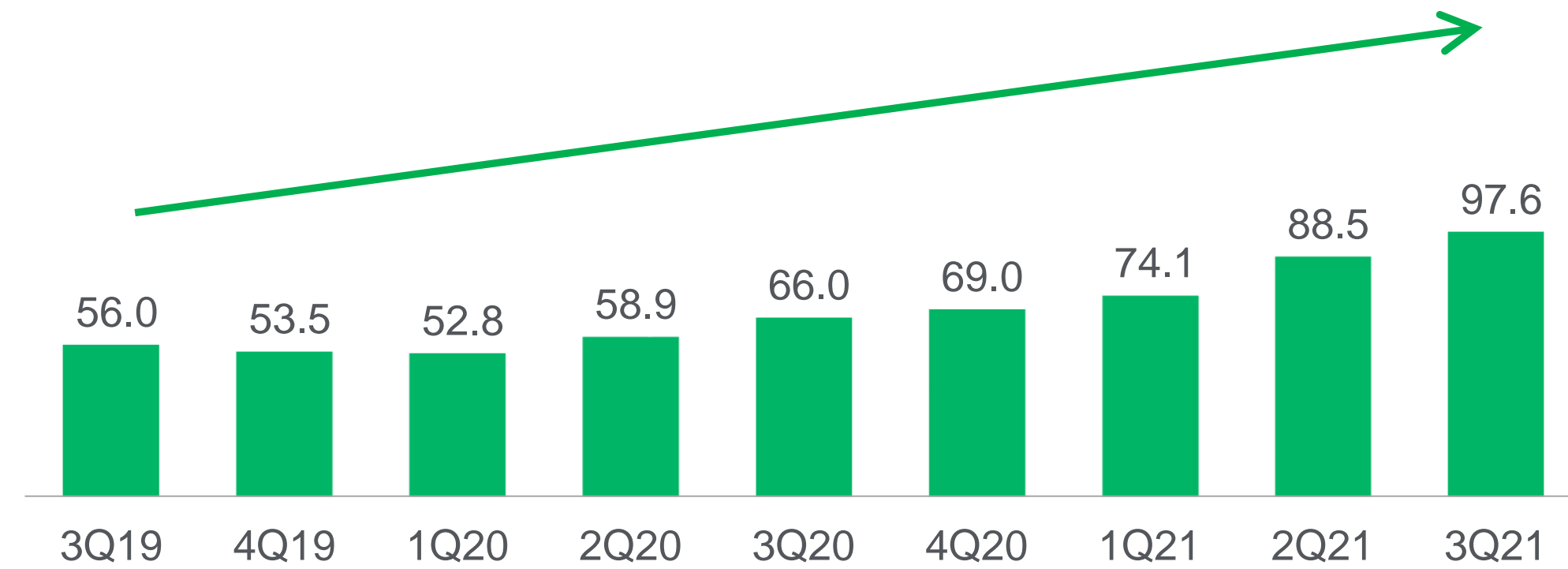


Source: Company data.

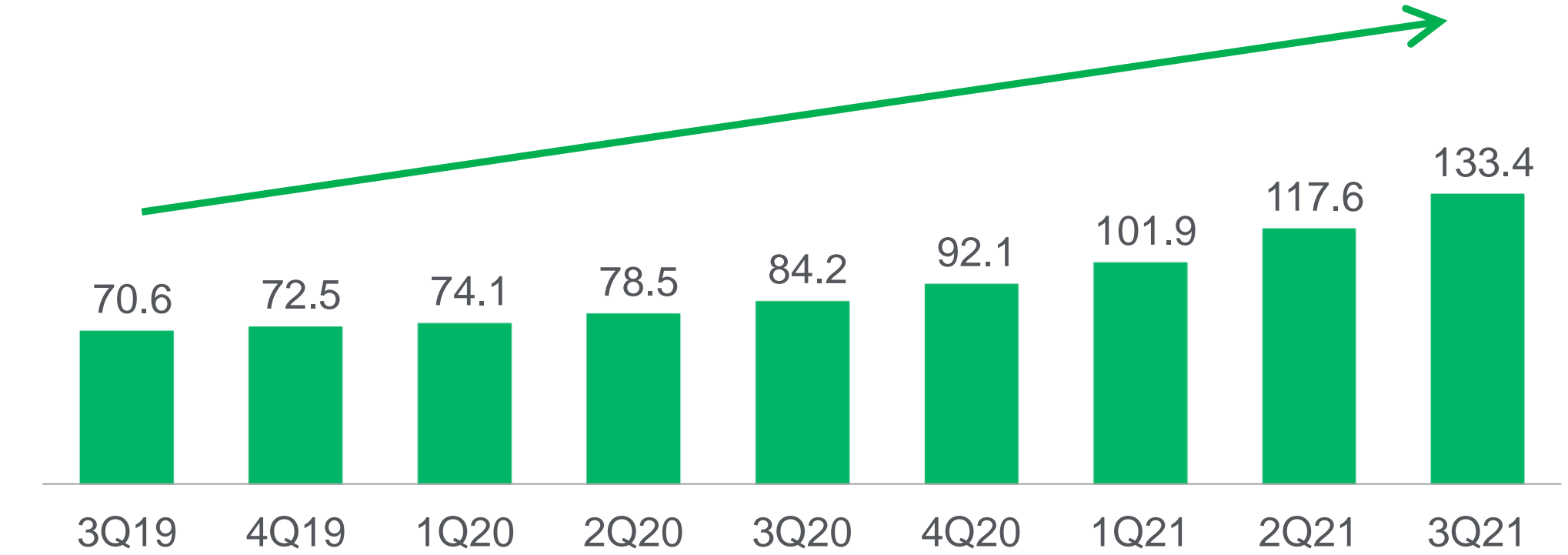
03 | Quarterly Update

Continued Growth Momentum

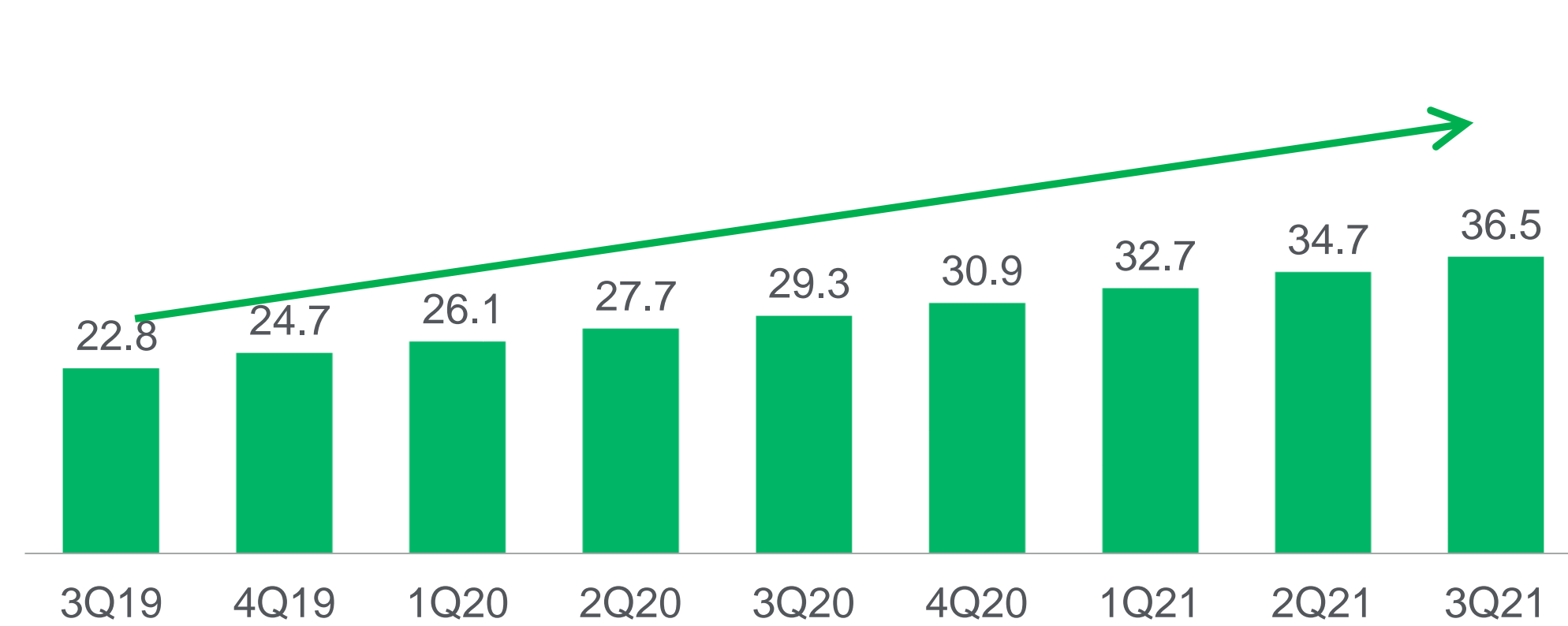
Origination/facilitation Volume⁽¹⁾
(RMB billion)



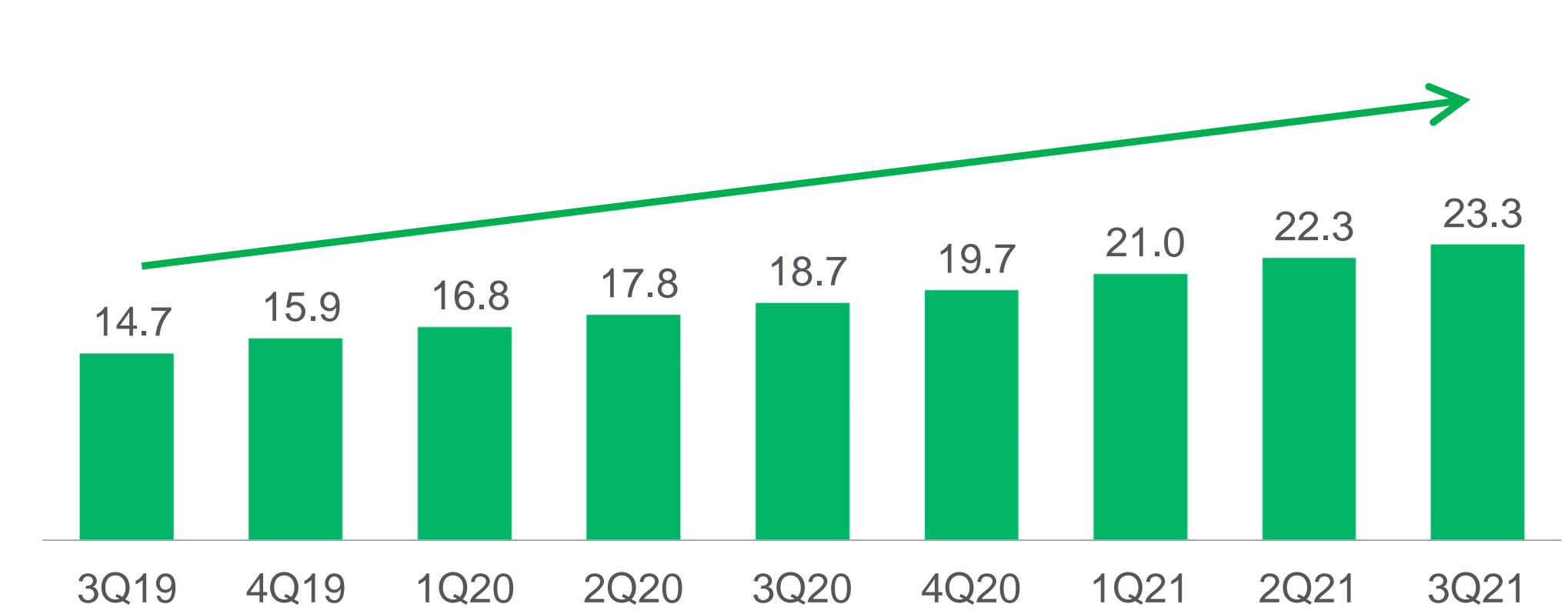
Outstanding Balance⁽¹⁾
(RMB billion)



Cumulative Users with Approved Credit Line⁽²⁾
(million)



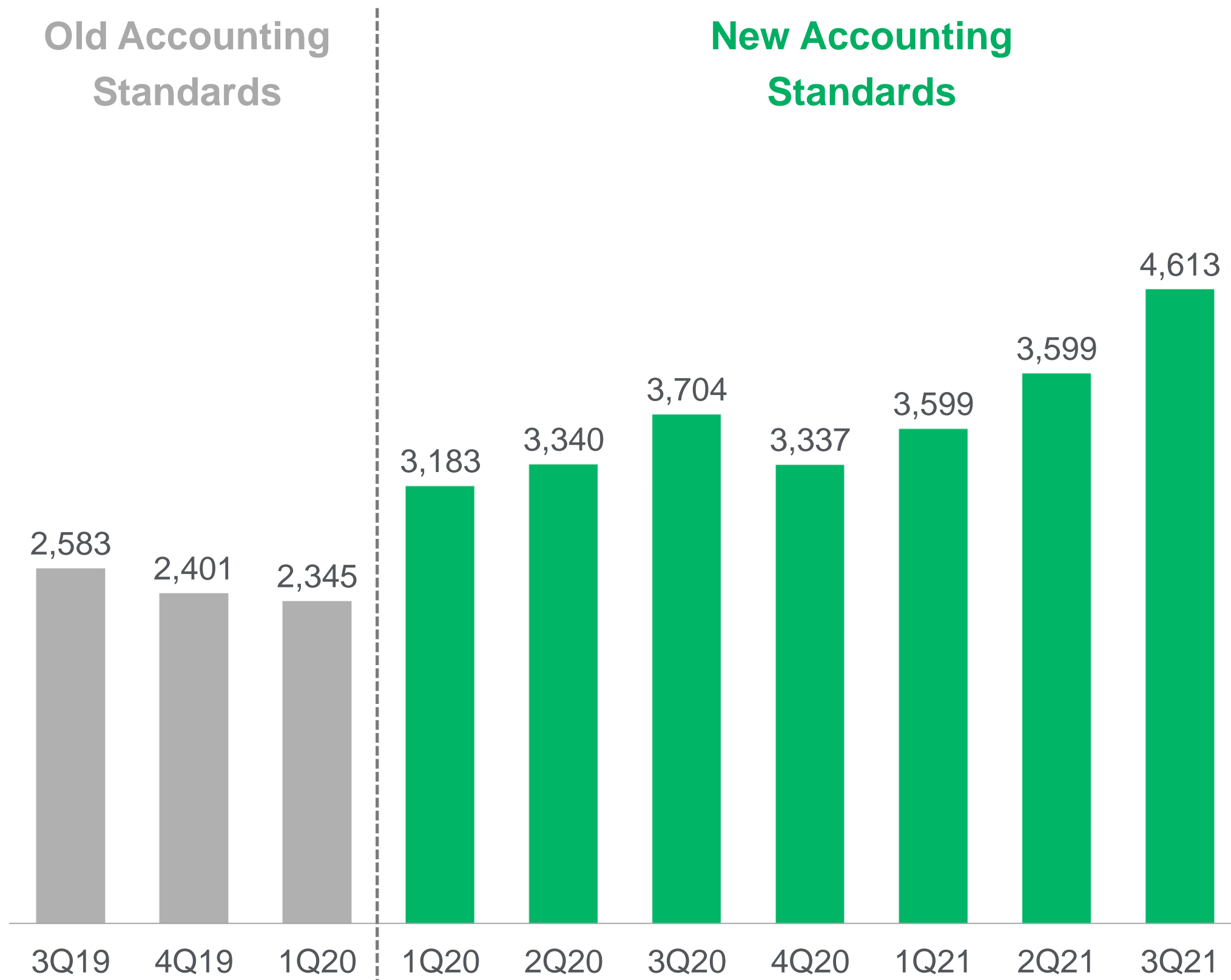
Cumulative Borrowers
(million)



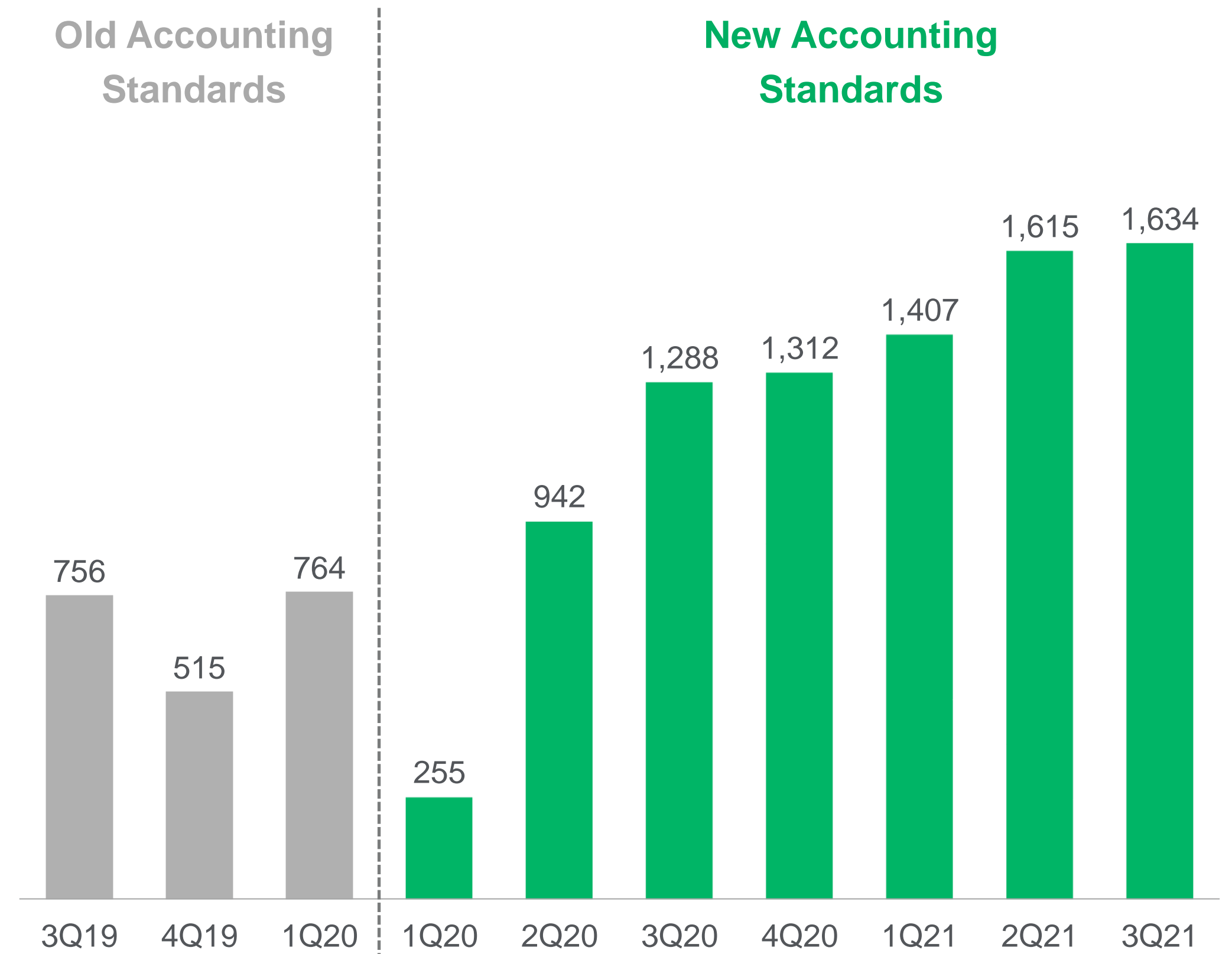
Note: (1) Including ICE since 19Q4. (2) Refers to the total number of users who had submitted their credit applications and were approved with a credit line at the end of each period.

Solid Execution through Economic Cycle

Revenue
(RMB million)



Non-GAAP Net Income⁽¹⁾
(RMB million)



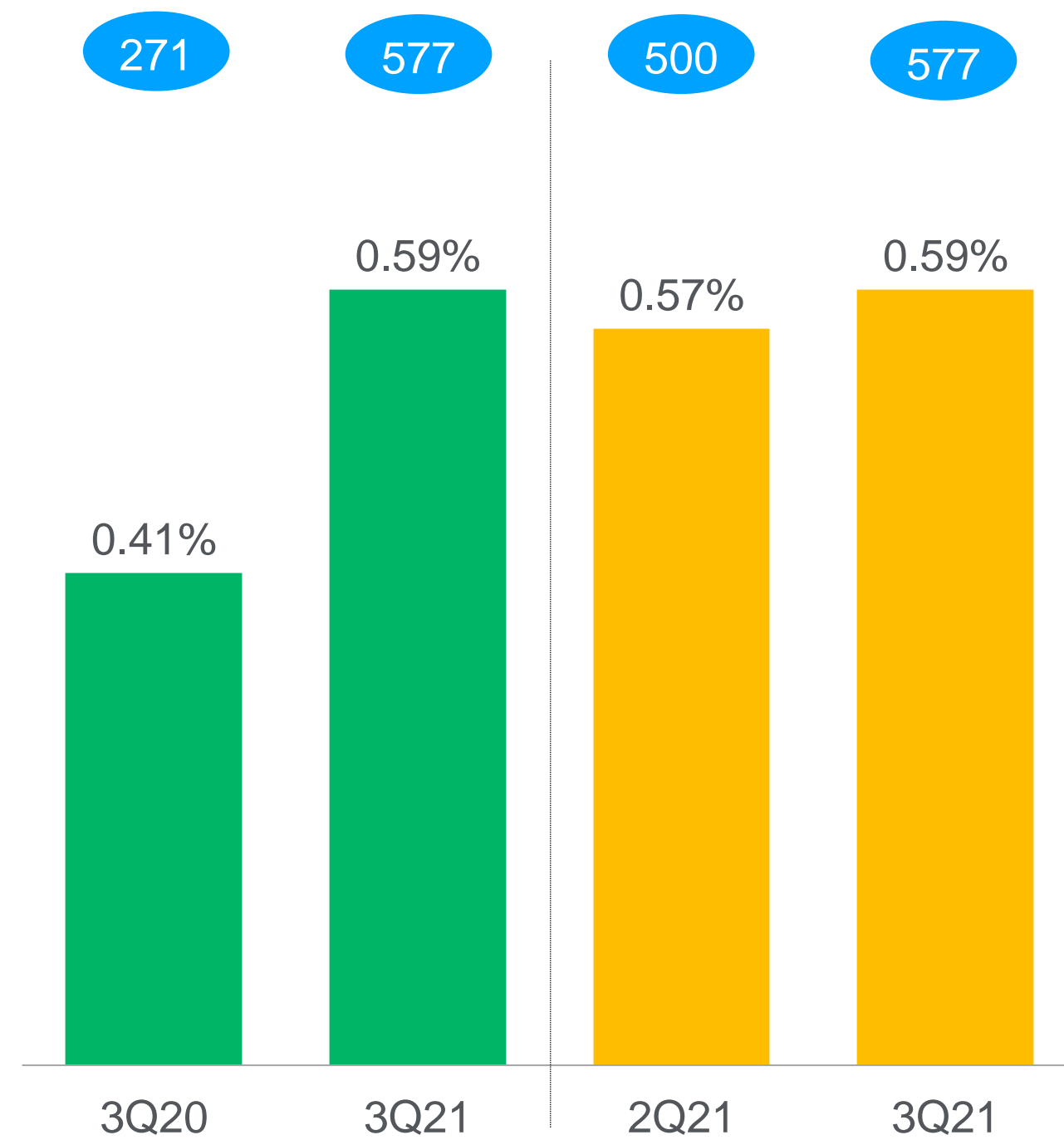
Note: (1) Excluding share-based compensation expenses.

Source: Company data.

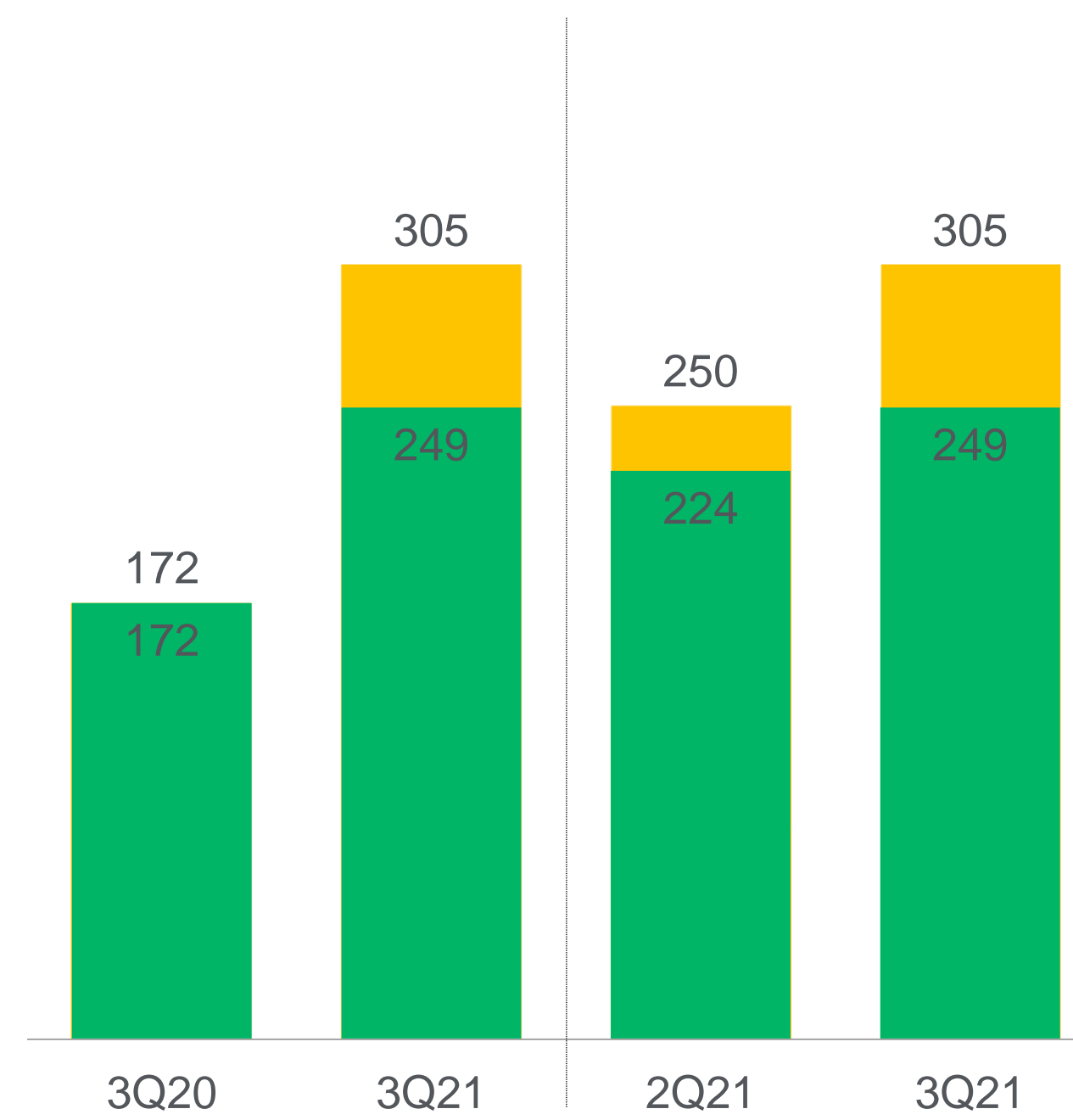
Operational Efficiency

S&M Expenses as % of Loan Origination/Facilitation

S&M Expenses
(RMB million)



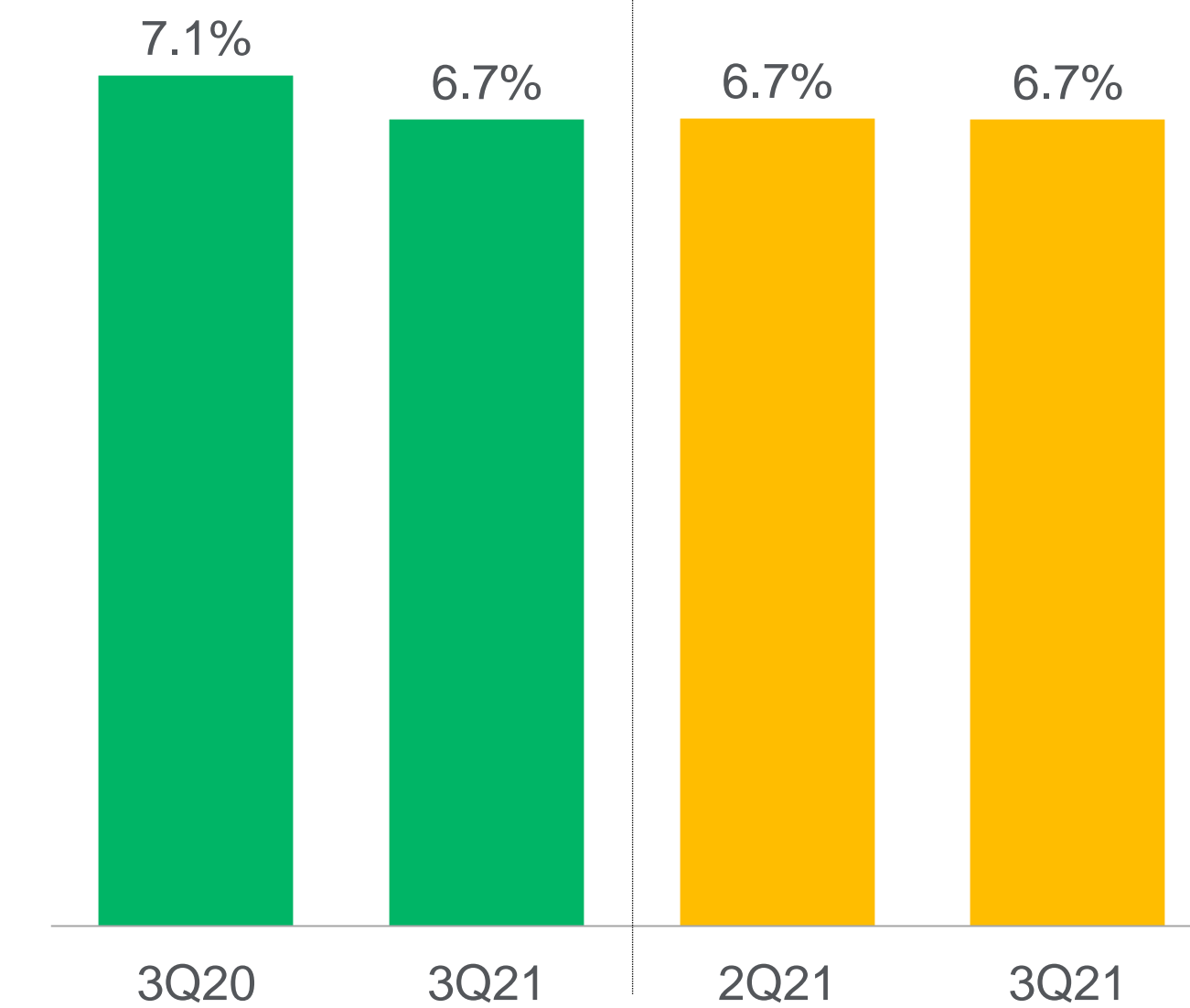
User Acquisition Costs⁽¹⁾ (RMB)



Refers to user acquisition costs for all customers.

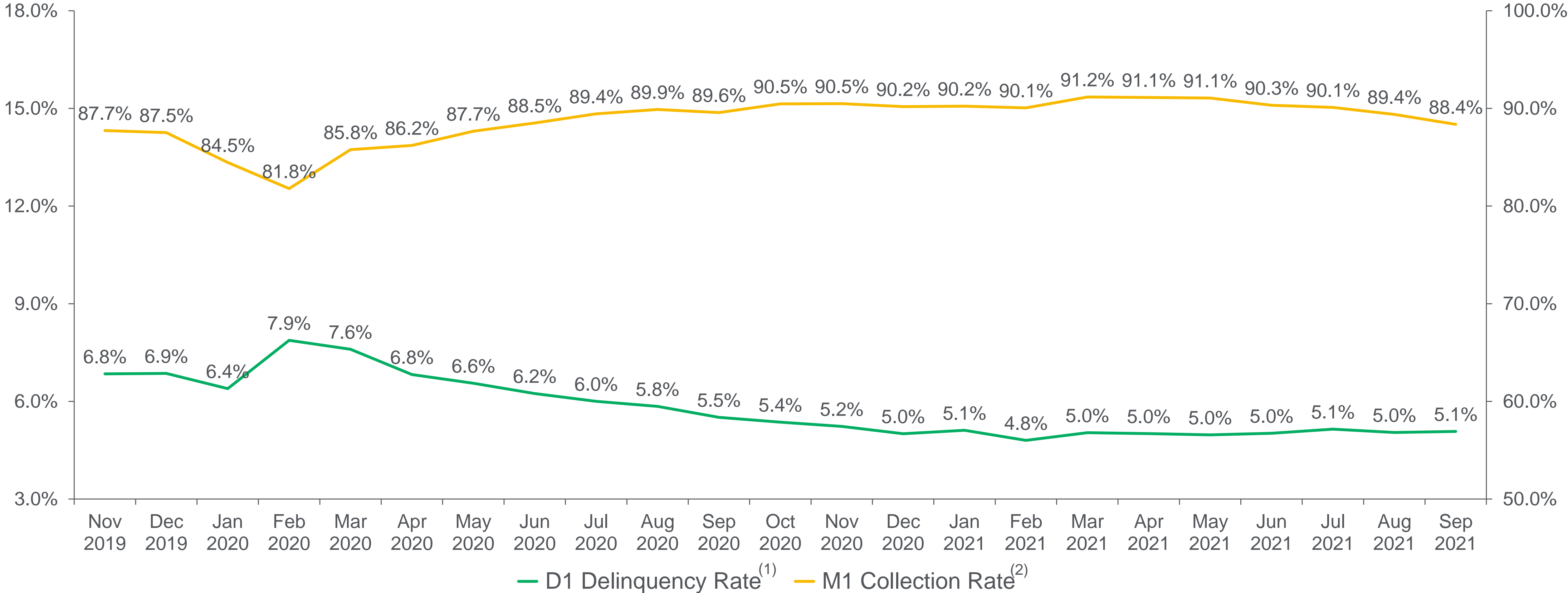
Refers to user acquisition costs excluding large ticket-sized customers in both consumer and SME markets.

Funding Costs⁽²⁾



Asset Quality Remains Stable

D1 Delinquency & M1 Collection Rate

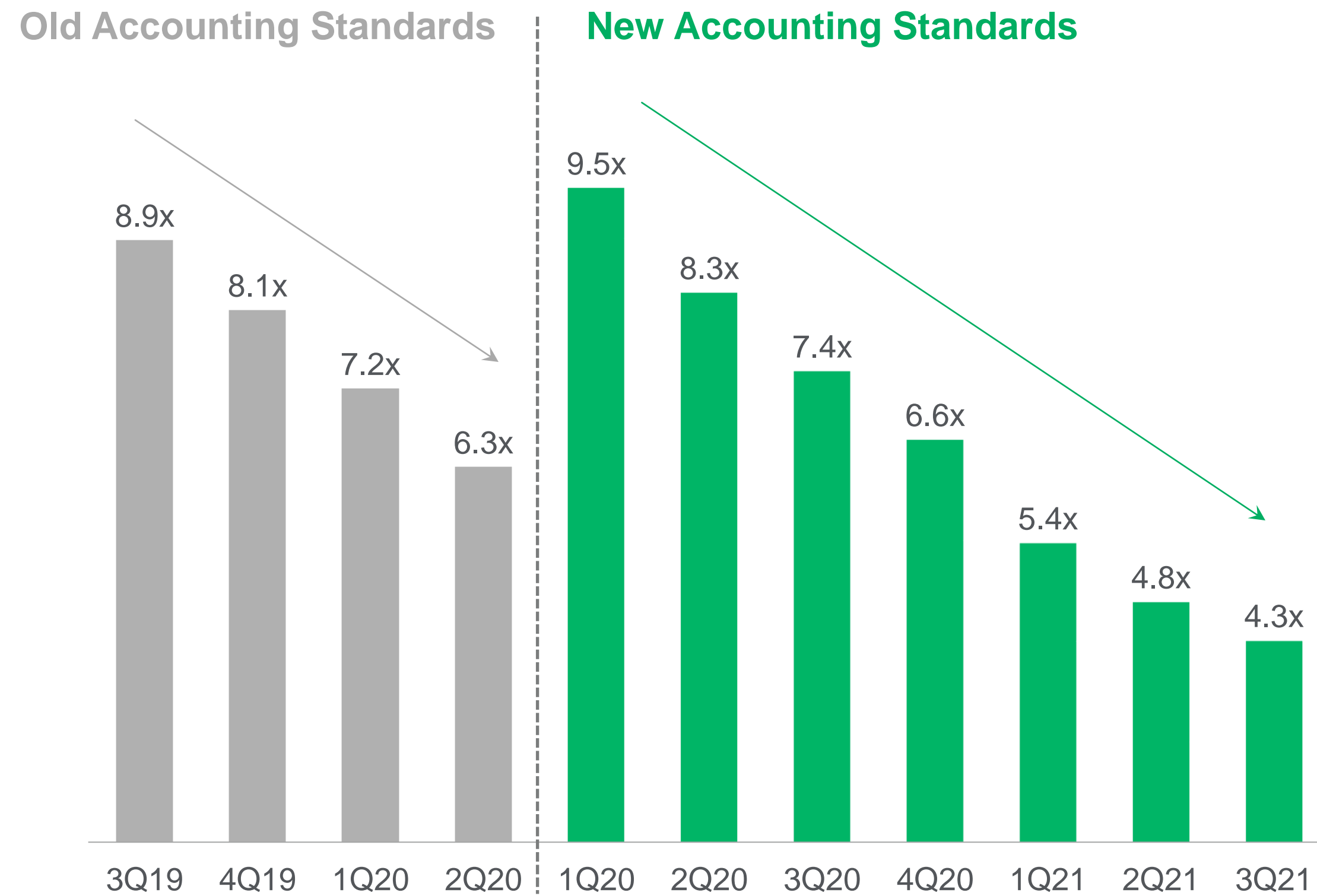


Note: (1) D1 delinquency rate is defined as (i) the total amount of principal that became overdue as of a specified date, divided by (ii) the total amount of principal that was due for repayment as of such date. (2) M1 collection rate is defined as (i) the amount of principal that was repaid in one month among the total amount of principal that became overdue as of a specified date, divided by (ii) the total amount of principal that became overdue as of a specified date.

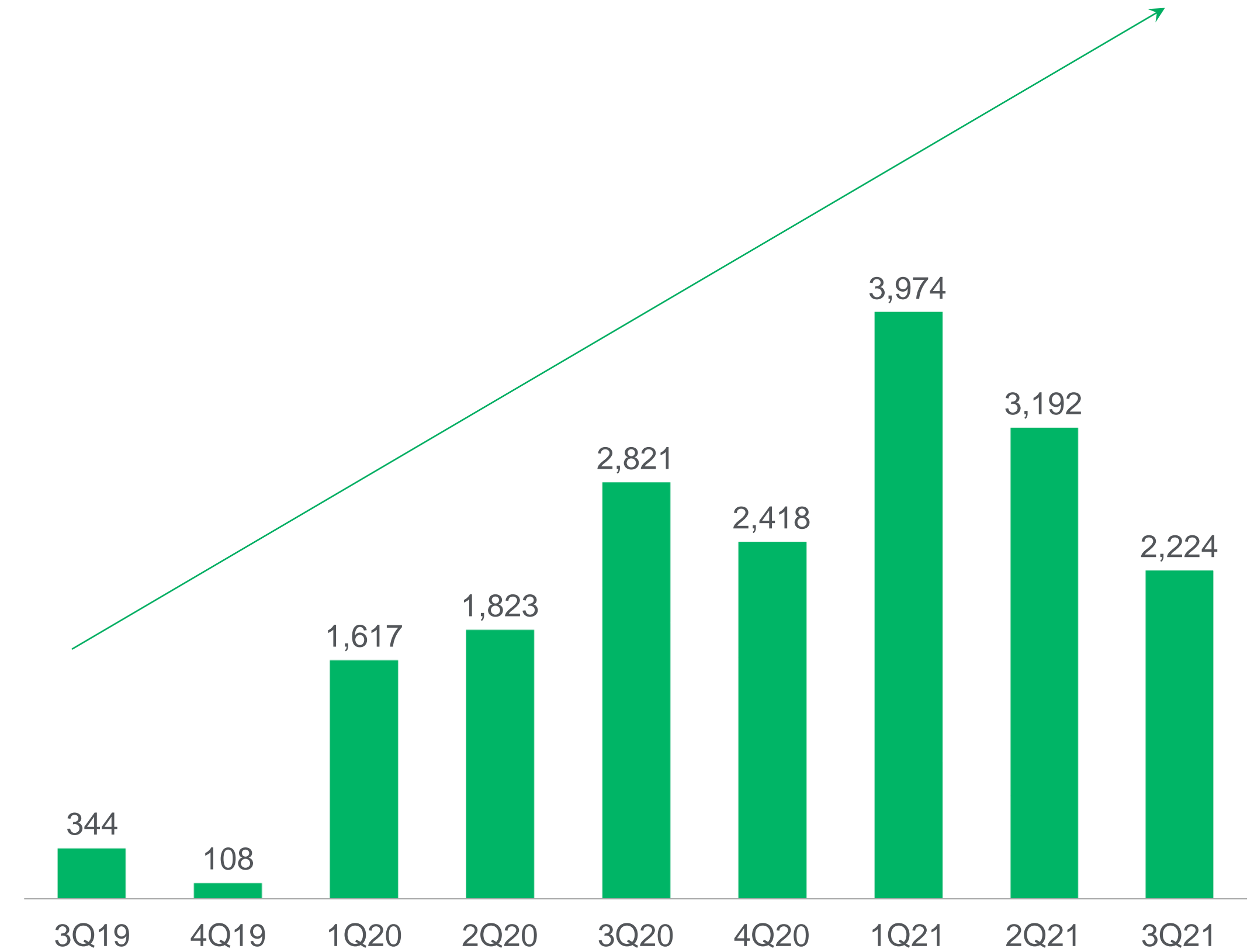
Source: Company data.

Margin of Safety – Leverage Ratio & Free Cash

Leverage Ratio⁽¹⁾



Free Cash⁽²⁾
(RMB million)



Note: (1) Leverage Ratio = (risk-bearing outstanding loan balance / net assets). (2) Free cash = (cash and cash equivalents – operation cash – cash reserve). For illustrative purpose only.

Source: Company data.

THANK
YOU