

November 2025



## 3Q2025 Result Presentation

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# Our Mission



To Enable a Better Life for People by **Facilitating**  
**Safe, Convenient and Inclusive Financial**  
**Services through Technology Empowerments to**  
**Financial Institutions**





# Company Overview



# What We Have Achieved in 3Q25

## A Leading AI-powered Credit-Tech Platform in China

**62.1 million**

Cumulative Users with Approved Credit Lines<sup>(1)</sup>

**167**

Cumulative Financial Institution Partners<sup>(1)</sup>

**RMB83.3 billion**

Loan Facilitation Volume in 3Q25

**RMB1,508 million**

Non-GAAP Net Income in 3Q25<sup>(2)</sup>

**25.0%**

Non-GAAP ROE<sup>(3)</sup>



Notes: (1) Data as of September 30, 2025. (2) Excluding share-based compensation expenses. (3) Non-GAAP ROE refers to (i) the annualized 3Q25 Non-GAAP net income attributed to the Company, divided by (ii) the average shareholder's equity of June 30, 2025 and September 30, 2025.

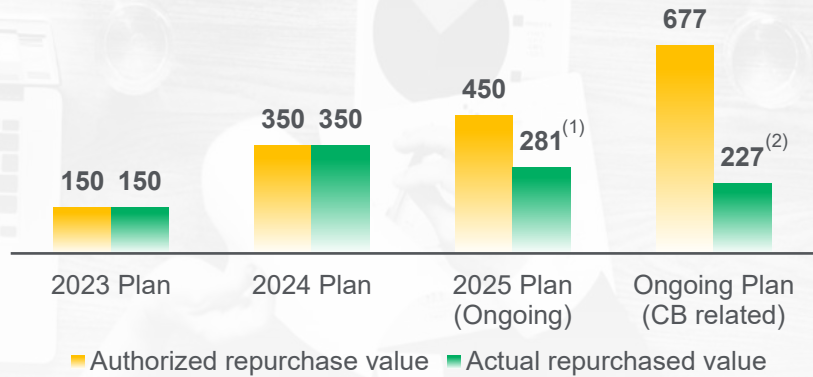
# Dedicated to Returning Value to Shareholders



## Significant share count reduction by repurchases

### Authorized and Actual Repurchased Value (US\$ million)

**Over US\$1 billion**  
Worth of ADSs repurchased Cumulatively



**22.8%**

Share count reduction through share repurchase plans<sup>(3)</sup>



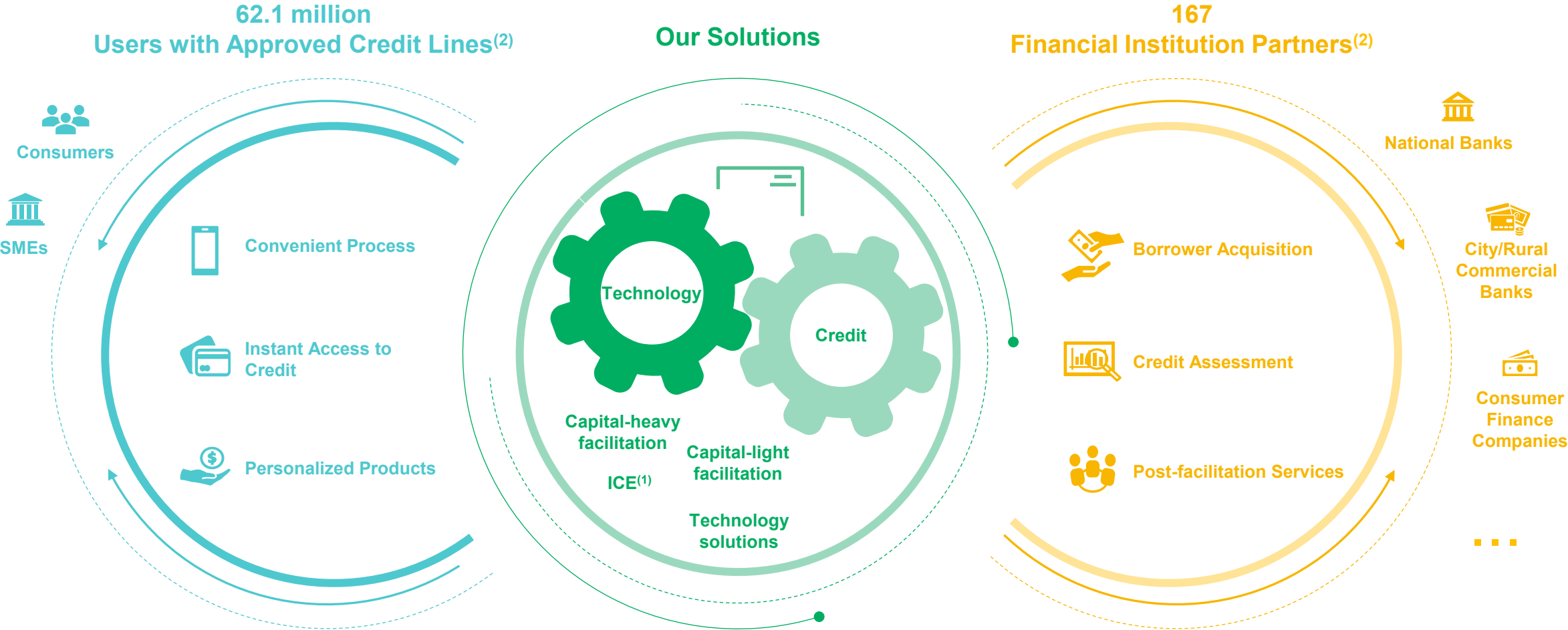
## Progressive Dividend per ADS

### Dividend per ADS (US\$)



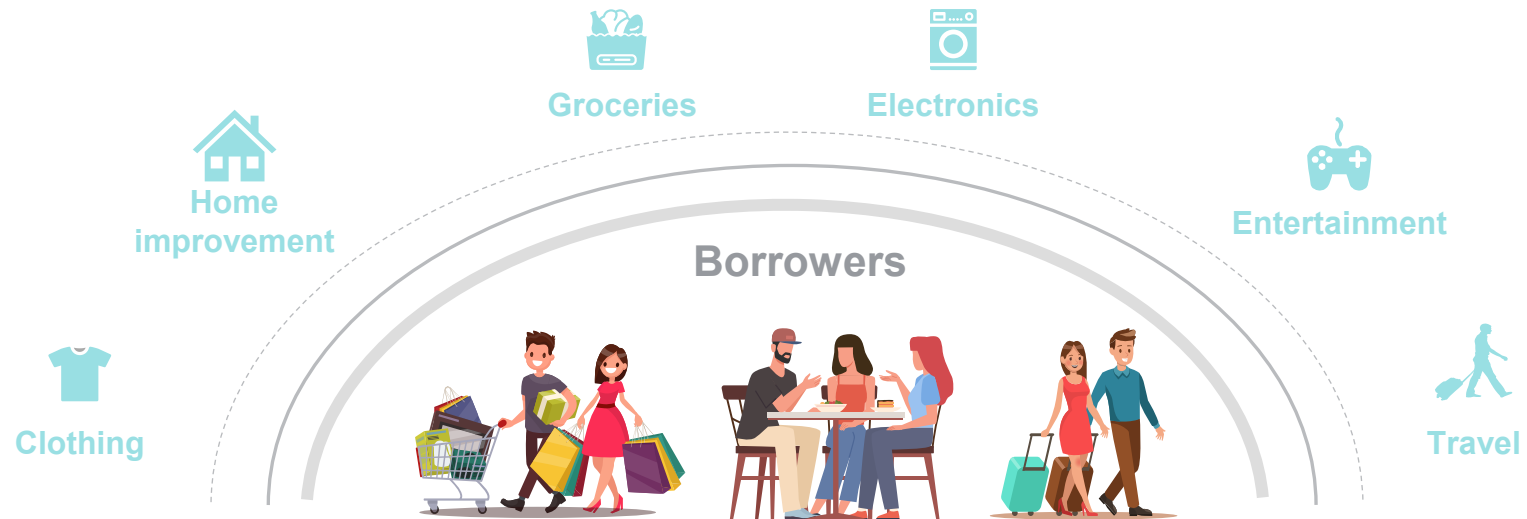
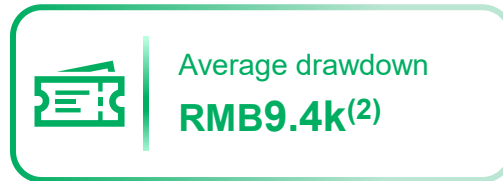
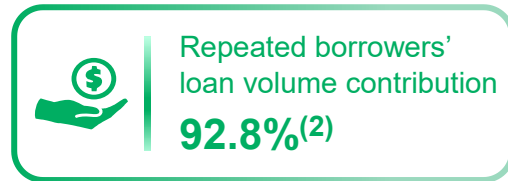
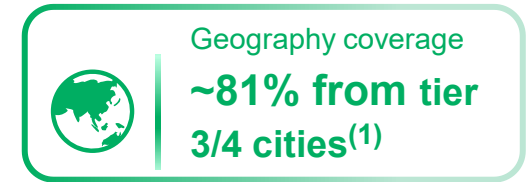
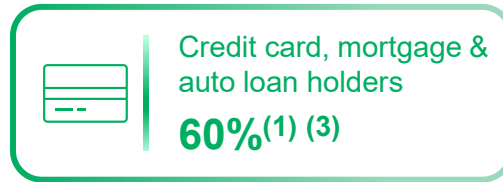
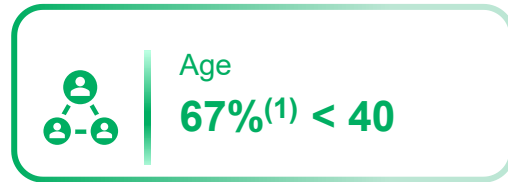
Note: (1) Represents repurchase made from January 1, 2025 to November 18, 2025. (2) Represents the execution of the concurrent share repurchase upon the pricing of the Convertible Senior Notes on March 25, 2025. (3) Share count reduction refers to (i) the total number of ADSs repurchased from June 20, 2023 to November 18, 2025, divided by (ii) the number of outstanding ADSs as of June 19, 2023, excluding the effects of ESOP.

# We Primarily Enable Financial Institutions with Our Innovative Technology Solutions...



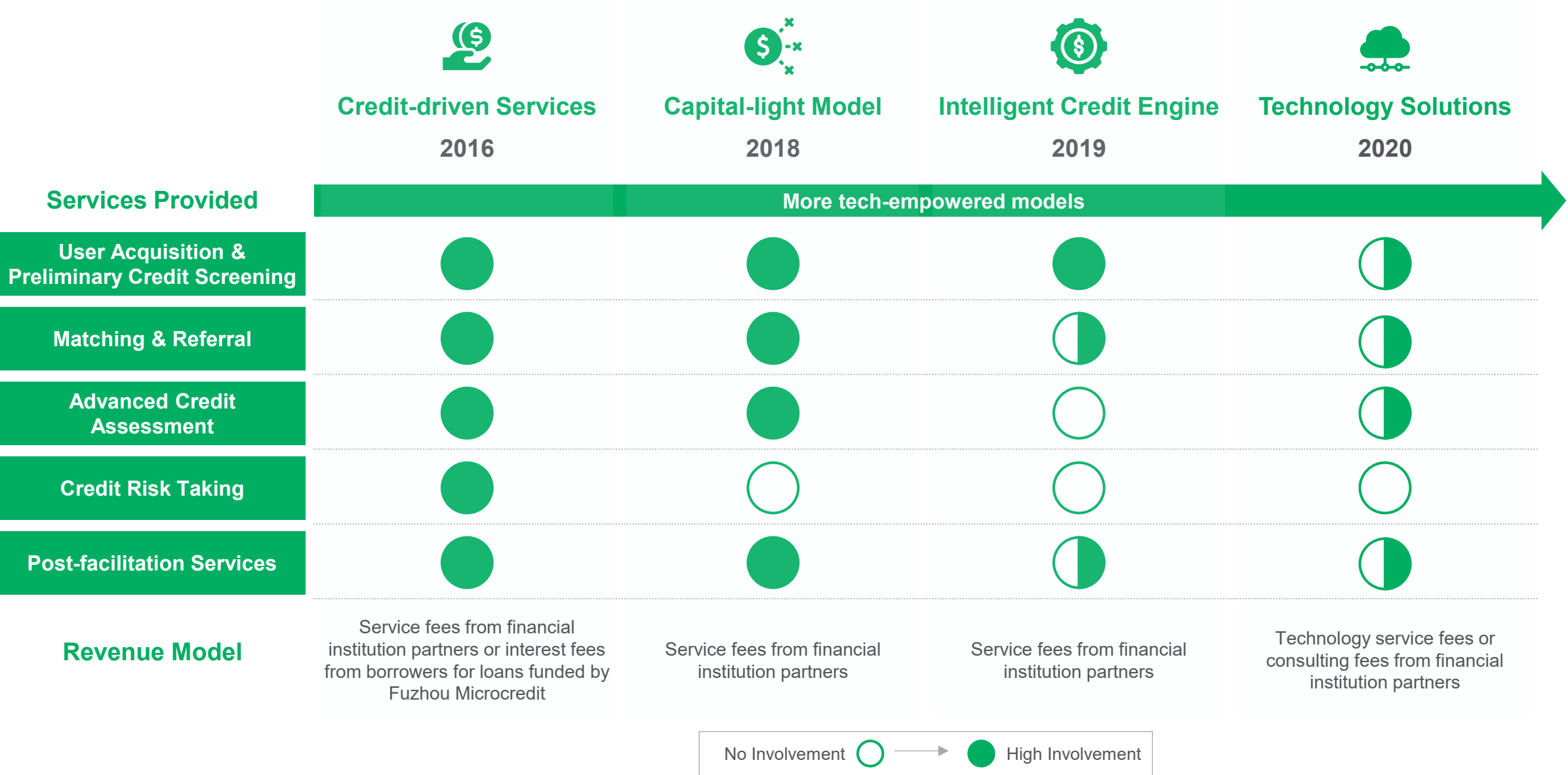
Notes: (1) Refers to Intelligence Credit Engine. (2) Cumulative number as of September 30, 2025.

# ...to Make Credit Accessible and Affordable to Underserved Borrowers



Notes: (1) Data based on cumulative users with approved credit lines as of September 30, 2025. (2) 3Q25 data. (3) Refer to the users who possess a credit card or have a mortgage or auto loan, and have made at least one repayment within 6 months prior to the date when the credit line was granted.

# Our Solutions



# Multichannel and Efficient User Acquisition With a Broad User Base



## AI-powered Online Advertising

- Partner with leading internet traffic platforms
- RTA-DMP Marketing System enables efficient user acquisition
- Acquire users across all online life and business scenarios

## Embedded Finance

- 74 embedded finance channel partners, including leading internet traffic platforms / payment / e-commerce / ride-hailing / smart phone companies / financial institutions

## Borrower Referral and Offline Promotion

- Robust borrower referral programs
- On-the-ground sales force targeting users with more sophisticated credit demand

**62.1 million**

cumulative users with approved credit lines

**38.1 million**

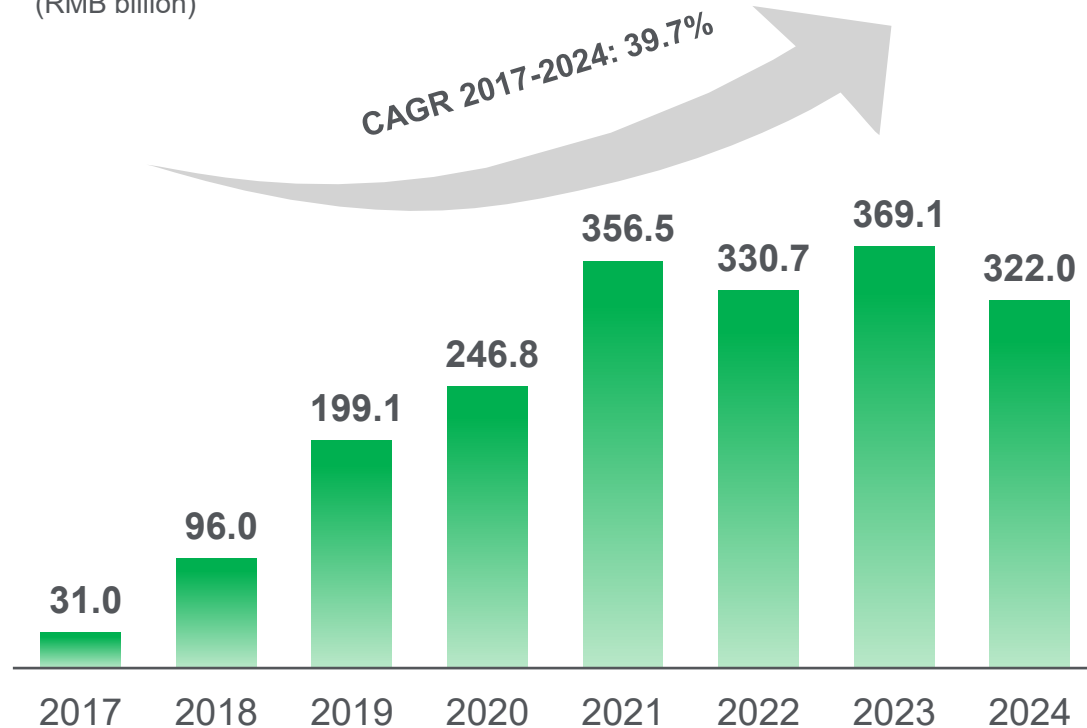
cumulative borrowers

# Proven Track Record of Consistent Execution with Stable Asset Quality

## Our Track Record

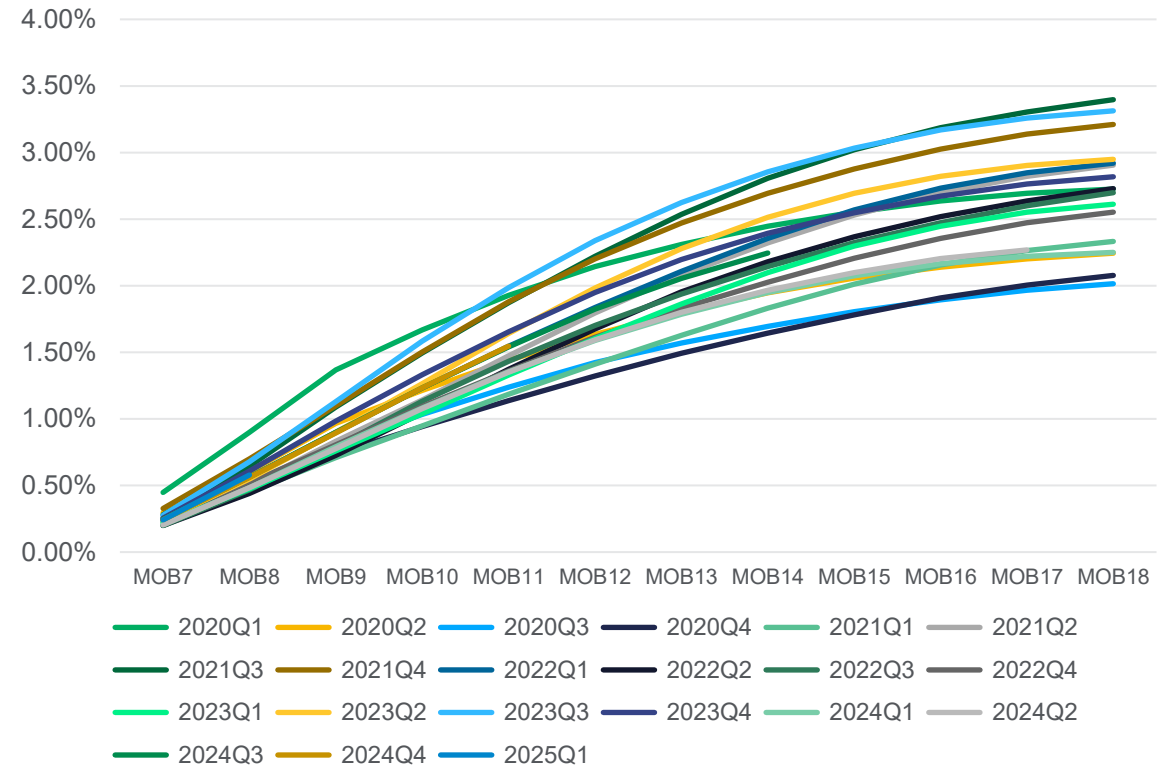
### Loan Facilitation Volume<sup>(1)</sup>

(RMB billion)



### 180 Day+ Delinquency Rates by Vintage<sup>(2)</sup>

(As of September 30, 2025)

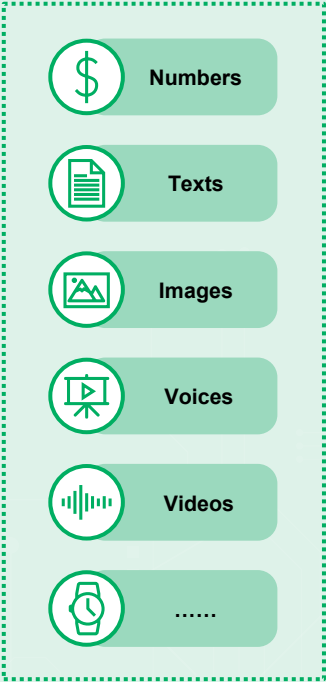


Note: (1) Refers to the total principal amount of loans facilitated and originated during the given period, including the loan volume under credit driven services, capital-light model, Intelligence Credit Engine ("ICE") and total technology solutions. (2) a percentage, which is equal to (i) the total amount of principal for all loans facilitated by our Group in a fiscal quarter that become delinquent for more than 180 days, less the total amount of recovered past due principal for all loans facilitated by our Group that were delinquent for more than 180 days in the same fiscal quarter, divided by (ii) the total initial principal amount of loans facilitated by our Group in such fiscal quarter; loans under Intelligent Credit Engine and total technology solutions are not included in the delinquency rate calculation.

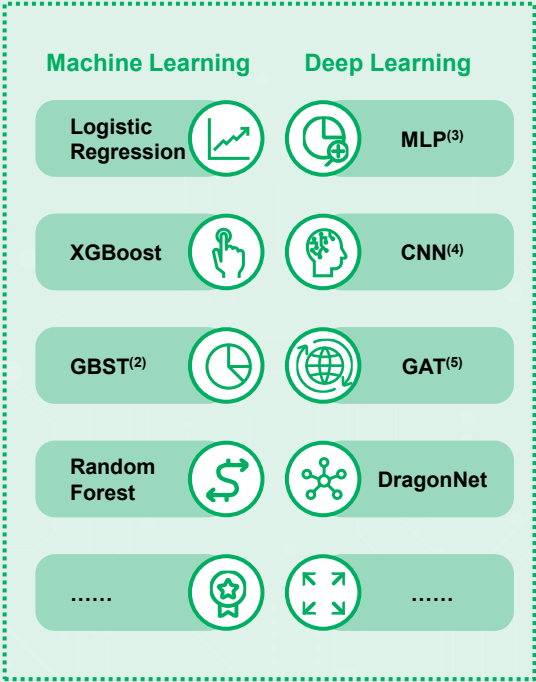
# AI-Empowered Credit Assessment Capabilities Create Dual Flywheel Effect

## Superior AI-driven Credit Assessment Engine (Argus)...

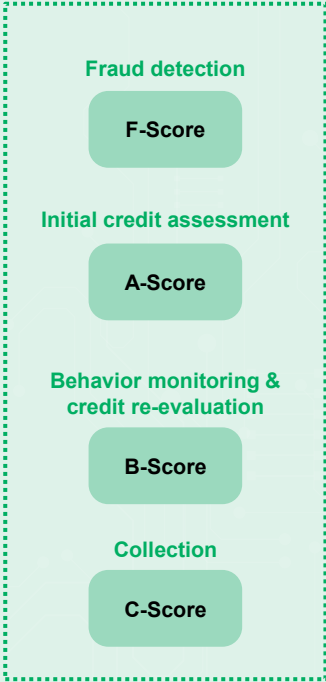
270 mm+ users<sup>(1)</sup> with multimodal insights



2,500+ models enabled with cutting-edge technologies



Proprietary credit score system output



## ... Reinforcing Flywheel Effect



99%+ of loan applications processed automatically



730k+ data dimensions

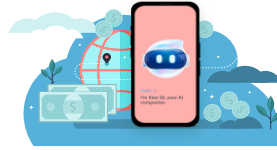


690+ model iterations

Notes: Data as of September 30, 2025 unless otherwise specified. (1) Refers to cumulative registered users across our platform. (2) GBST refers to optimized distributed gradient boosting survival trees library that is implemented by Qfin based on XGBoost. (3) MLP refers to Multilayer Perceptron. (4) CNN refers to Convolutional Neural Network. (5) GAT refers to Graph Attention Network.

# Ubiquitous AI Application in Our Business Operations

## Xiao Qi



- ✓ **7x24** Personalized Intelligent Services
- ✓ Accurately **understands and predicts** users' financial and non-financial needs

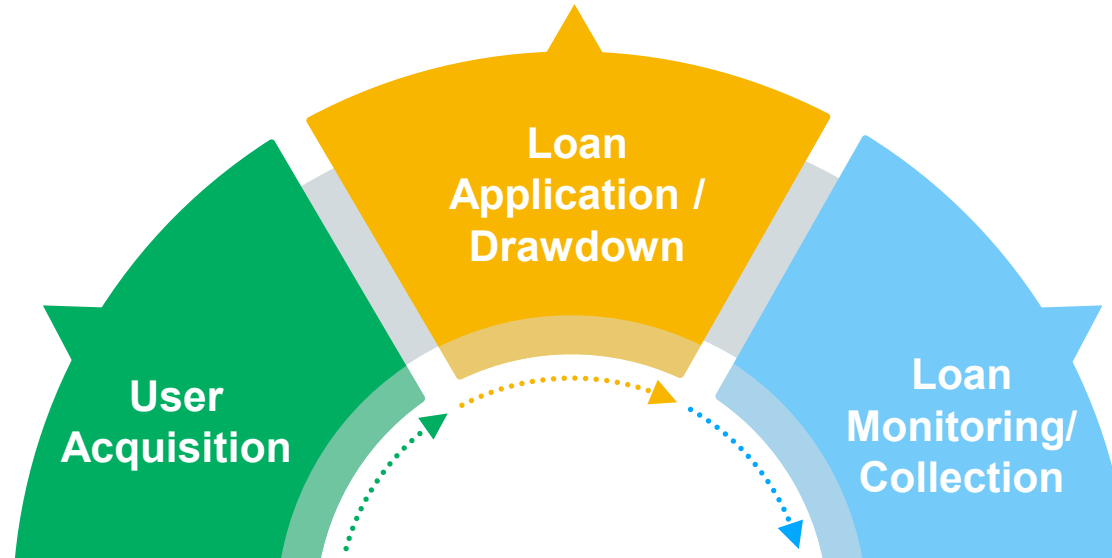
## Intelligent Marketing

- ✓ **74%** of graphics & **27%** of videos for marketing are generated by are automated **AIGC**
- ✓ **40%** ad placements
- ✓ **25%** improvement in user outreach efficiency
- ✓ **10%** reduction in average cost per credit line user



## Copilot

- ✓ Seamlessly support post-credit service team
- ✓ Smart user profile recognition
- ✓ Talking points recommendation
- ✓ **84%** usage rate among agents
- ✓ **96.3%** recall rate and **98.8%** accuracy rate in key information extraction

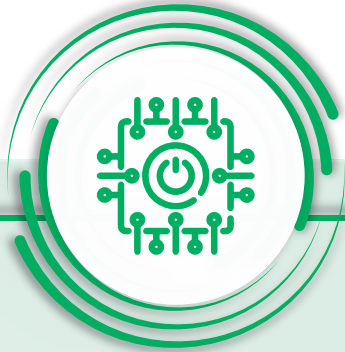


## Research and Development



- ✓ **30%** of codes are **auto-generated**

# Credit is a Natural and Perfect Use Case for AI Empowerment



**Massive data  
in digitally  
available form**  
for AI-powered business  
enablement



**Millions of  
repeating credit /  
repayment events**  
to train for constantly  
improving credit assessment



Frictionless customer  
experience with  
**automated  
loan process**



**Dramatic  
economic wins**  
for both lenders and  
consumers

# “One Core, Two Wings” Strategy

Our Vision: Becoming a Respected Global Fintech Company





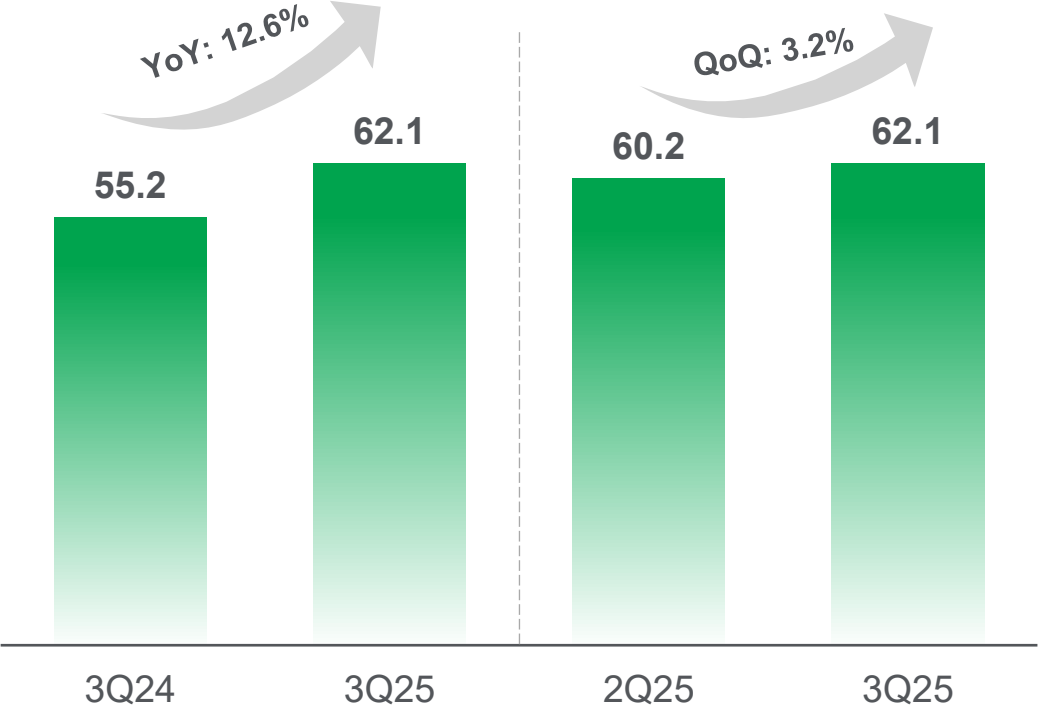
# Operational and Financial Data



# Consistently Expanding User Base

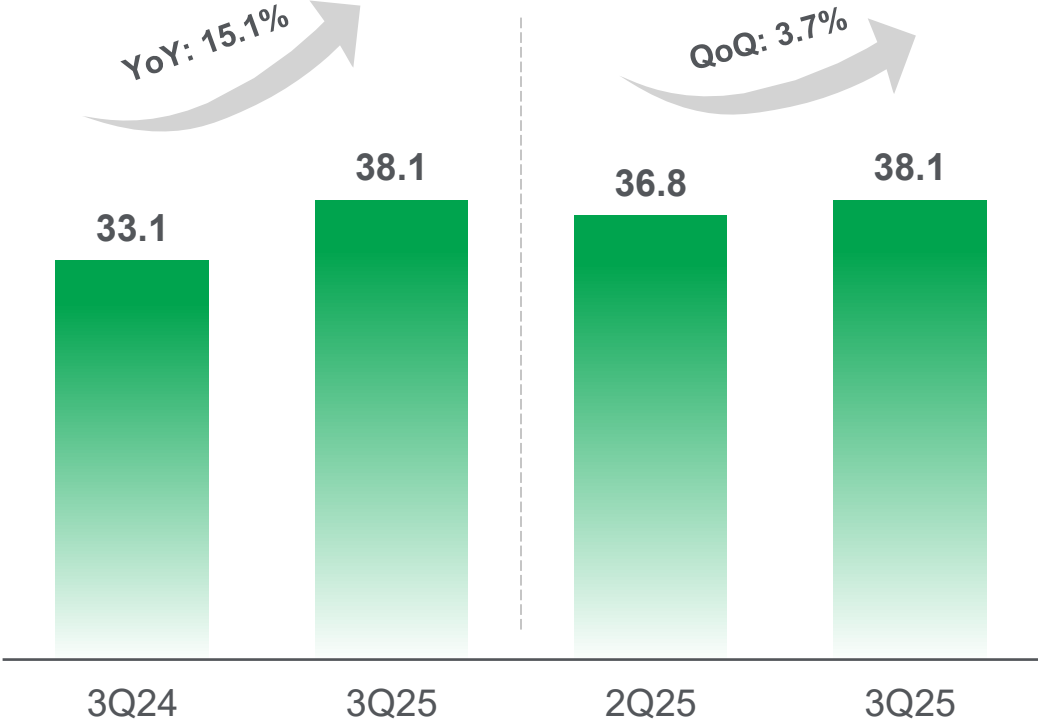
## Cumulative Users with Approved Credit Lines

(million)



## Cumulative Borrowers

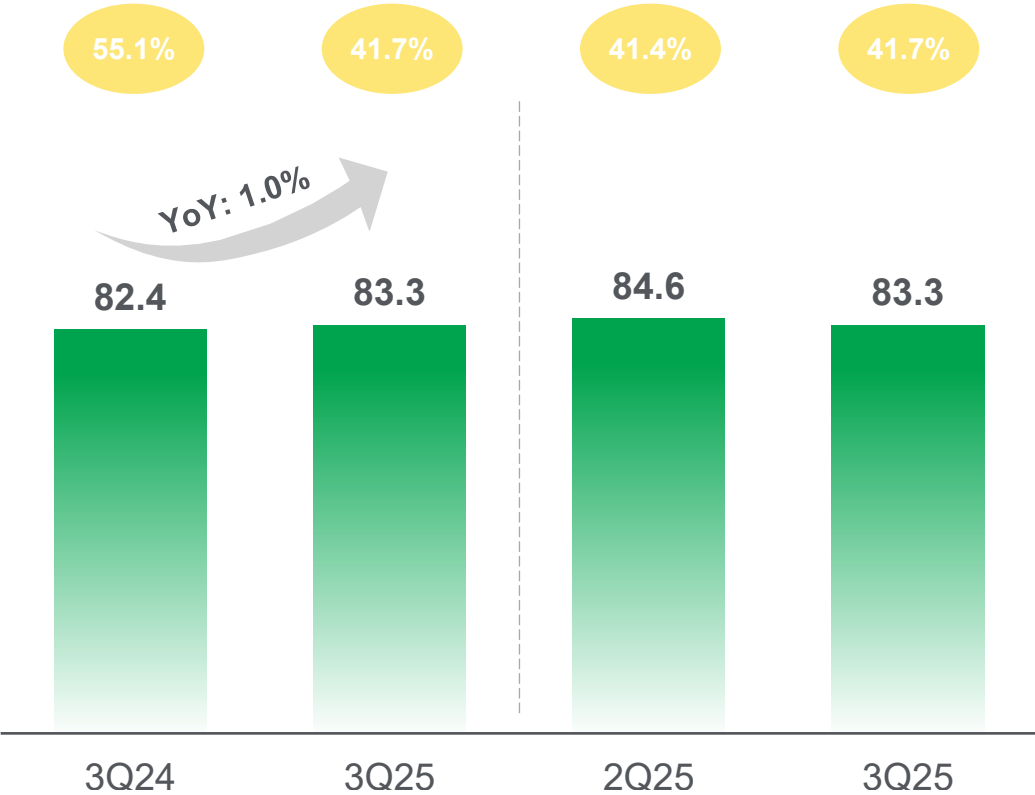
(million)



# Muted Loan Growth with Tightened Credit Standards

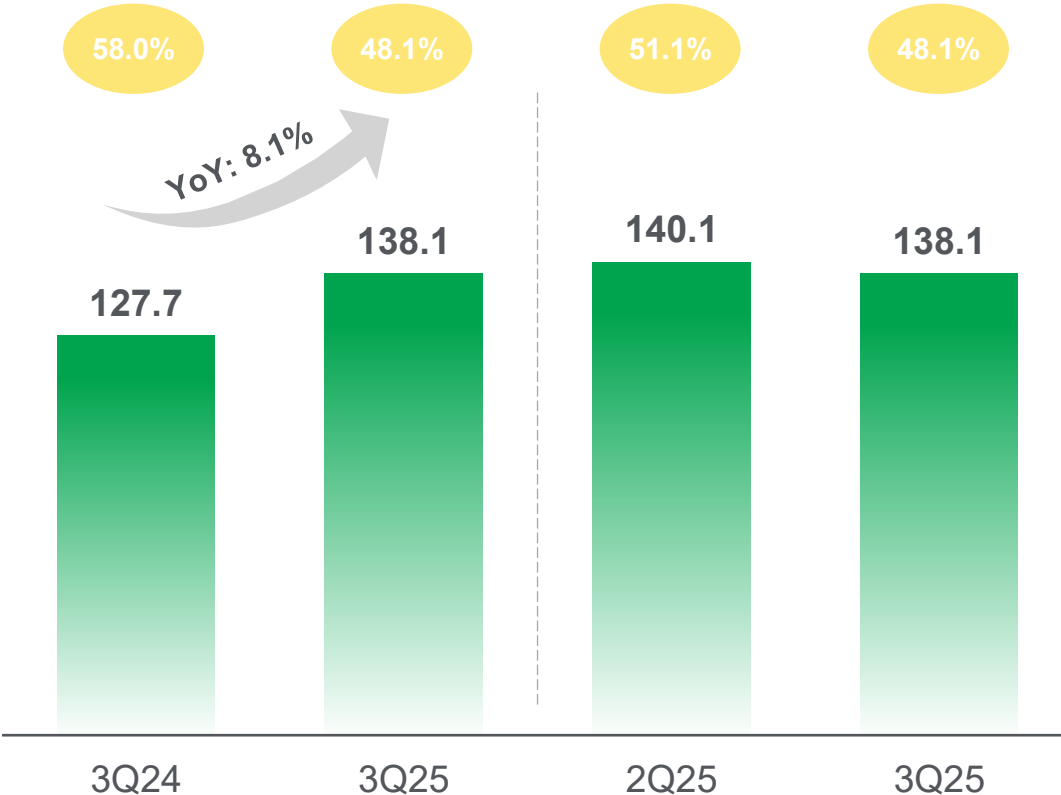
## Loan Facilitation Volume <sup>(1)</sup> (RMB billion)

*% of platform services' contribution*



## Outstanding Loan Balance <sup>(2)</sup> (RMB billion)

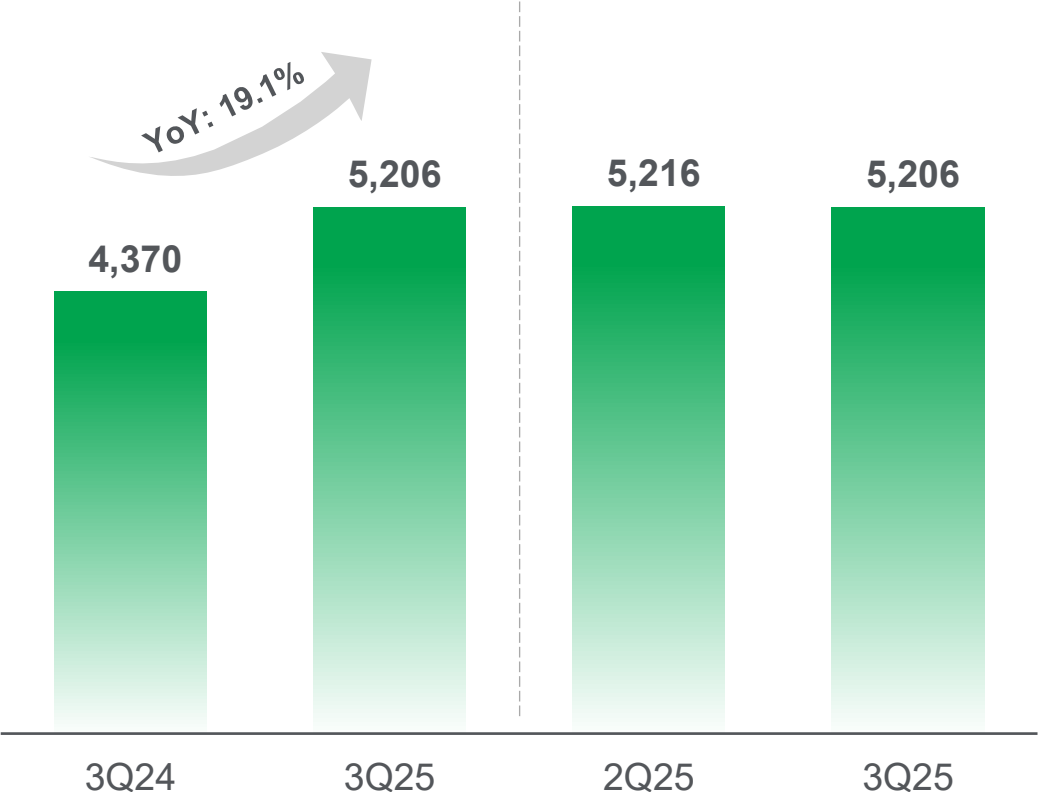
*% of platform services' contribution*



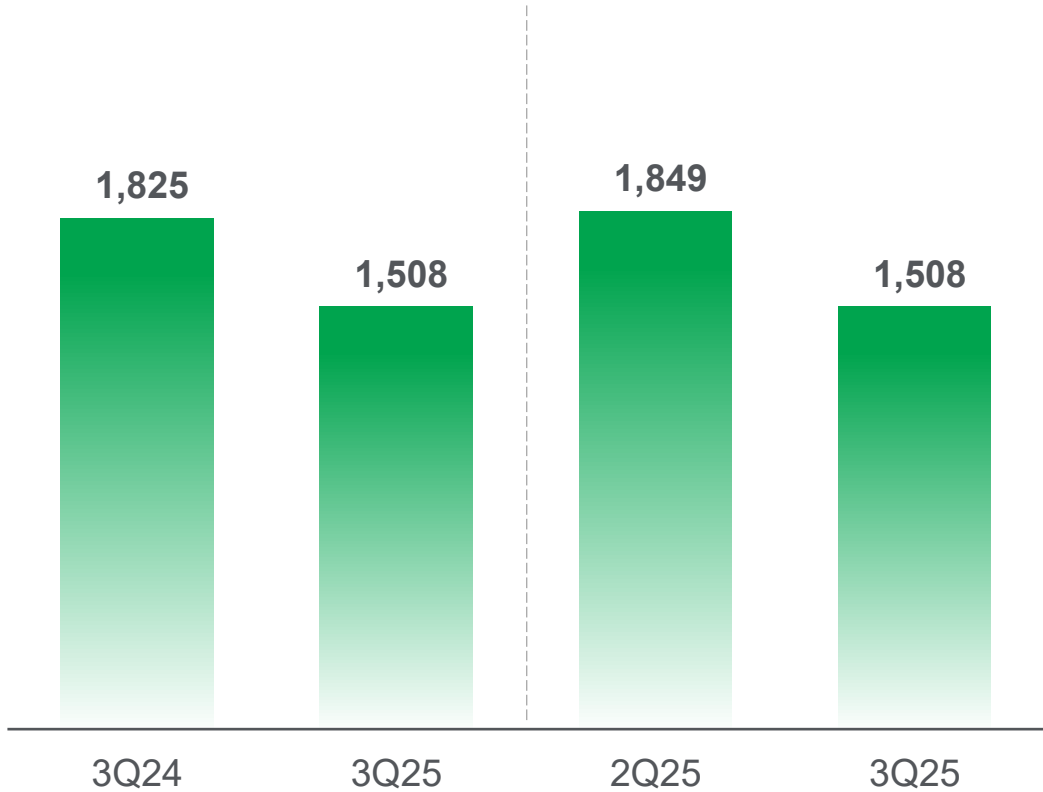
Notes: (1) Refers to the total principal amount of loans facilitated and originated during the given period, including the loan volume under credit driven services, capital-light model, Intelligence Credit Engine (“ICE”) and total technology solutions. (2) Refers to the total amount of principal outstanding for loans facilitated and originated at the end of each period, including the loan balance under credit-driven services, capital-light model, Intelligence Credit Engine (“ICE”) and total technology solutions, excluding loans delinquent for more than 180 days.

# Lower Profitability Driven by Increased Credit Cost

**Total Net Revenue**  
(RMB million)



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

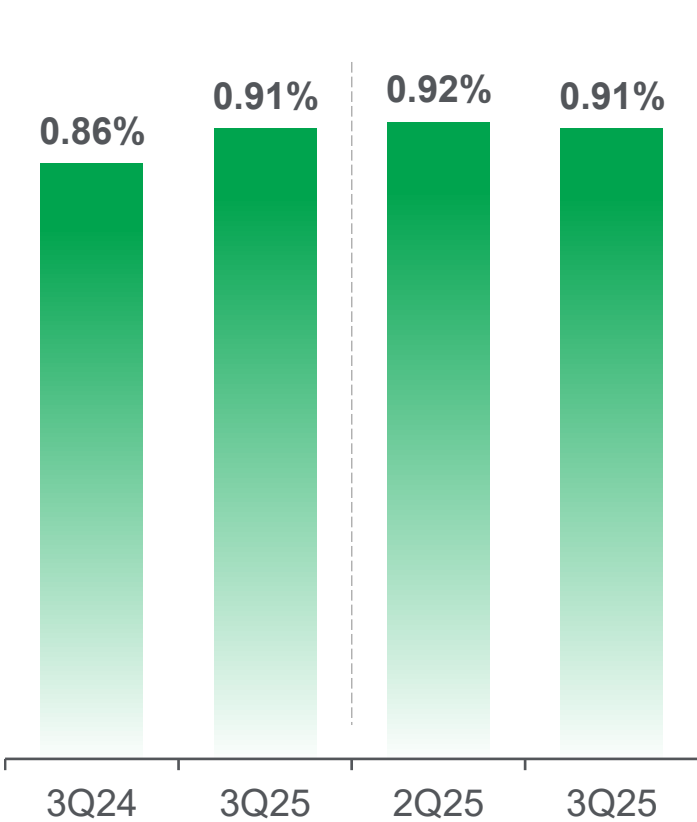


Notes: (1) Excluding share-based compensation expenses.

# Stable Operating Expenses

## Facilitation, Origination and Servicing Expense

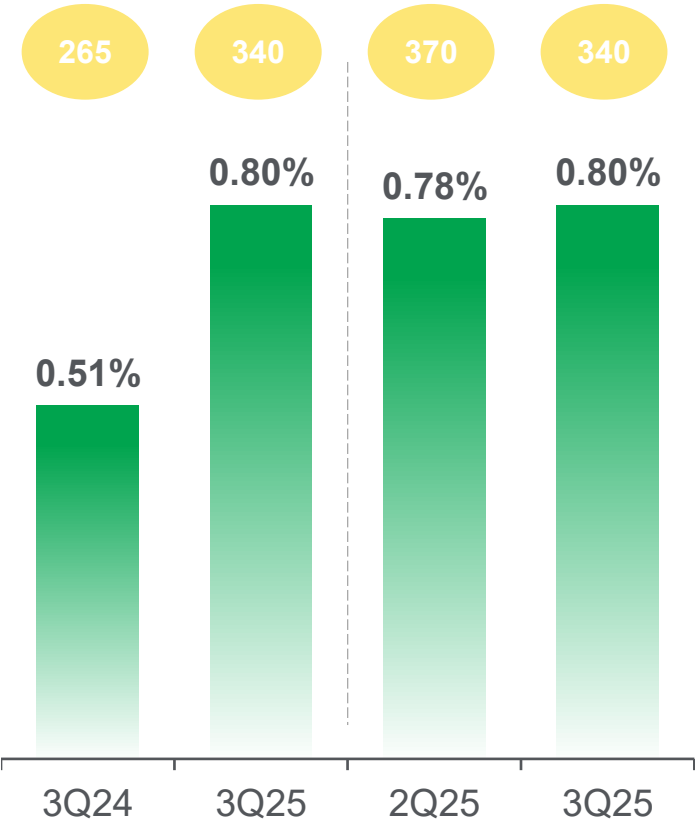
(% of Loan Facilitation Volume<sup>(1)</sup>)



## Sales and Marketing Expense

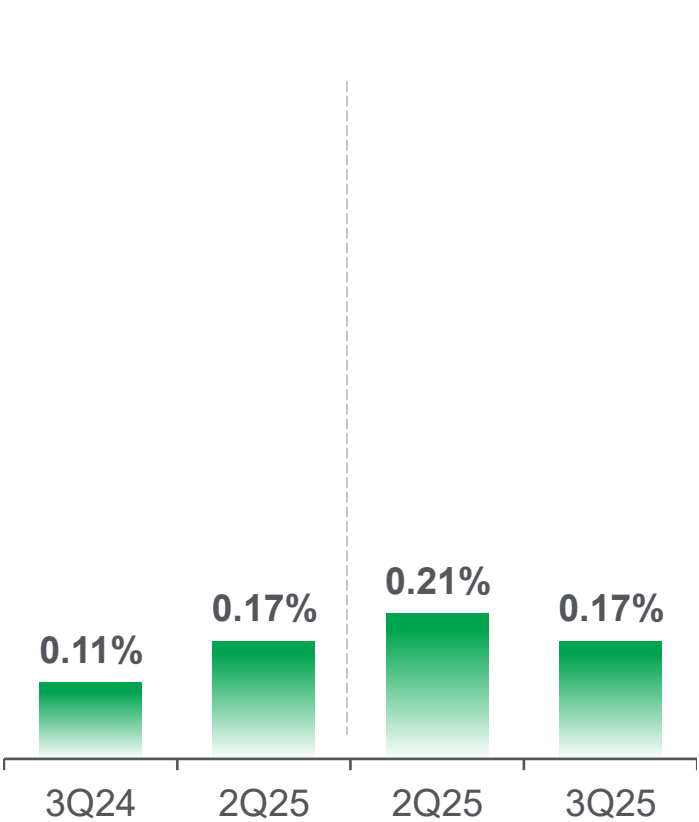
(% of Loan Facilitation Volume<sup>(1)</sup>)

User Acquisition Costs(RMB)<sup>(2)</sup>



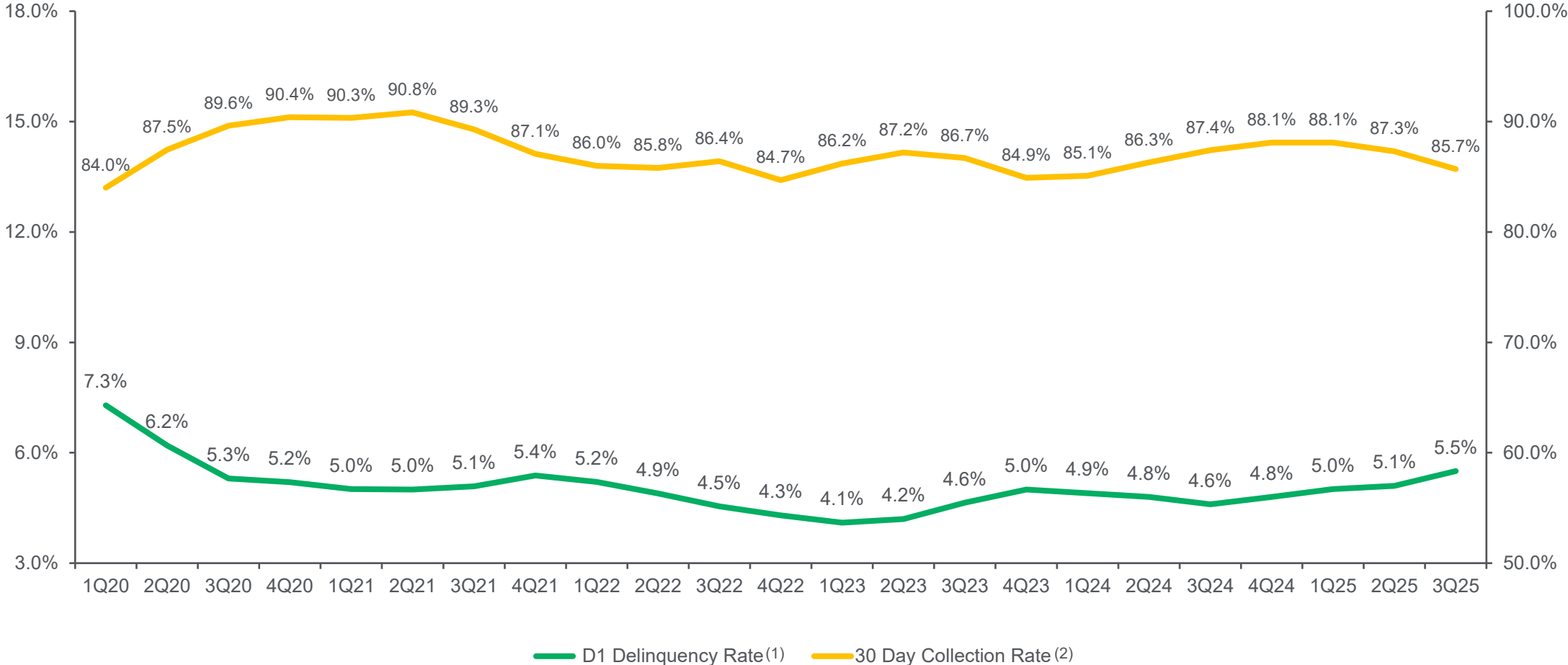
## General and Administrative Expense

(% of Loan Facilitation Volume<sup>(1)</sup>)



Note: (1) Refers to the total principal amount of loans facilitated and originated during the given period, including the loan volume under credit driven services, capital-light model, Intelligence Credit Engine (“ICE”) and total technology solutions. (2) Acquisition cost per user with approved credit lines.

# Volatility in Risk Performance Amid Challenging Industry Dynamics



Notes: (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) 30 day collection rate is defined as (i) the amount of principal that is repaid in one month among the total amount of principal that is overdue as of a specified date, divided by (ii) the total amount of principal that is overdue as of such specified date.

**THANK YOU**