

March 2024



Q4 and Full Year 2023 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 2023

One of the Leading Consumer Credit-Tech Platforms in China

50.9 million

Cumulative Users with
Approved Credit Lines⁽¹⁾

157

Cumulative Financial
Institution Partners⁽¹⁾

RMB475.8 billion

Loan Facilitation Volume in 2023

15.4%

YoY growth

RMB4,454 million

Non-GAAP Net Income in 2023⁽²⁾

21.9%

Non-GAAP ROE⁽³⁾



Notes: (1) Data as of December 31, 2023. (2) Excluding share-based compensation expenses. (3) Non-GAAP ROE refers to (i) the FY23 Non-GAAP net income attributed to the Company, divided by (ii) the average shareholder's equity of December 31, 2022 and December 31, 2023.

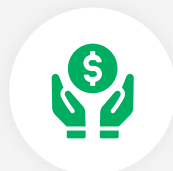
Committed to Returning to Shareholders

2023 Dividend Distribution and Execution of Share Repurchases



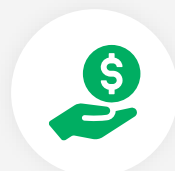
\$170 million

Estimated aggregate cash dividends for FY2023⁽¹⁾



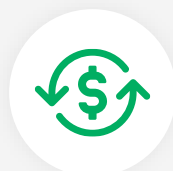
\$132 million

Approximate aggregate value, inclusive of commissions, of ADSs repurchased since the launch of the Share Repurchase Plan in June 2023 to March 12, 2024



7.1%

Dividend yield⁽²⁾



5.2%

Share count reduction through buyback from June 20, 2023 to March 12, 2024⁽³⁾

New Share Repurchase Plan and Recurring Dividend Policy

Up to **\$350 million**

Share repurchase plan, effective over the next 12 months from April 1, 2024



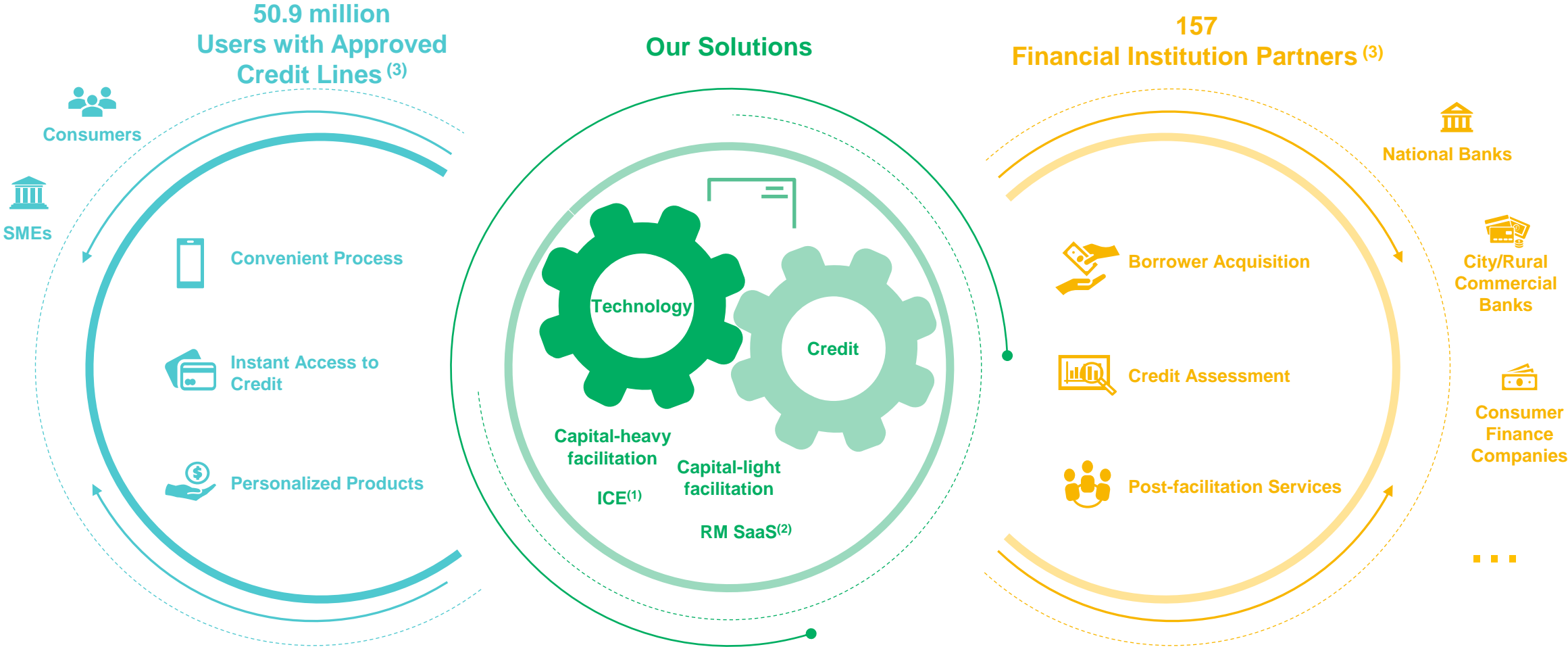
20-30%

Dividend payout ratio for FY2024⁽⁴⁾



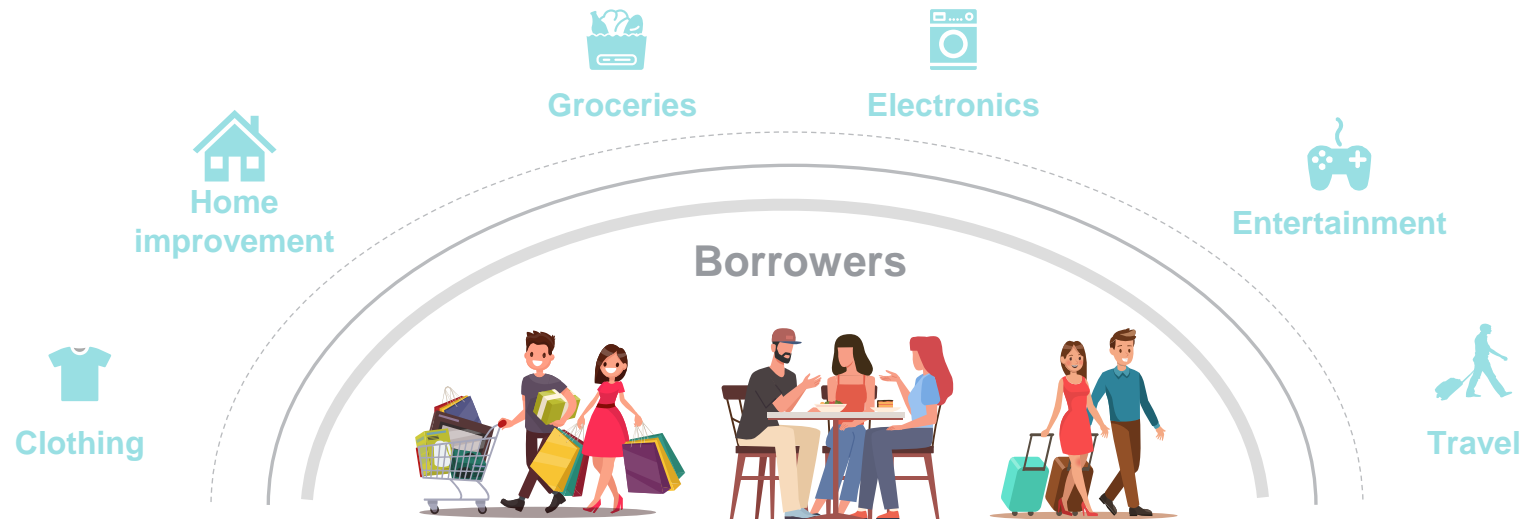
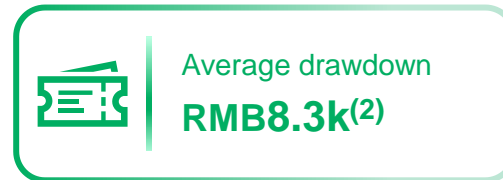
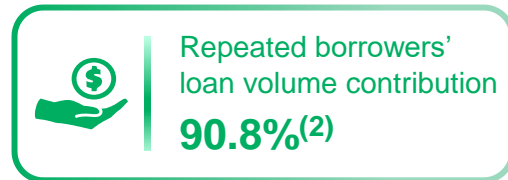
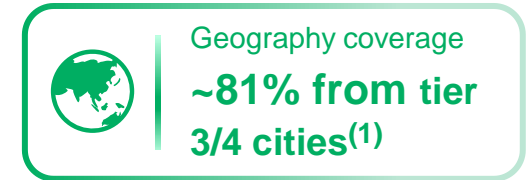
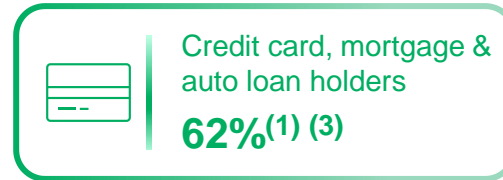
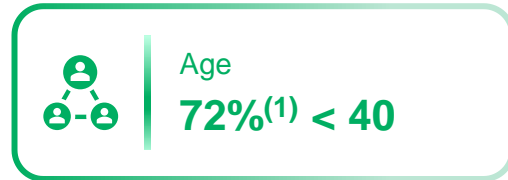
Notes: (1) Estimated aggregate cash dividends for FY2023 includes the value of actual dividend distribution for the first half of 2023 and estimated dividend distribution for the second half of 2023. (2) Dividend yield refers to (i) the sum of dividends per ADS in the first and the second half of 2023, divided by (ii) the share price of \$15.20 per ADS as of March 11, 2024. (3) Share count reduction refers to (i) the total number of ADSs repurchased from June 20, 2023 to March 12, 2024, divided by (ii) the number of ADSs as of June 19, 2023, excluding the effects of ESOP. (4) The Company will continue to declare and distribute a recurring cash dividend semi-annually, at an amount equivalent to approximately 20% to 30% of the Company's GAAP net income after tax for the previous six-month period. The determination to make dividend distributions and the exact amount of such distributions in any particular six-month period will be based upon the Company's operations and financial conditions, and other relevant factors, and subject to adjustment and determination by the Board.

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



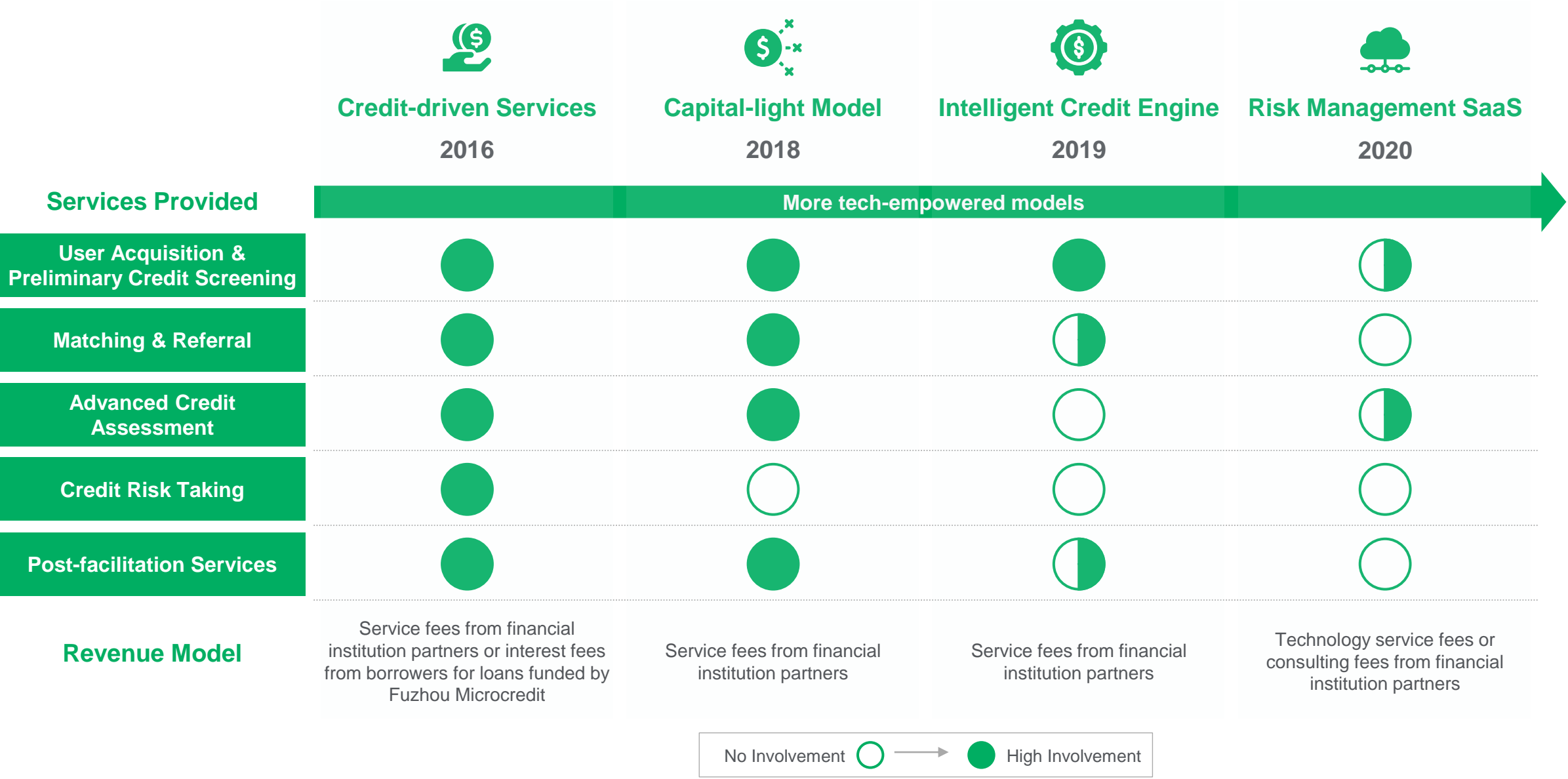
Notes: (1) Refers to Intelligence Credit Engine. (2) Refers to Risk management Software-as-a-Service. (3) Cumulative number as of December 31, 2023.

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

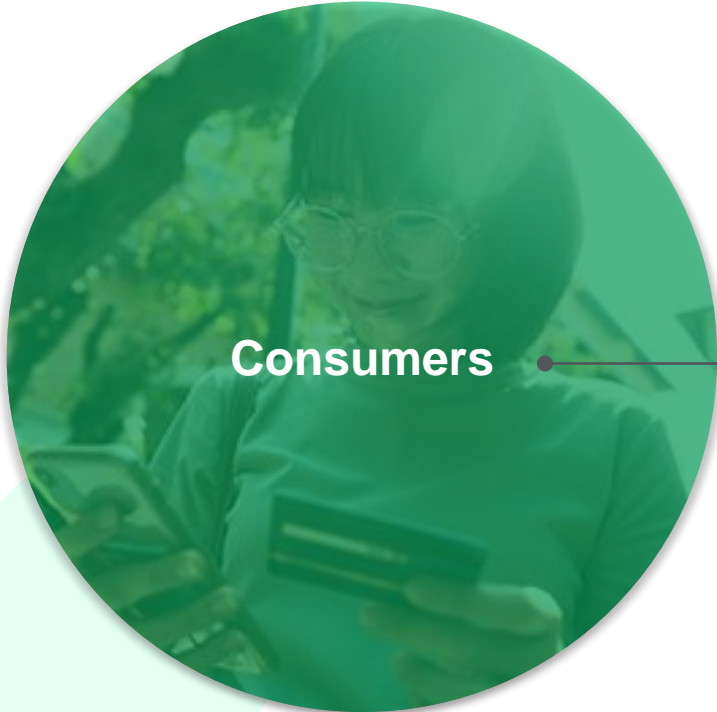


Notes: (1) Data based on cumulative users with approved credit lines as of December 31, 2023. (2) 4Q23 data. (3) Refer to the users who possess a credit card or have a mortgage or auto loan, and have made at least one repayment within 6 months prior to the date when the credit line was granted.

Our Solutions



Our Addressable Market



Consumers



Consumer Credit-Tech Market in China ⁽¹⁾

2021

RMB5.2 trillion

2021-2026E
CAGR

9.2%



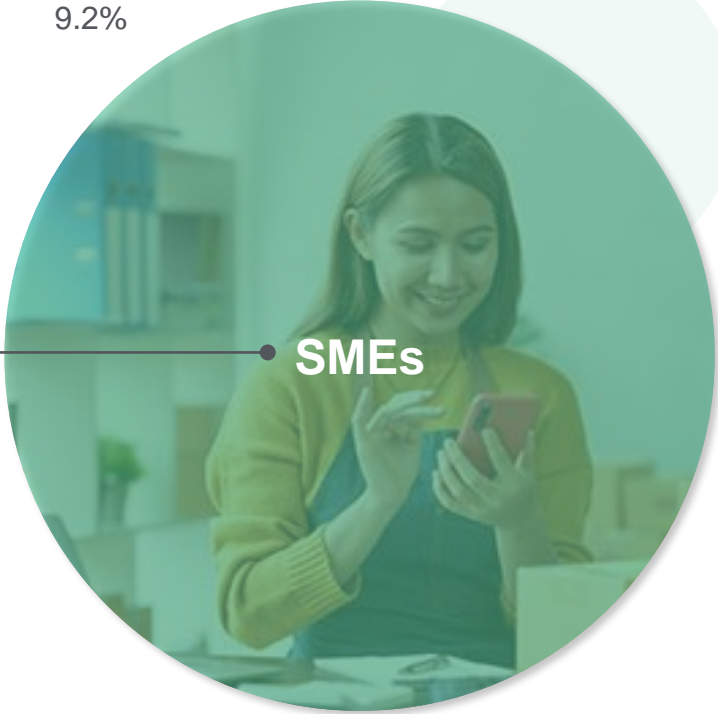
SME Credit-Tech Market in China ⁽²⁾

2021

RMB6.0 trillion

2021-2026E
CAGR

35.9%



SMEs

Source: iResearch Report.

Notes: (1) The size of the consumer Credit-Tech market in China refers to the total outstanding balance of online consumer loans offered by traditional financial institutions and Credit-Tech platforms. (2) The size of the SME Credit-Tech market in China refers to the total outstanding balance of online SME loans with approved credit line below RMB1 million offered by traditional financial institutions and Credit-Tech platforms.

Multichannel and Efficient User Acquisition With a Broad User Base



50.9 million

cumulative users with approved credit lines

30.4 million

cumulative borrowers



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

- Have partnered with 40 leading online platforms cumulatively, including leading short-form video / payment / e-commerce / ride-hailing / smart phone companies

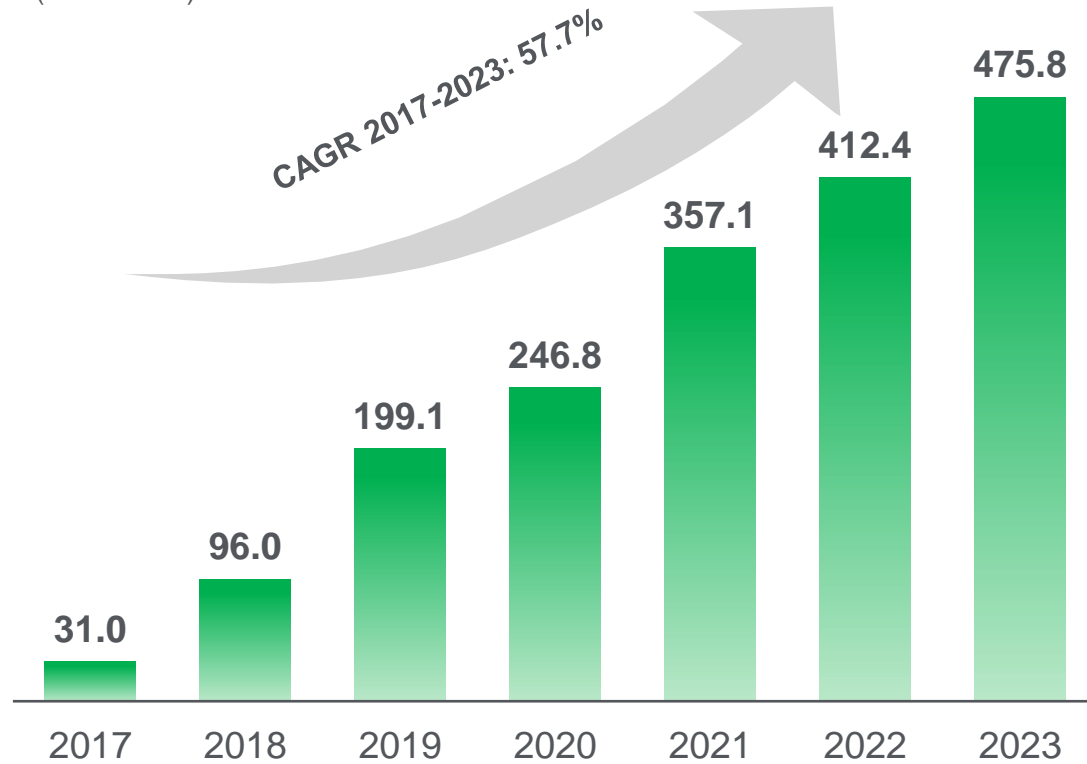
Borrower Referral and Offline Promotion

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

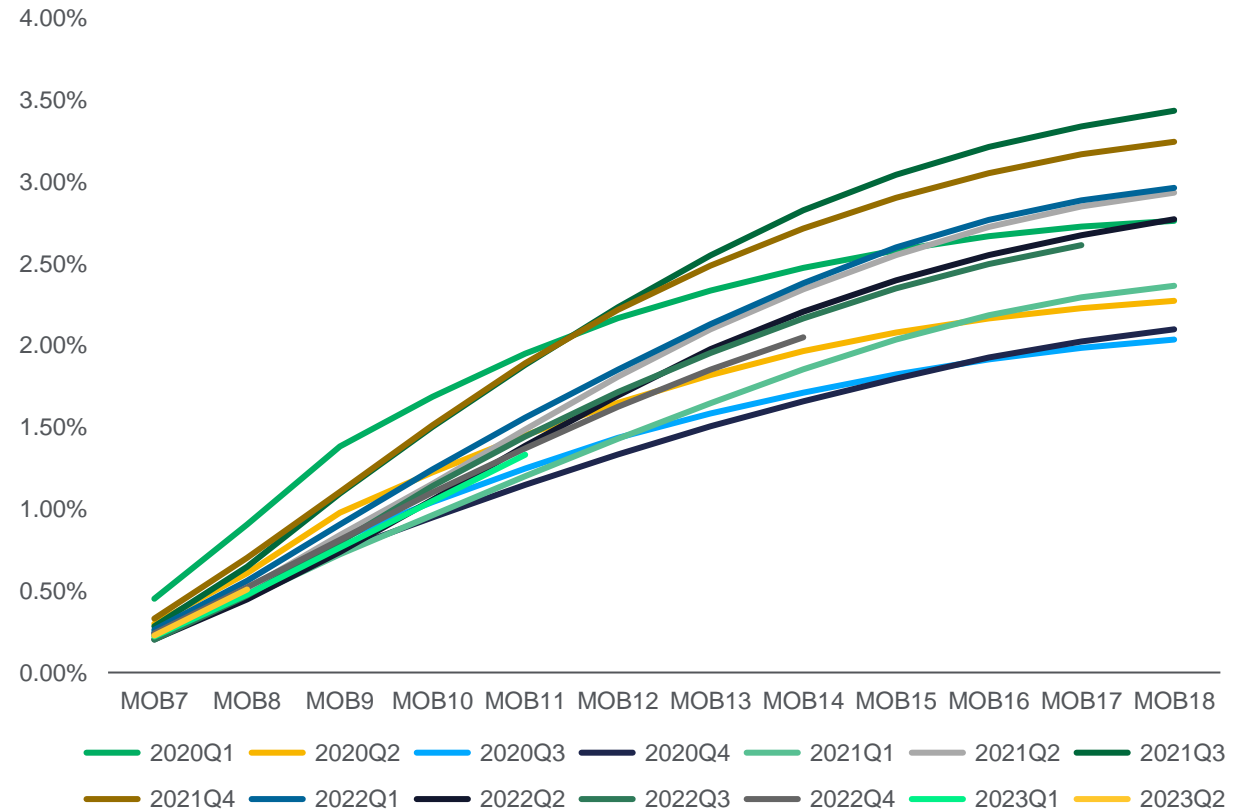
Proven Track Record of Continuous Growth with Stable Risk Performance

Our Track Record

Loan Facilitation Volume
(RMB billion)

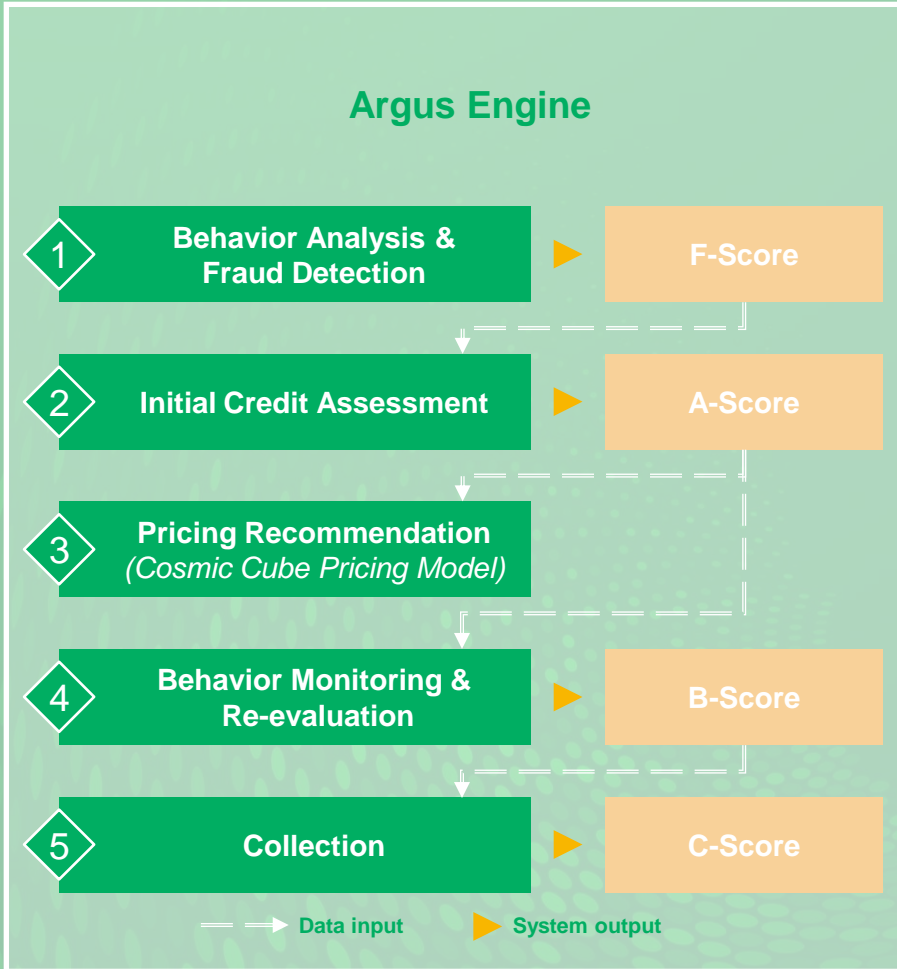


180 Day+ Delinquency Rates by Vintage (1)
(As of December 31, 2023)



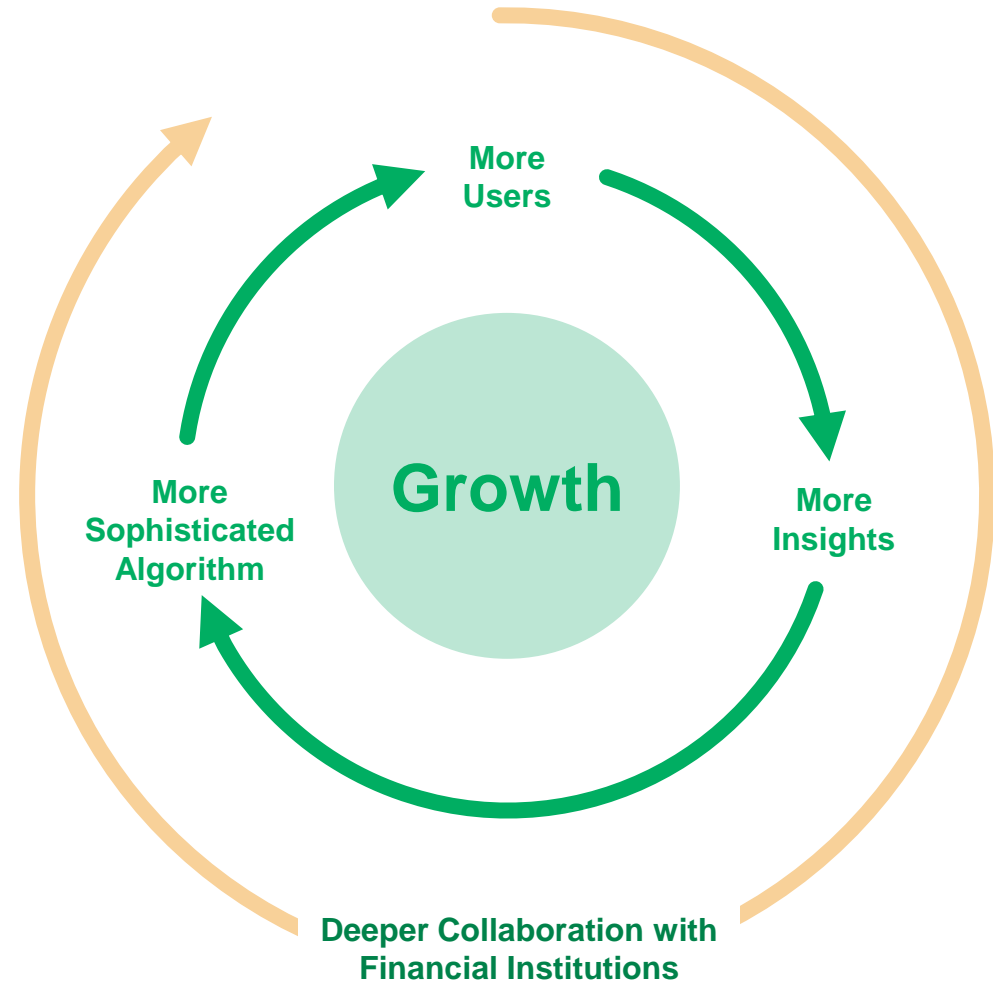
Note: (1) a percentage, which is equal to (i) the total amount of principal for all loans facilitated by our Group in a fiscal quarter that become delinquent for more than 180 days, less the total amount of recovered past due principal for all loans facilitated by our Group that were delinquent for more 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 other technology solutions are not included in the delinquency rate calculation.

AI-Empowered Credit Assessment Capabilities Create Dual Flywheel Effect



AI-empowered

Real-time graph engine



Our Business Model Evolves from Capital Driven to Tech Driven

Increasing Contribution from Platform Services⁽¹⁾ in Loan Facilitation Volume



Less constraint on capital

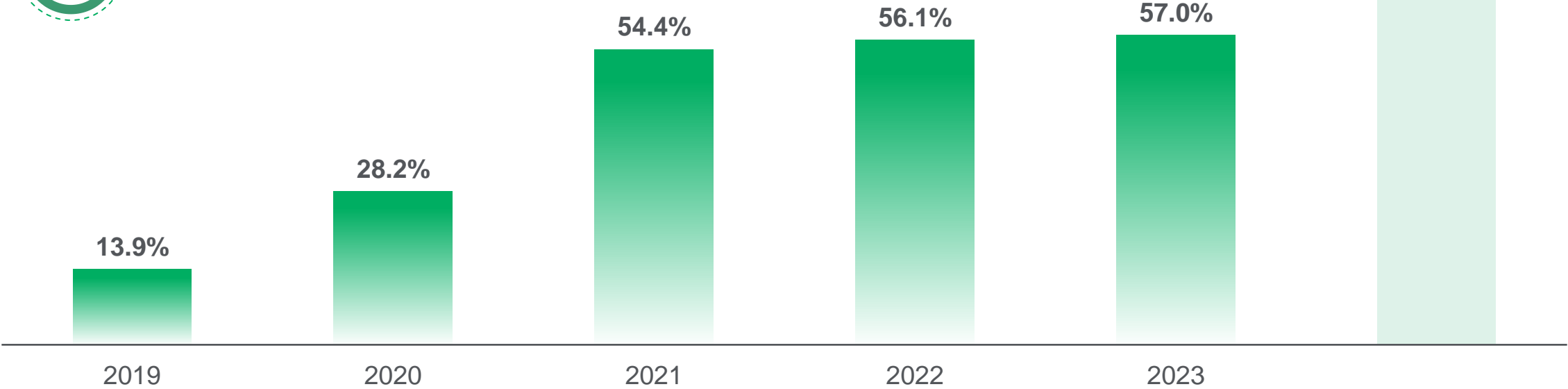


Less exposure to credit risks



Incremental market opportunities

Further increase in the long run



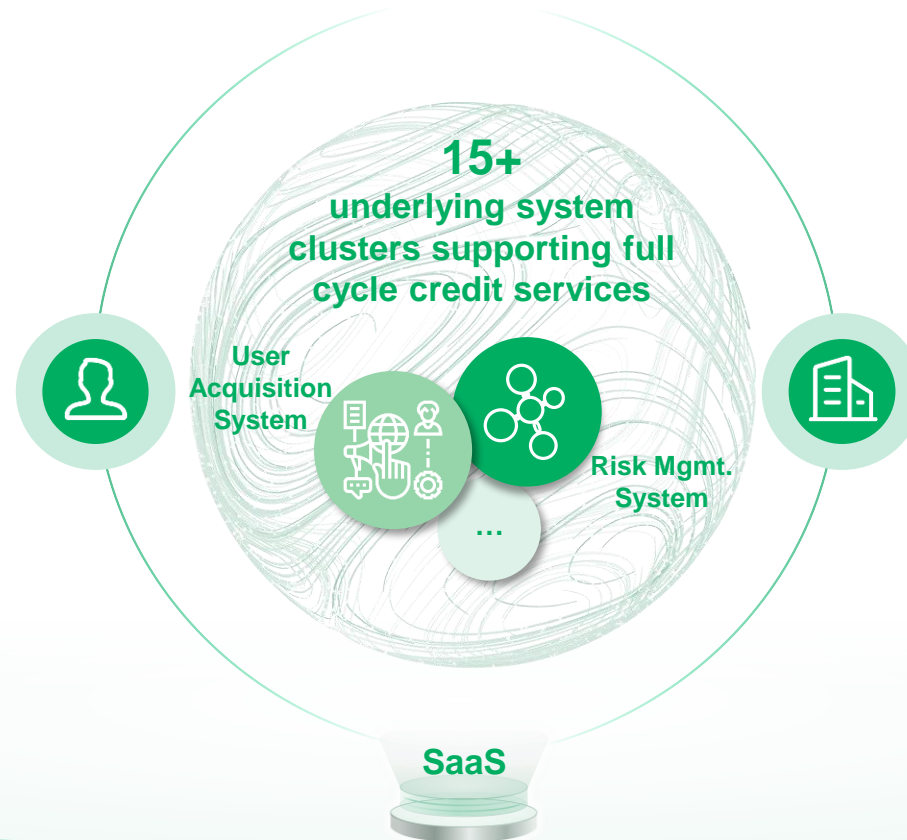
Note: (1) Platform services include capital-light model, ICE and other technology solutions

Our Advanced Tech Solutions to Empower Financial Institutions' Digital Transformation



Consumer Loan Technology Platform⁽¹⁾

- ✓ Iterative risk models, trained by the underlying consumer loan data samples of 360 Jietiao
- ✓ AI-refined user identification and acquisition capabilities to increase user outreach



MSME Lending Technology Platform⁽²⁾

- ✓ Cover 130+ industries and 95%+ of the MSME and self-employed occupations
- ✓ Integrate IPC credit model, Credit Factory process, and big data to enhance credit efficiency and risk management

3 Deployment Modes

Notes: (1) Consumer Loan Technology Platform supports full-cycle consumer credit services of financial institutions. (2) MSME refers to Micro, Small, and Medium Enterprises; MSME Lending Technology Platform supports full-cycle MSME credit services of financial institutions. (3) Data as of December 31, 2023.

Building for the Long Term

Foundation

Near-term initiatives

- Pursue quality growth by optimizing user mix and diversifying user acquisition channels
- Maintain a prudent approach to manage risks, finetune operations, and drive efficiency to improve profitability
- Refine capital allocation through a recurring dividend policy and proactive execution of the share repurchase plan

Expansion

Medium-term initiatives

- Strategically invest in the research and development of Artificial Intelligence (AI) and Large Language Model (LLM) technologies; improve efficiencies through the application of AI and LLM

Opportunities

Long-term initiatives

- Empower the digital transformation of financial institutions with a range of diversified and advanced technological solutions

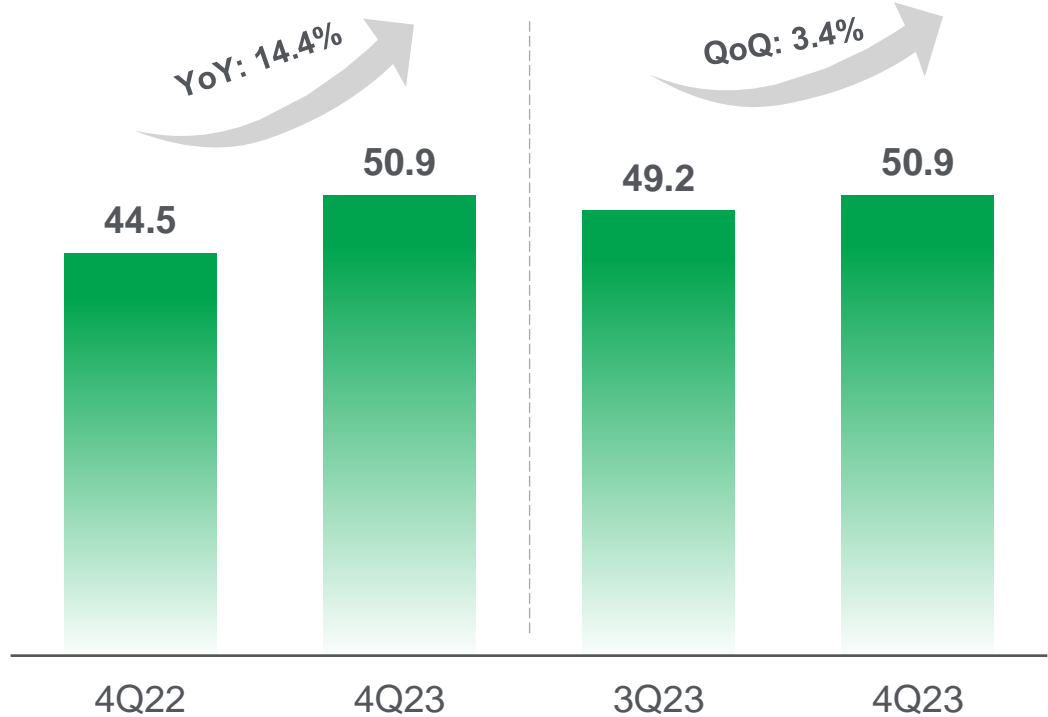
Operational and Financial Data



Continuous Expansion of User Base

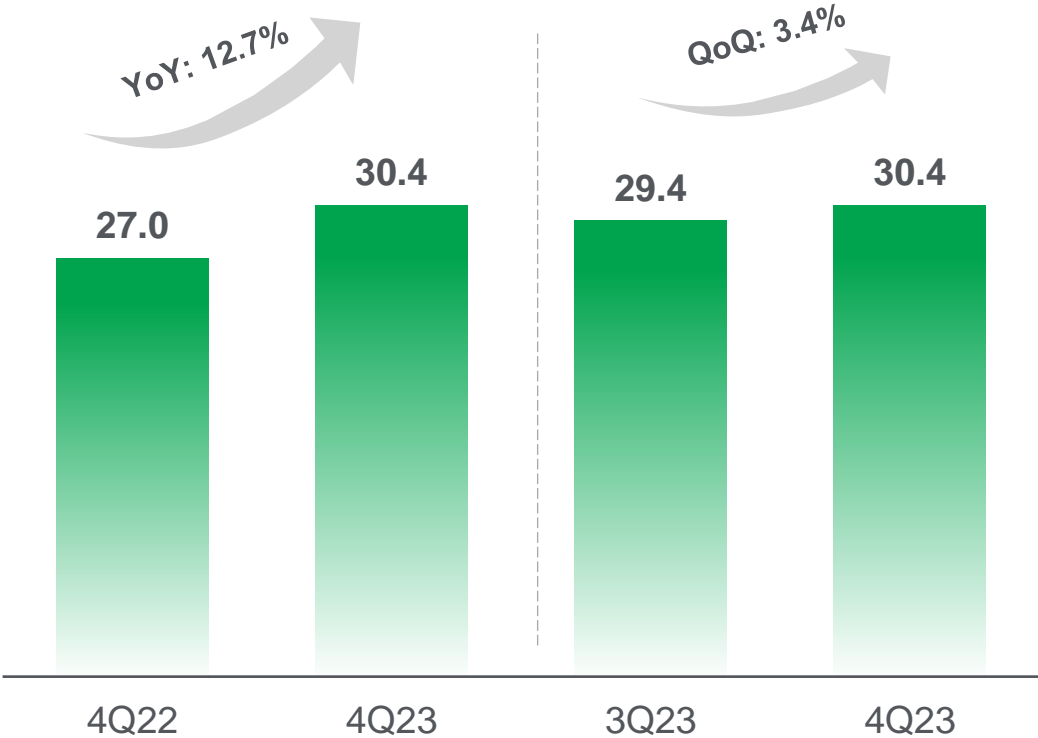
Cumulative Users with Approved Credit Lines

(million)



Cumulative Borrowers

(million)

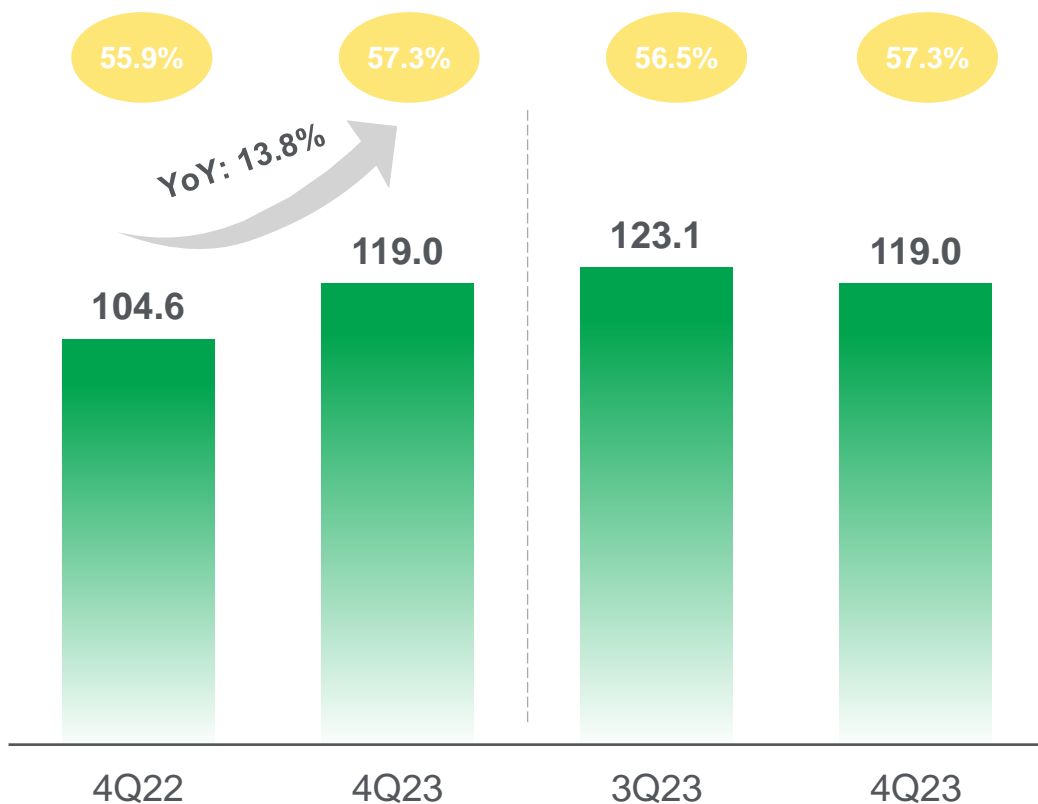


Decent Growth in Loan Facilitation Volume

Loan Facilitation Volume⁽¹⁾

(RMB billion)

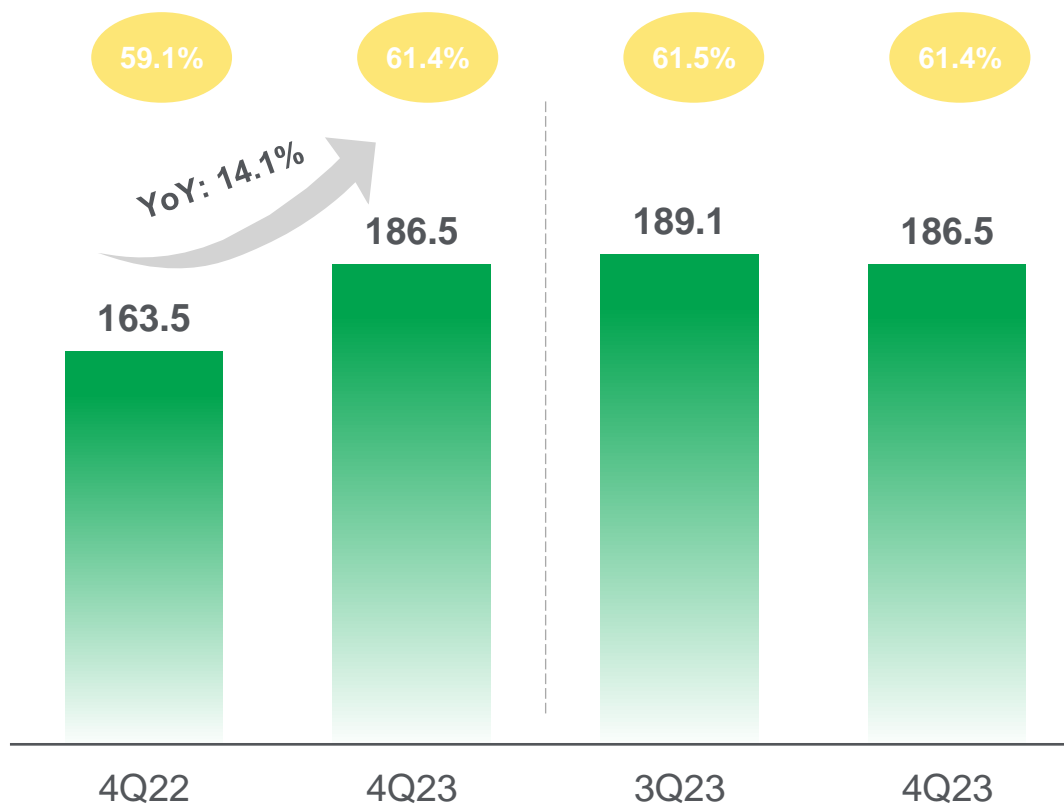
% of platform services' contribution



Outstanding Loan Balance⁽²⁾

(RMB billion)

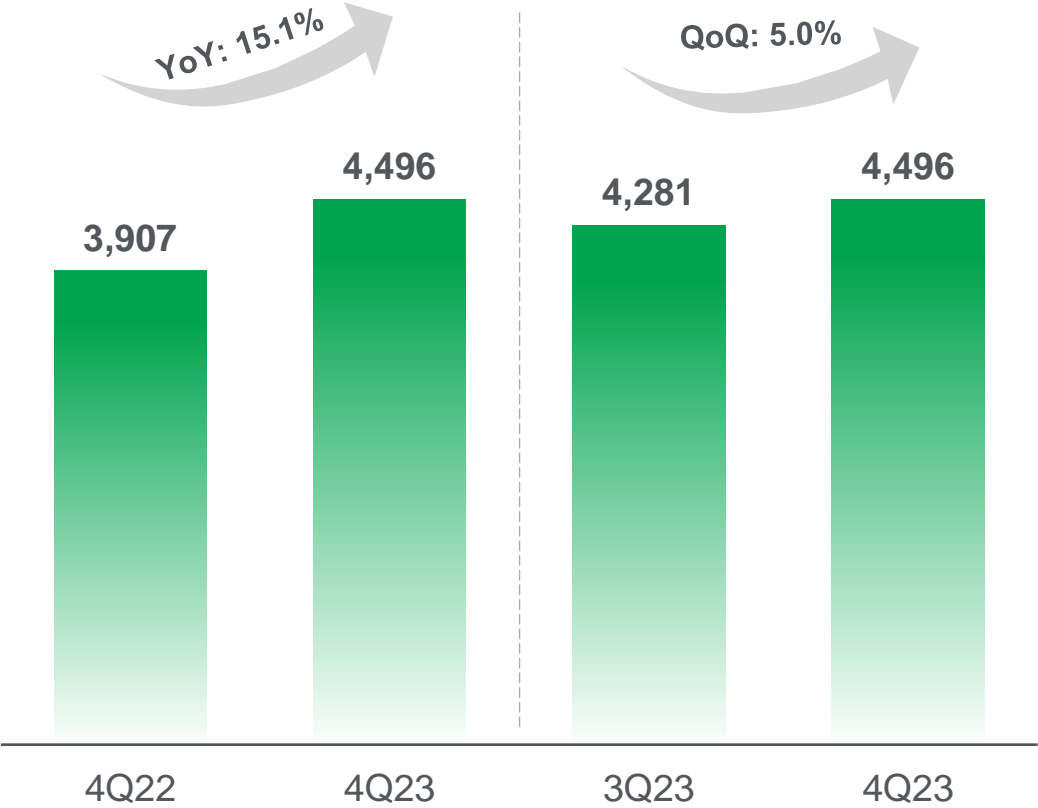
% of platform services' contribution



Notes: (1) Refers to the total principal amount of loans facilitated and originated during the given period, including loan volume facilitated through Intelligence Credit Engine ("ICE") and other technology solutions. (2) Refers to the total amount of principal outstanding for loans facilitated and originated at the end of each period, including loan balance for "ICE" and other technology solutions, excluding loans delinquent for more than 180 days.

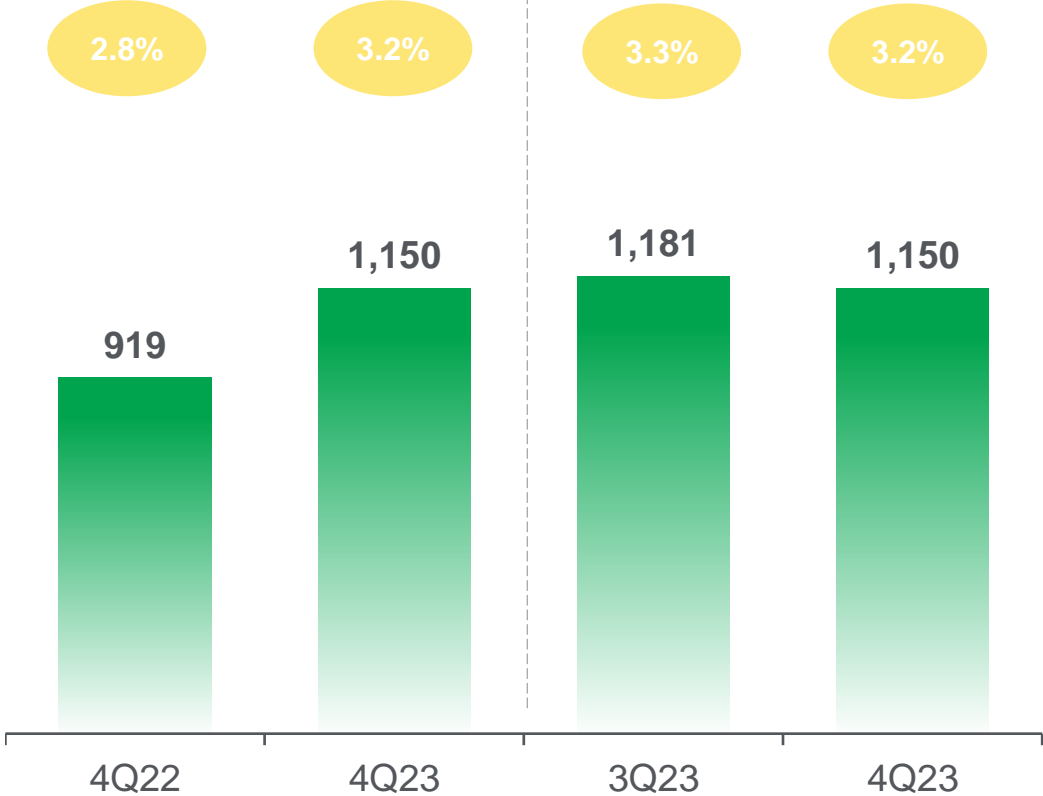
Solid Profitability Through Multiple Initiatives

Total Net Revenue
(RMB million)



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

% Net Take Rate(2)

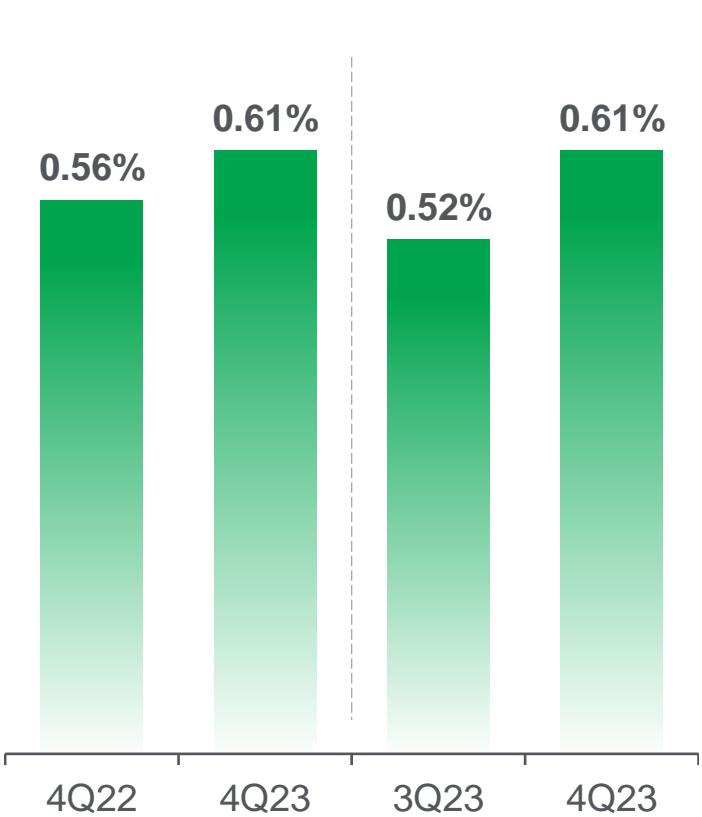


Notes: (1) Excluding share-based compensation expenses. (2) Net Take Rate refers to (i) the Non-GAAP net income, divided by (ii) the average outstanding loan balance of the beginning and the end of the quarter excluding other technology solutions.

Stabilized Operational Efficiency

Facilitation, Origination and Servicing Expense

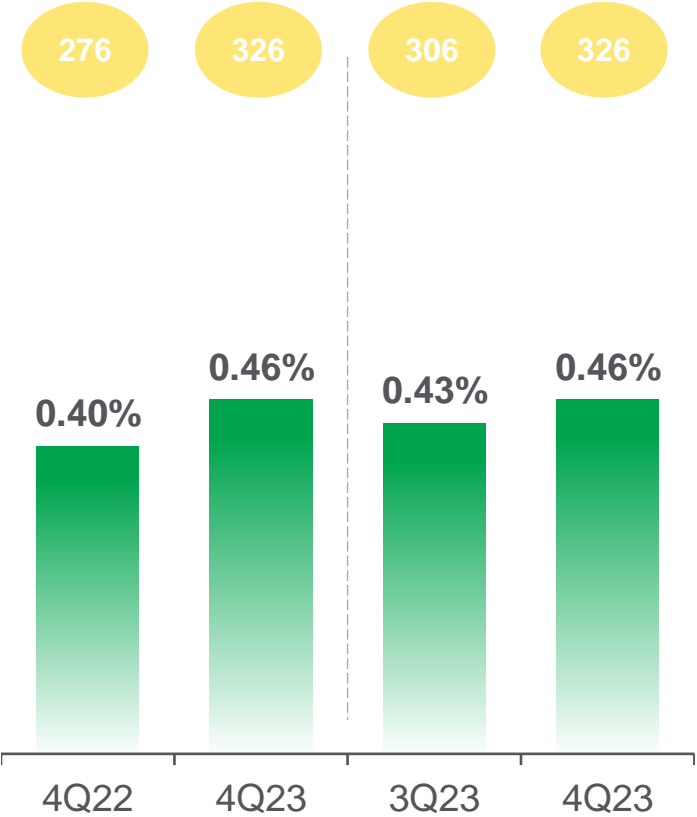
(% of Loan Facilitation Volume)



Sales and Marketing Expense

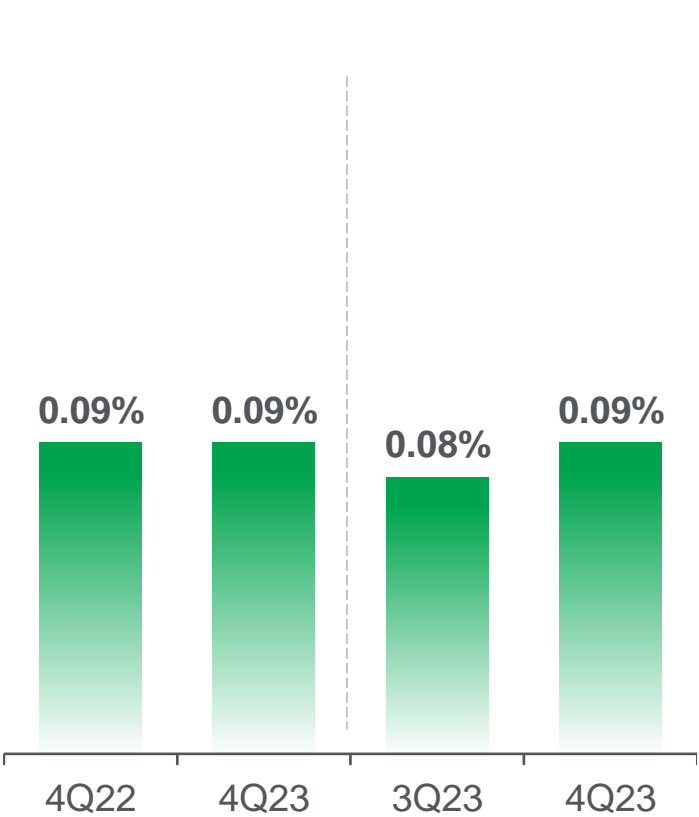
(% of Loan Facilitation Volume)

User Acquisition Costs(RMB)⁽¹⁾



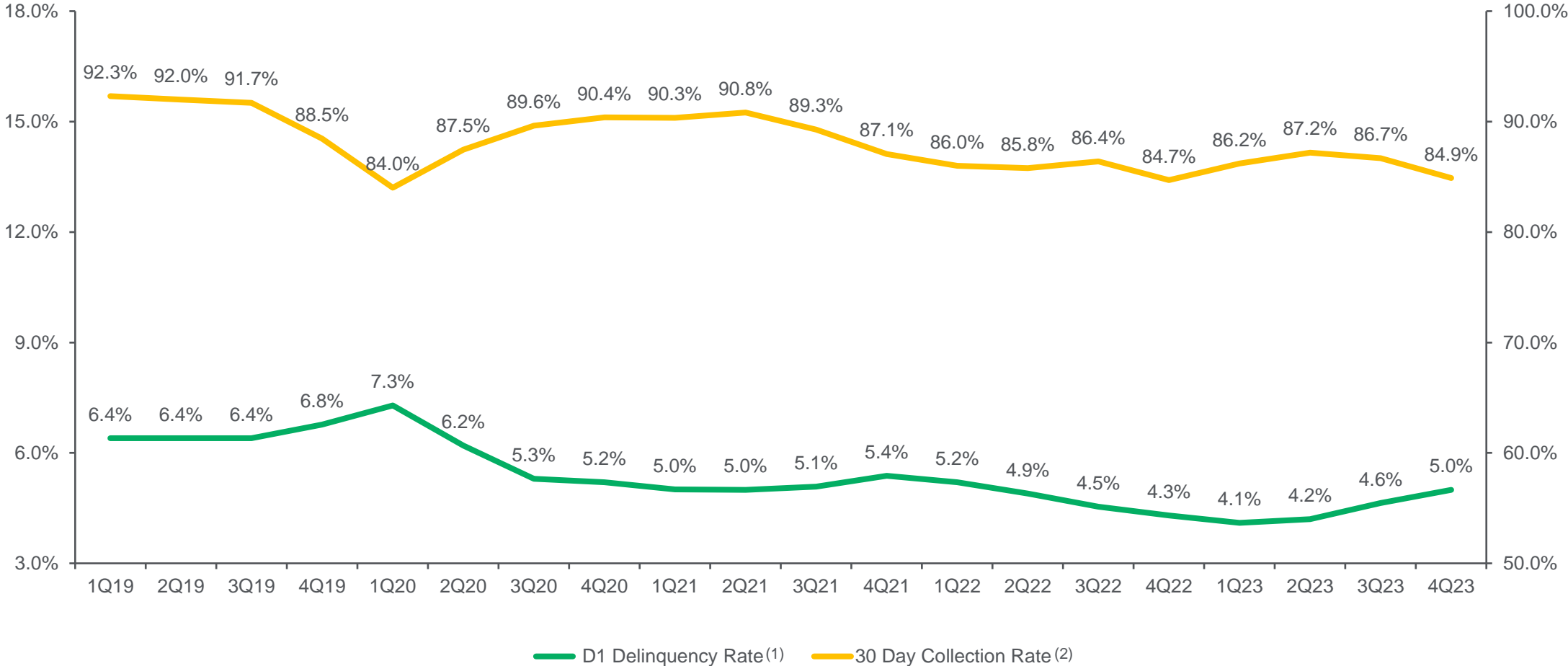
General and Administrative Expense

(% of Loan Facilitation Volume)



Note: (1) Acquisition cost per user with approved credit lines.

Proven Track Record of Managing Risk



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