

# 360 DigiTech Investor Presentation

March 2022

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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

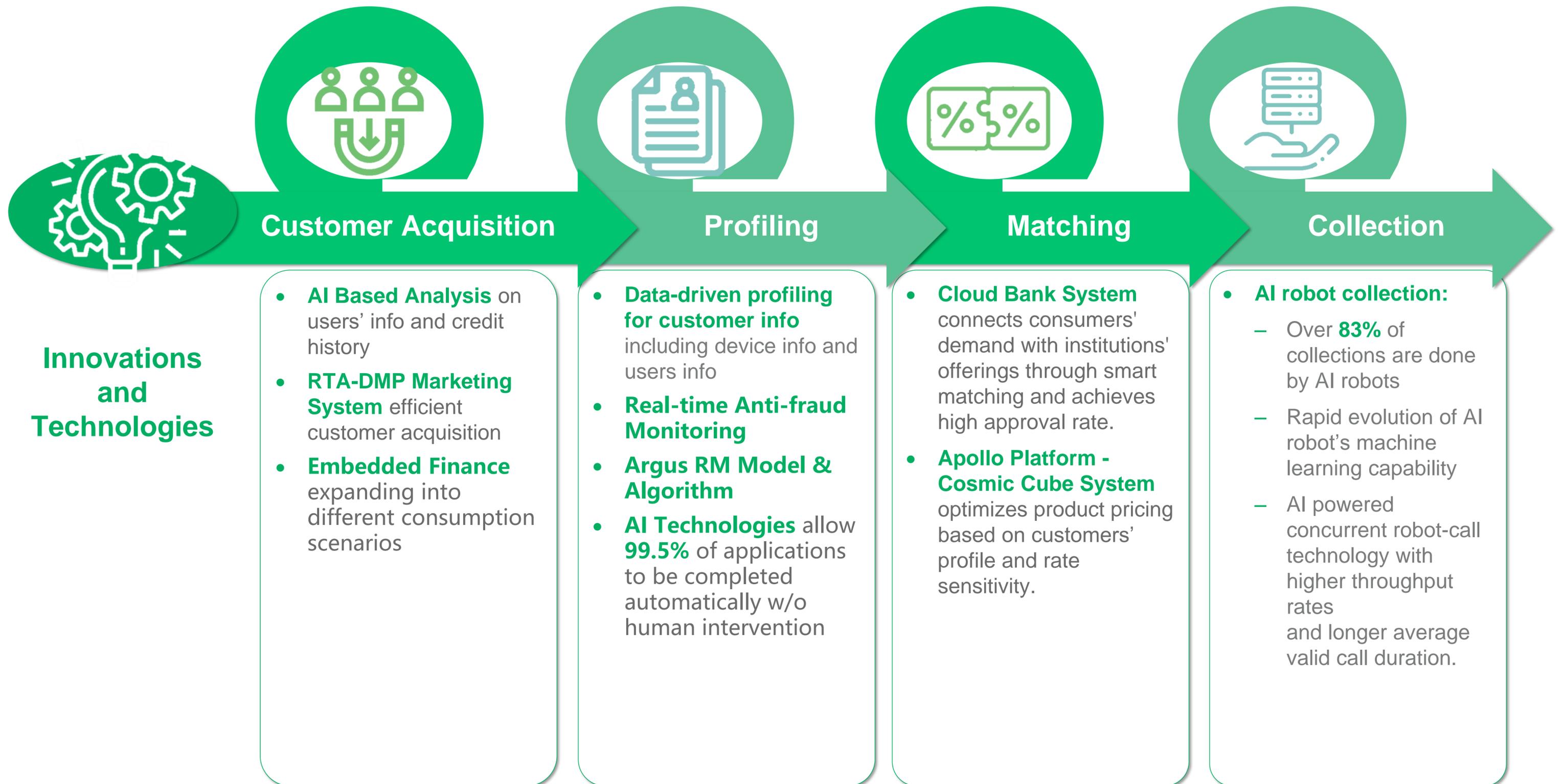
**Financial Institutions:**  
limited offerings mismatch diversified demand



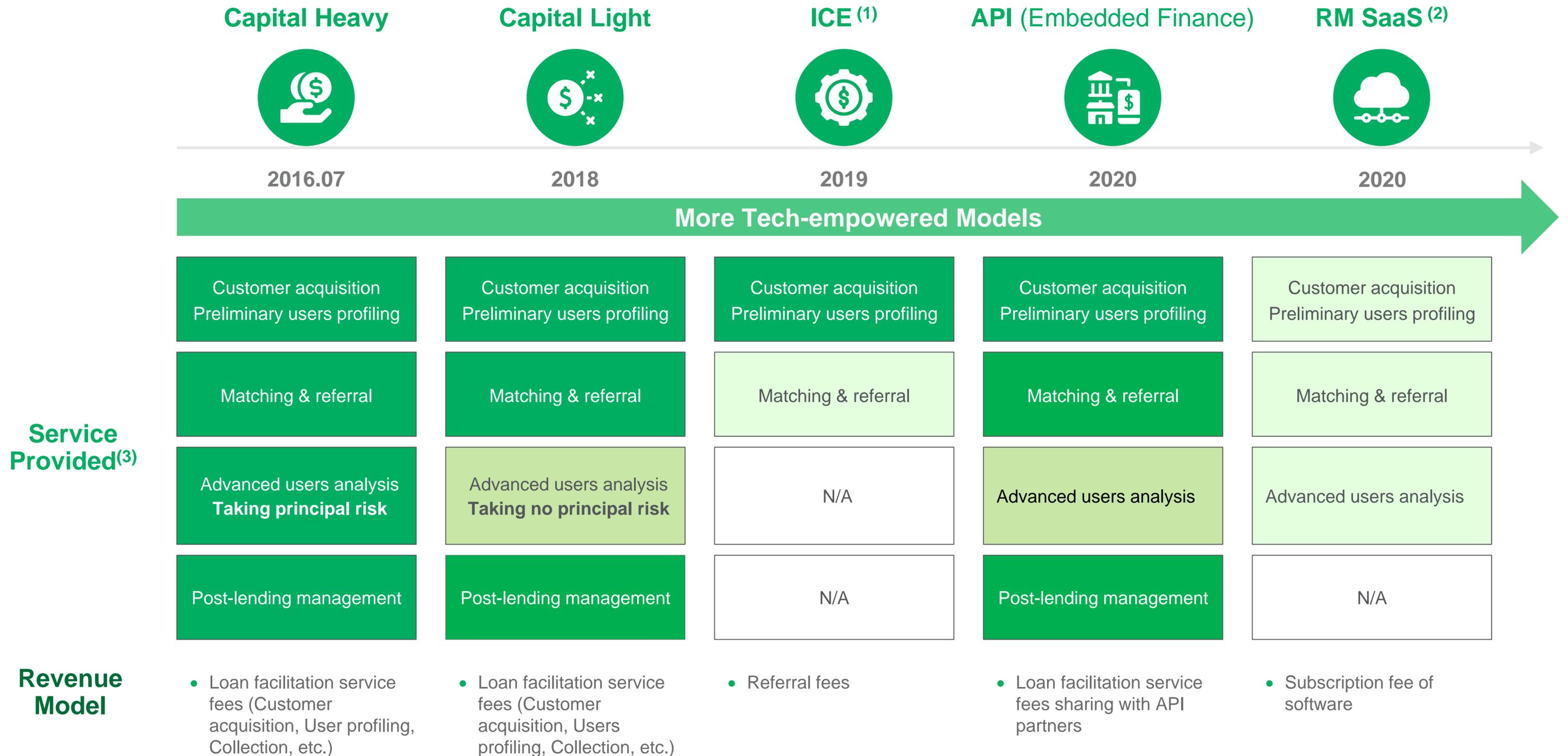
**Customers:**  
fast changing credit profile and asset quality

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

# The Solutions

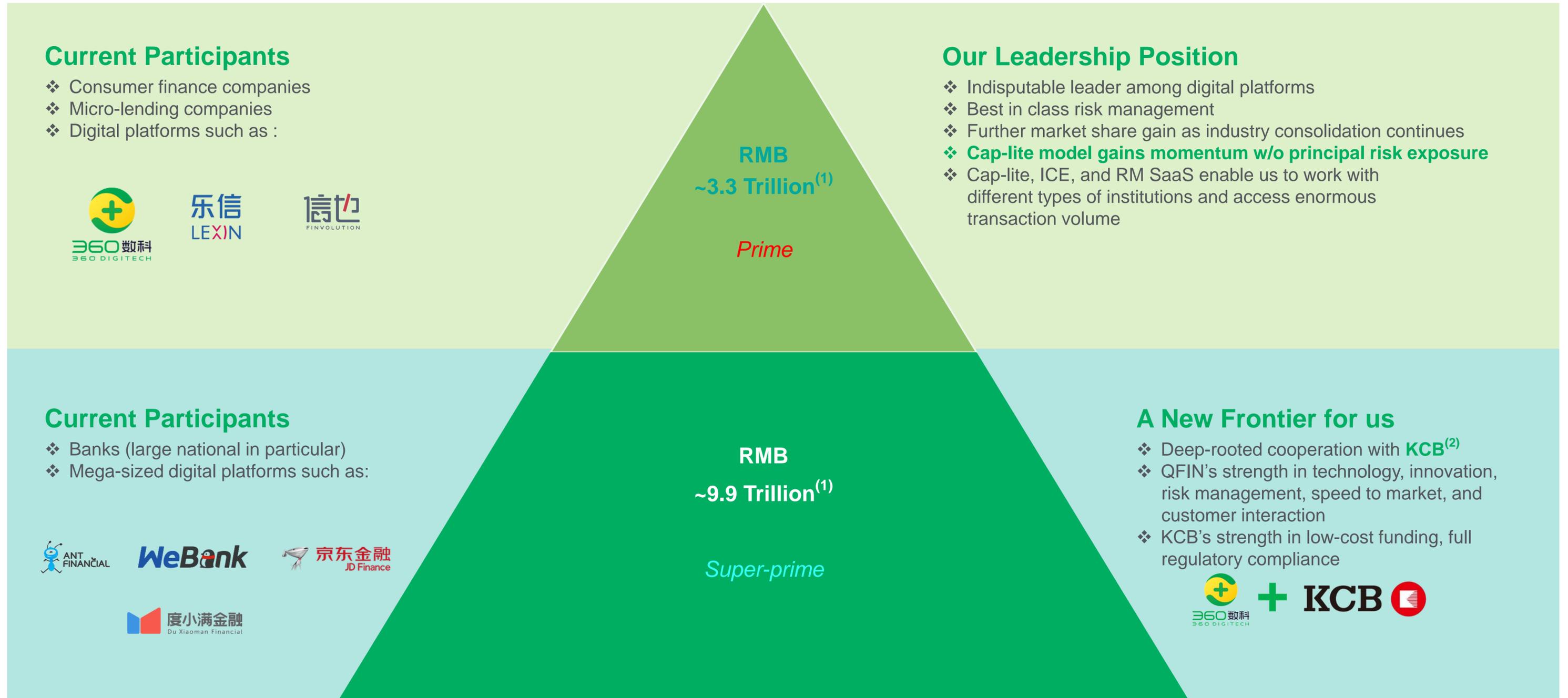


# Our Offerings



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.

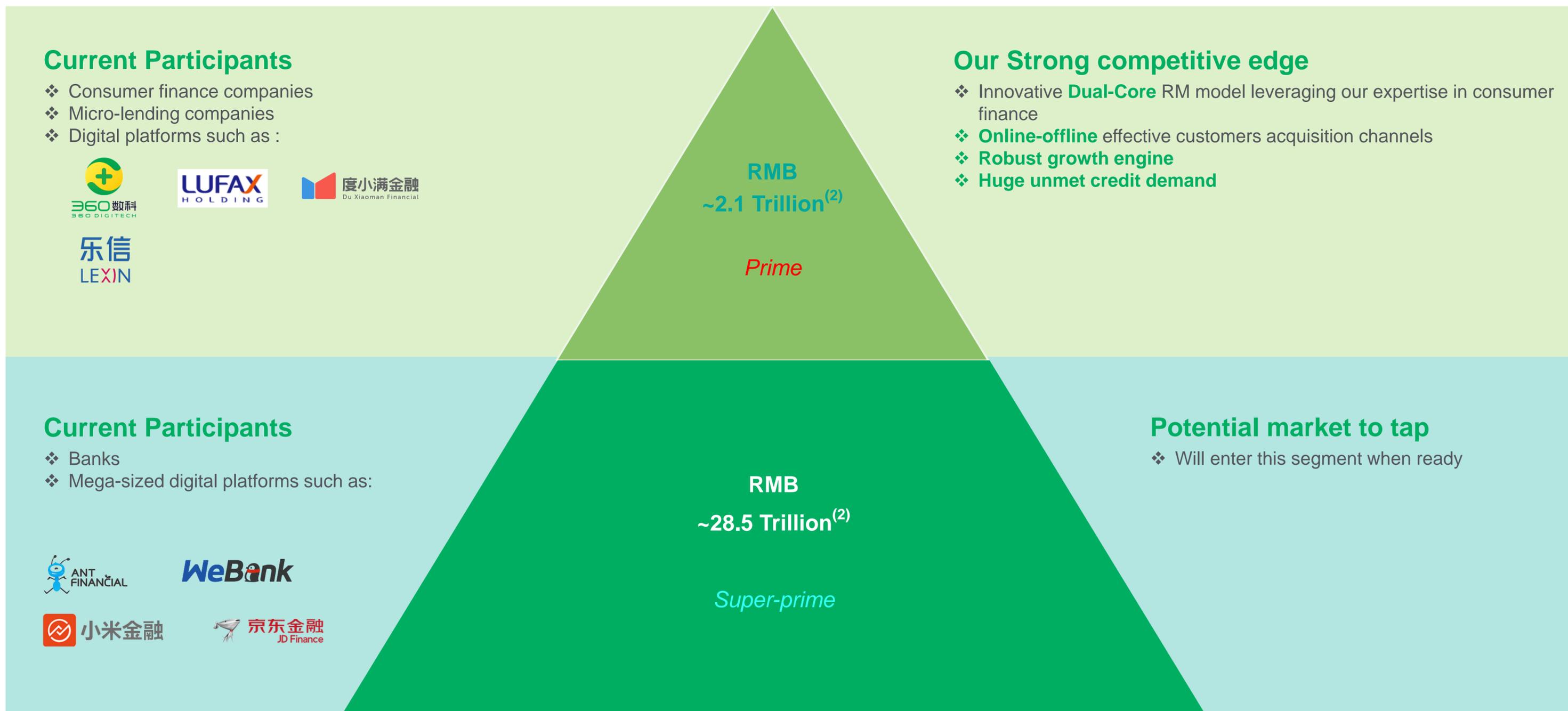
# Addressable Market – Consumer Finance



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.

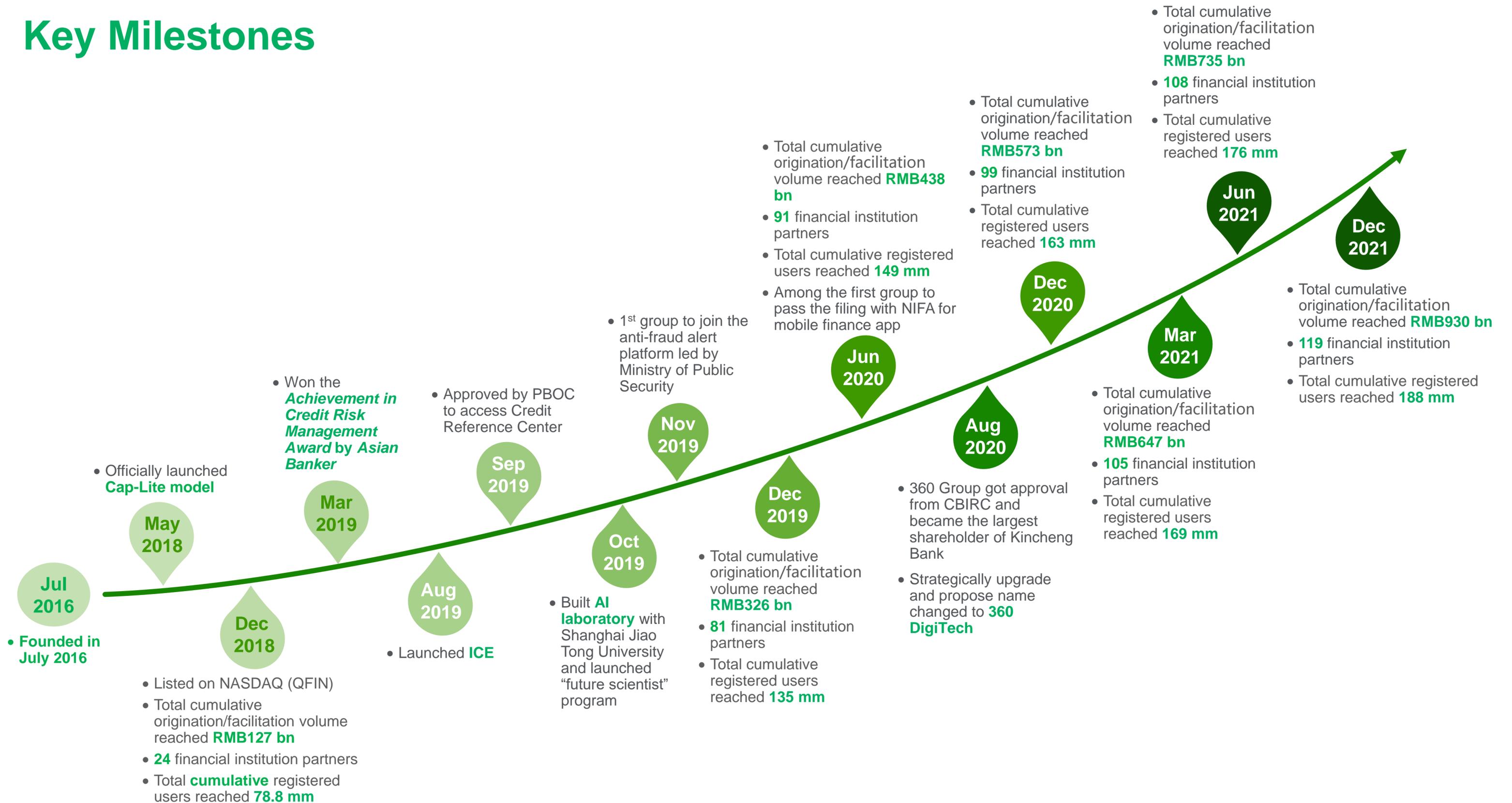
# Addressable Market – ‘<10m ticket size’ SME Finance<sup>(1)</sup>



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



**Haisheng WU**  
CEO

*15+ years of experience in Internet product development and operations*



**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*



**Yan ZHENG**  
CRO

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

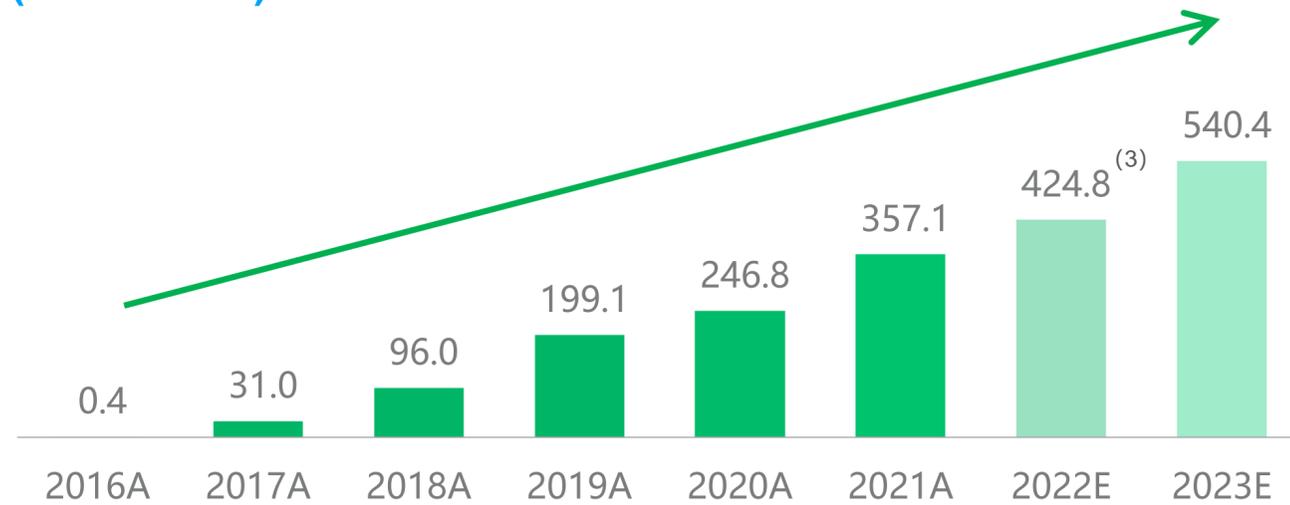


Source: Company data.

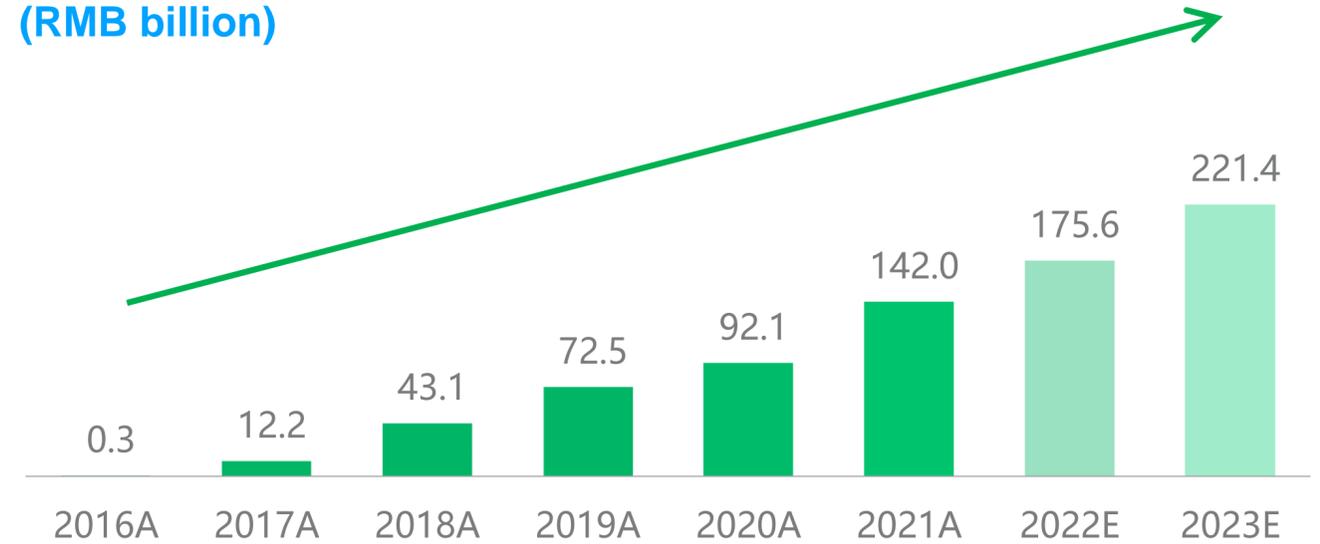
# 02 | Leadership Position

# Strong Growth Momentum (1)

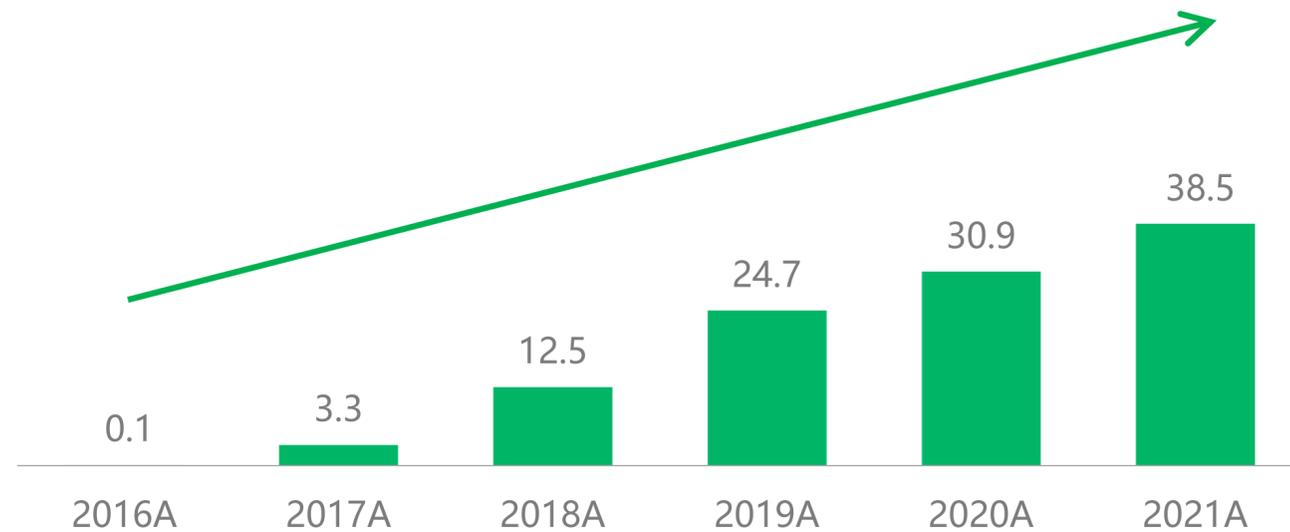
**Origination/facilitation Volume<sup>(1)</sup>**  
(RMB billion)



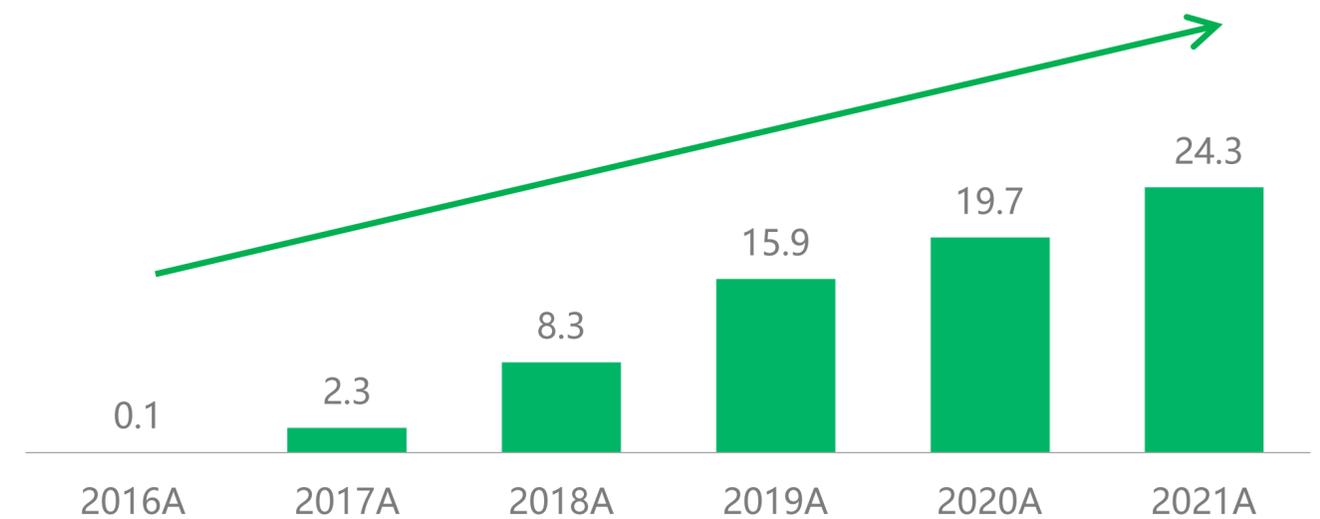
**Outstanding Balance<sup>(1)</sup>**  
(RMB billion)



**Cumulative Users with Approved Credit Line<sup>(2)</sup>**  
(million)



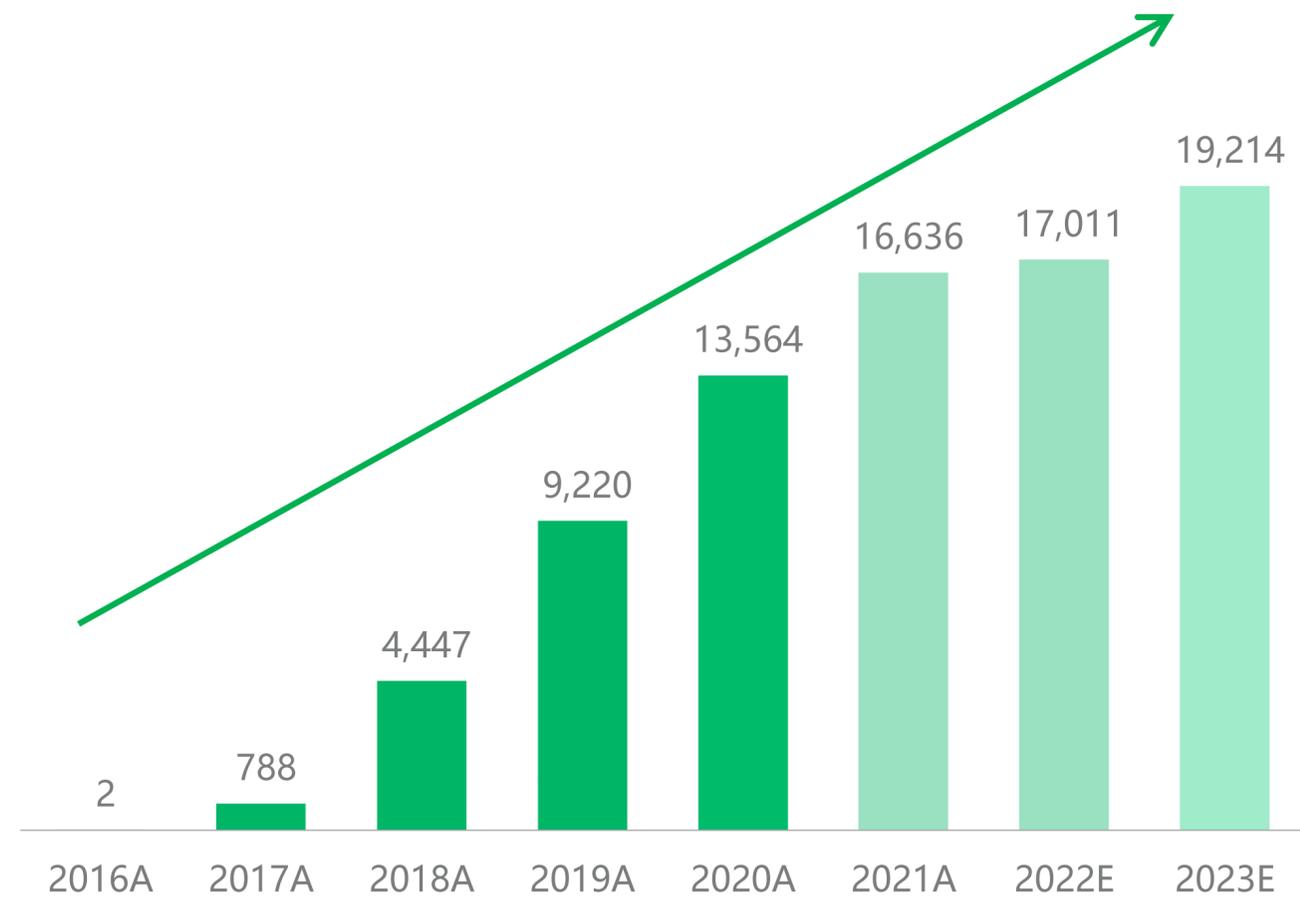
**Cumulative Borrowers**  
(million)



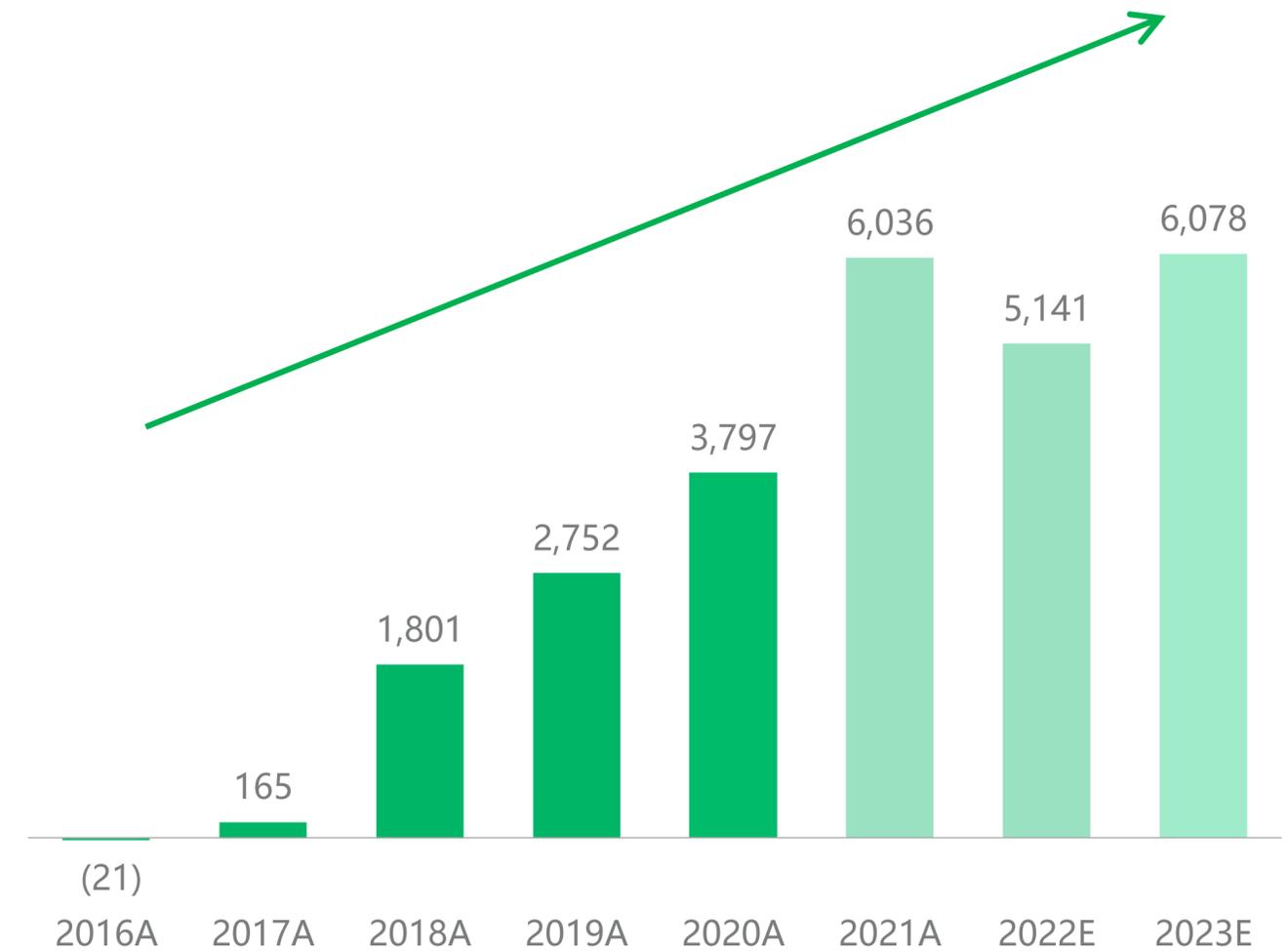
Note: (1) Forward estimates are based on analysts' average. (2) Refers to the total number of users who had submitted their credit applications and were approved with a credit line at the end of each period. (3) The Company guided 2022 full year loan origination/facilitation volume is RMB410-450 billion.

# Strong Growth Momentum (2)

Revenue<sup>(1)</sup>  
(RMB million)



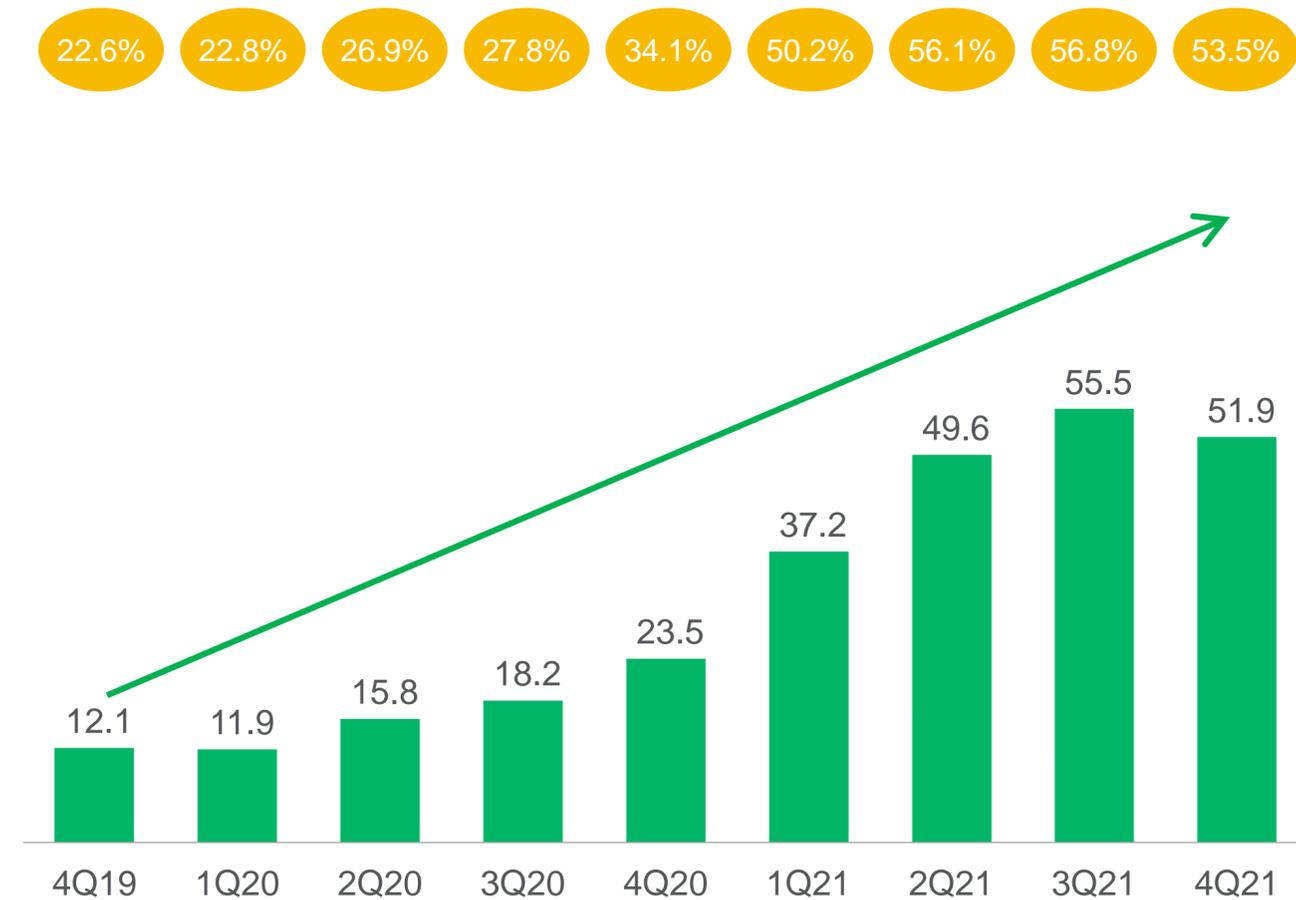
Non-GAAP Net Income<sup>(1)(2)</sup>  
(RMB million)



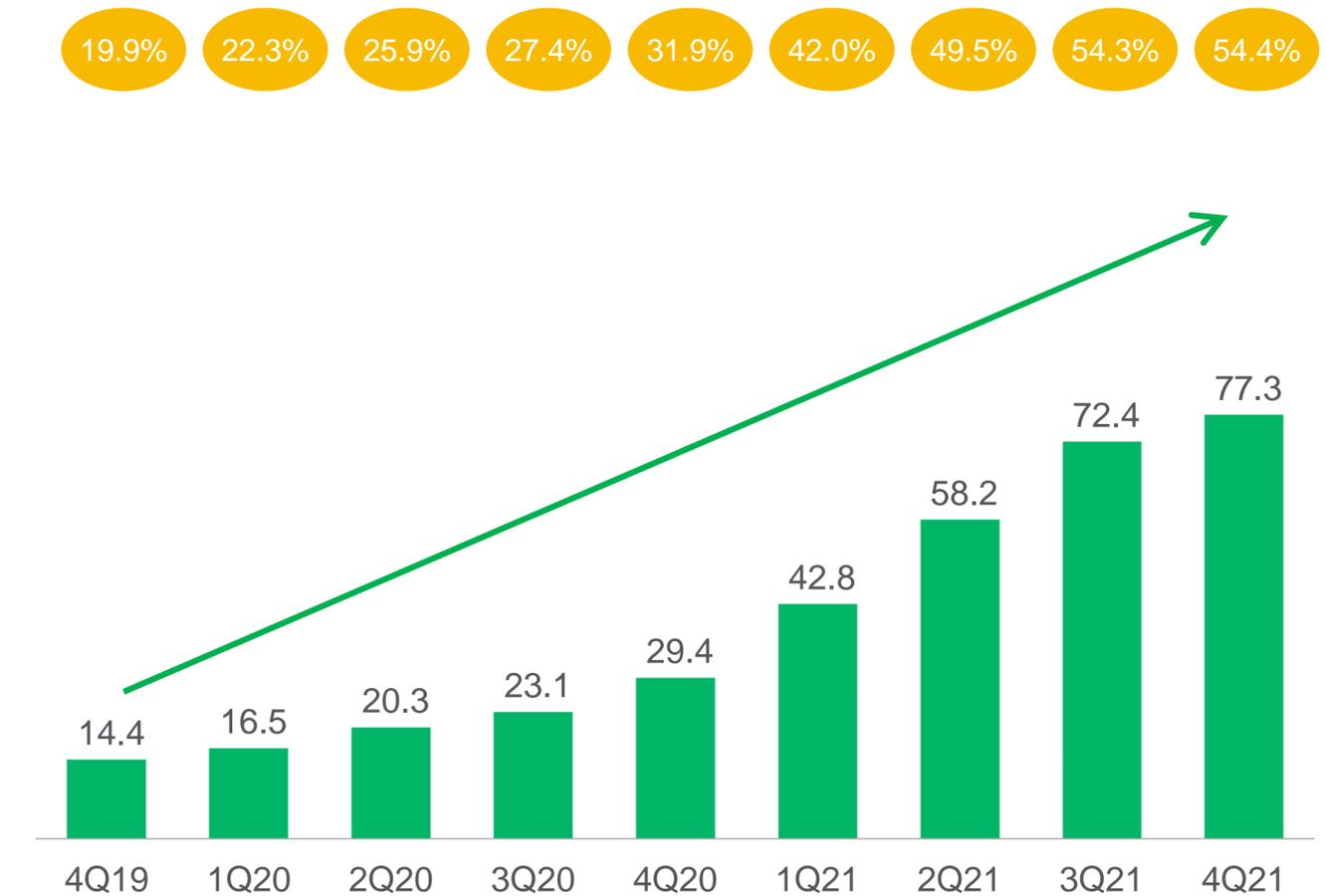
Note: (1) Forward estimates are from Bloomberg and Thomson consensus; (2) Excluding share-based compensation expenses.  
Source: Company data, analyst reports.

# Increasing Contribution from Technology Solutions<sup>(1)</sup>

Facilitation Volume of Technology Solutions  
(RMB billion)



Outstanding Balance of Technology Solutions  
(RMB billion)

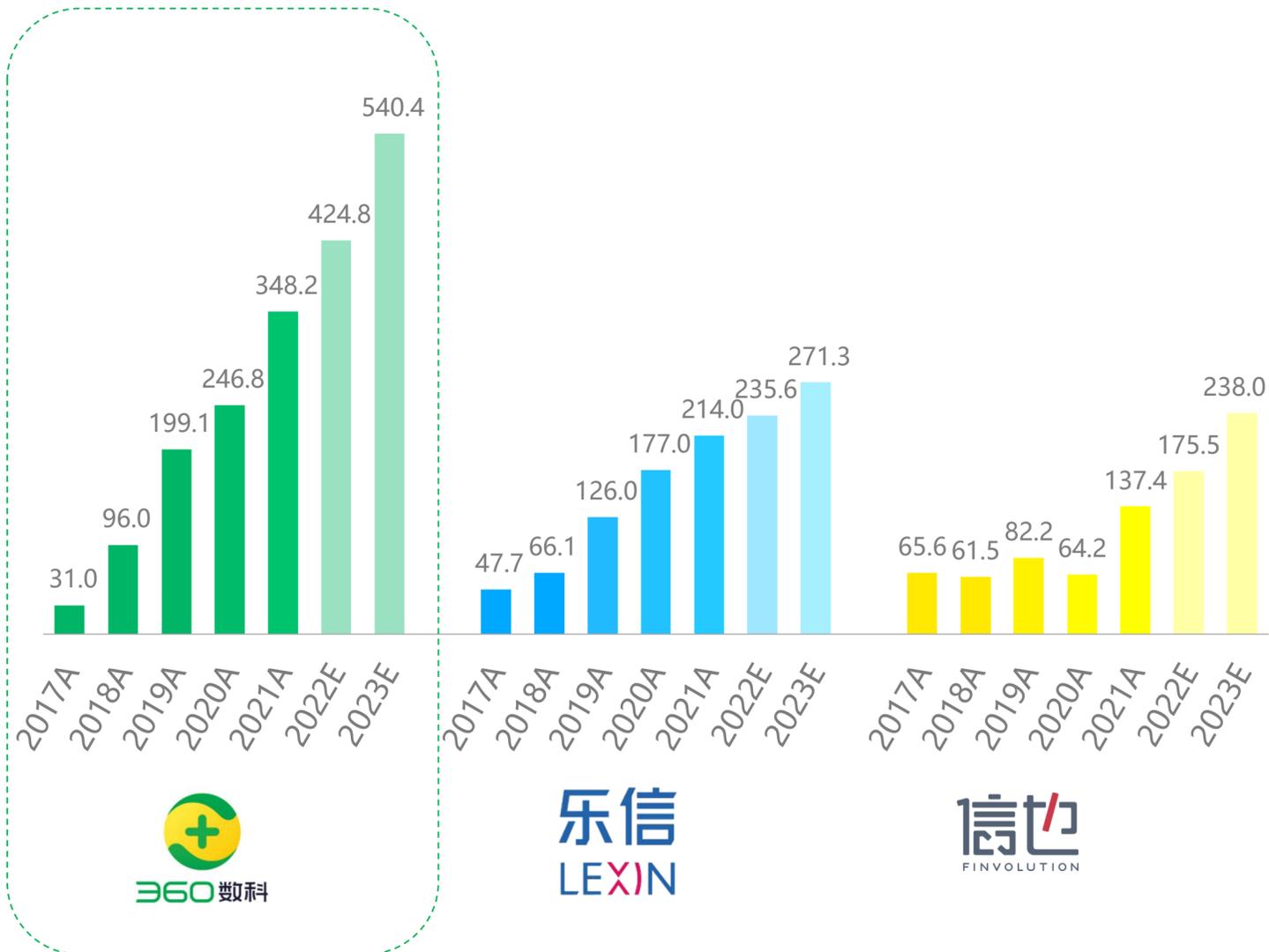


As % of total origination/facilitation volume / outstanding balance

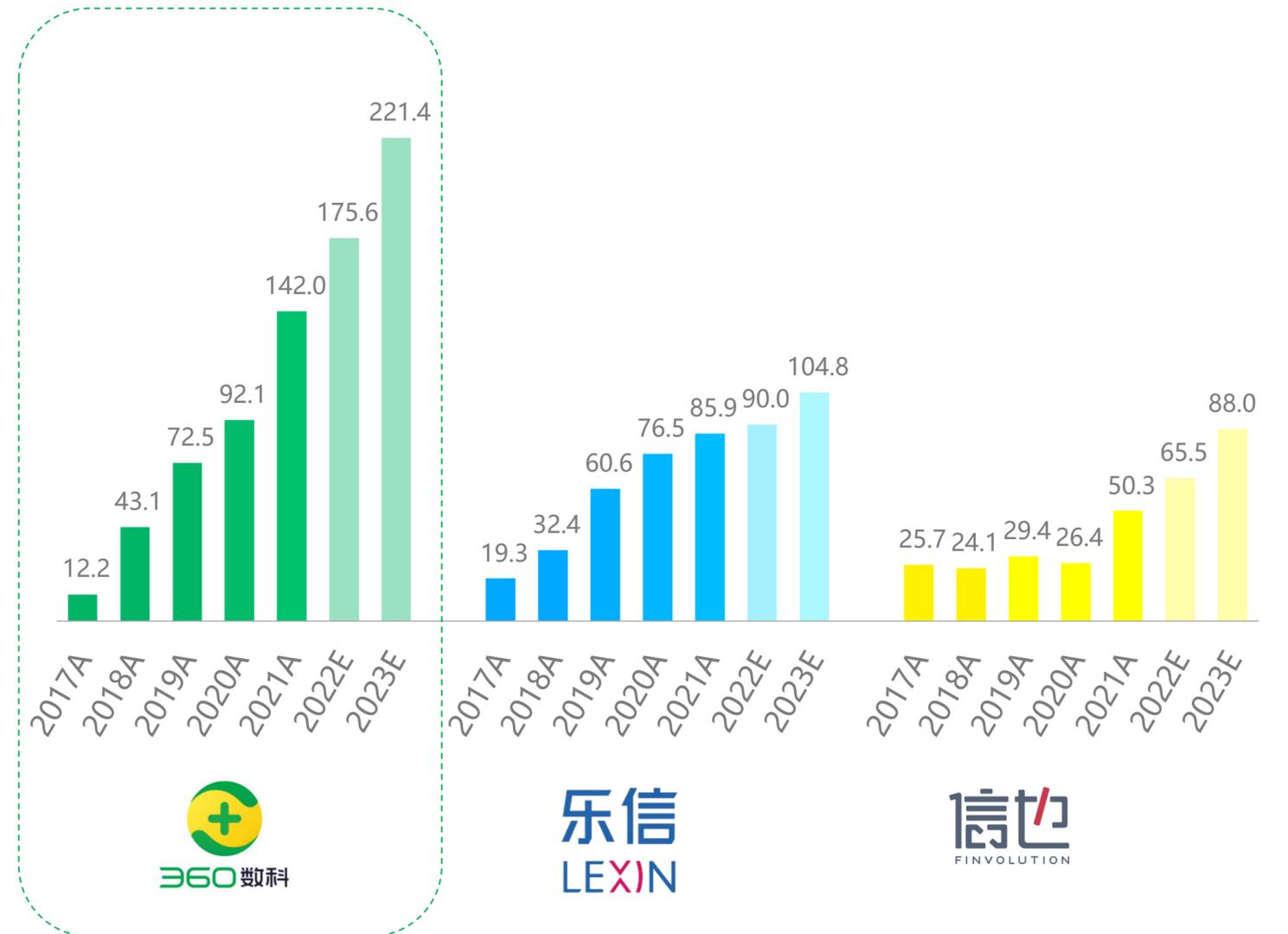
Note: (1) Including Capital-Light, ICE and other technology solutions.

# Indisputable Market Leader (1)

Origination/facilitation Volume<sup>(1)</sup>  
(RMB billion)



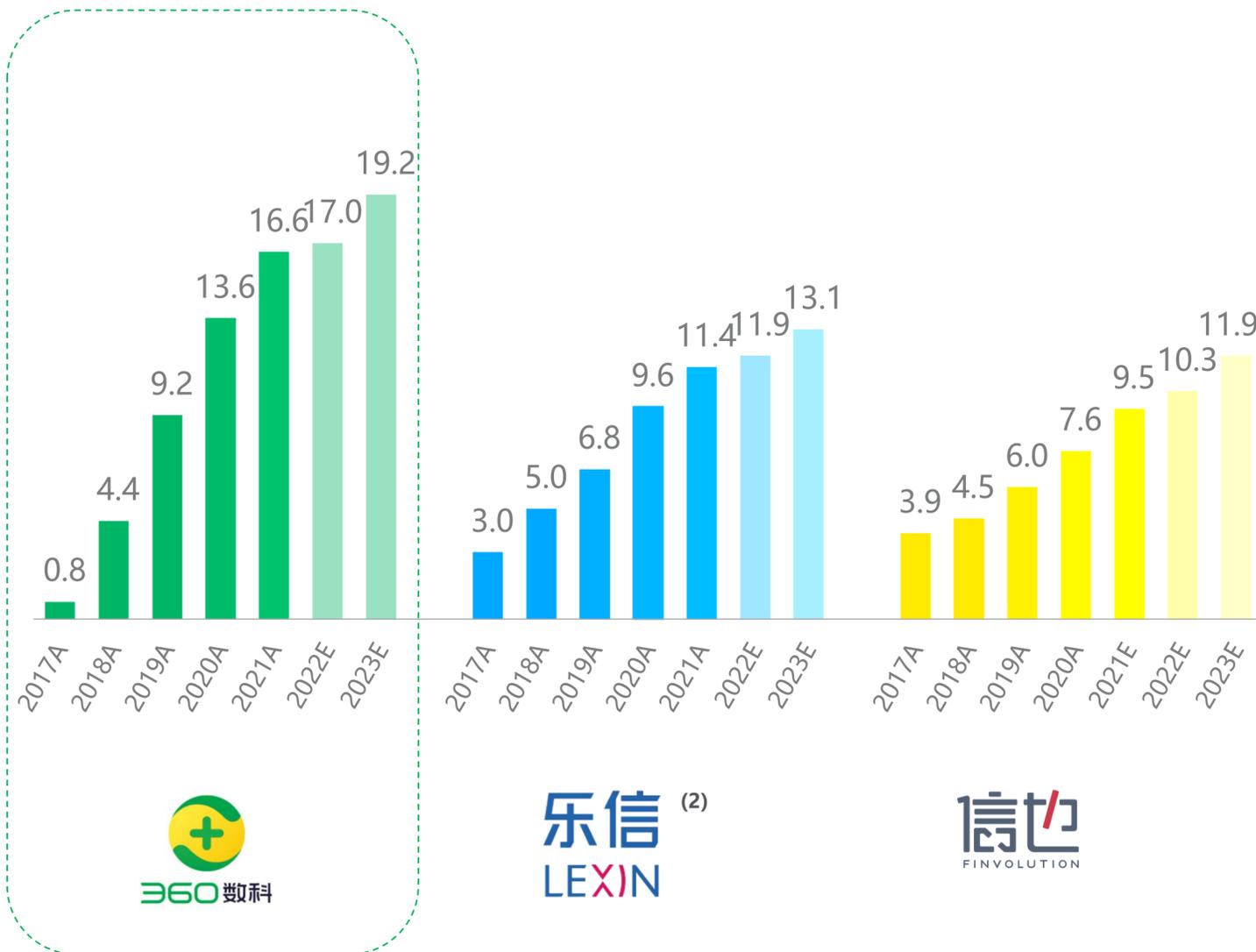
Outstanding Balance<sup>(1)</sup>  
(RMB billion)



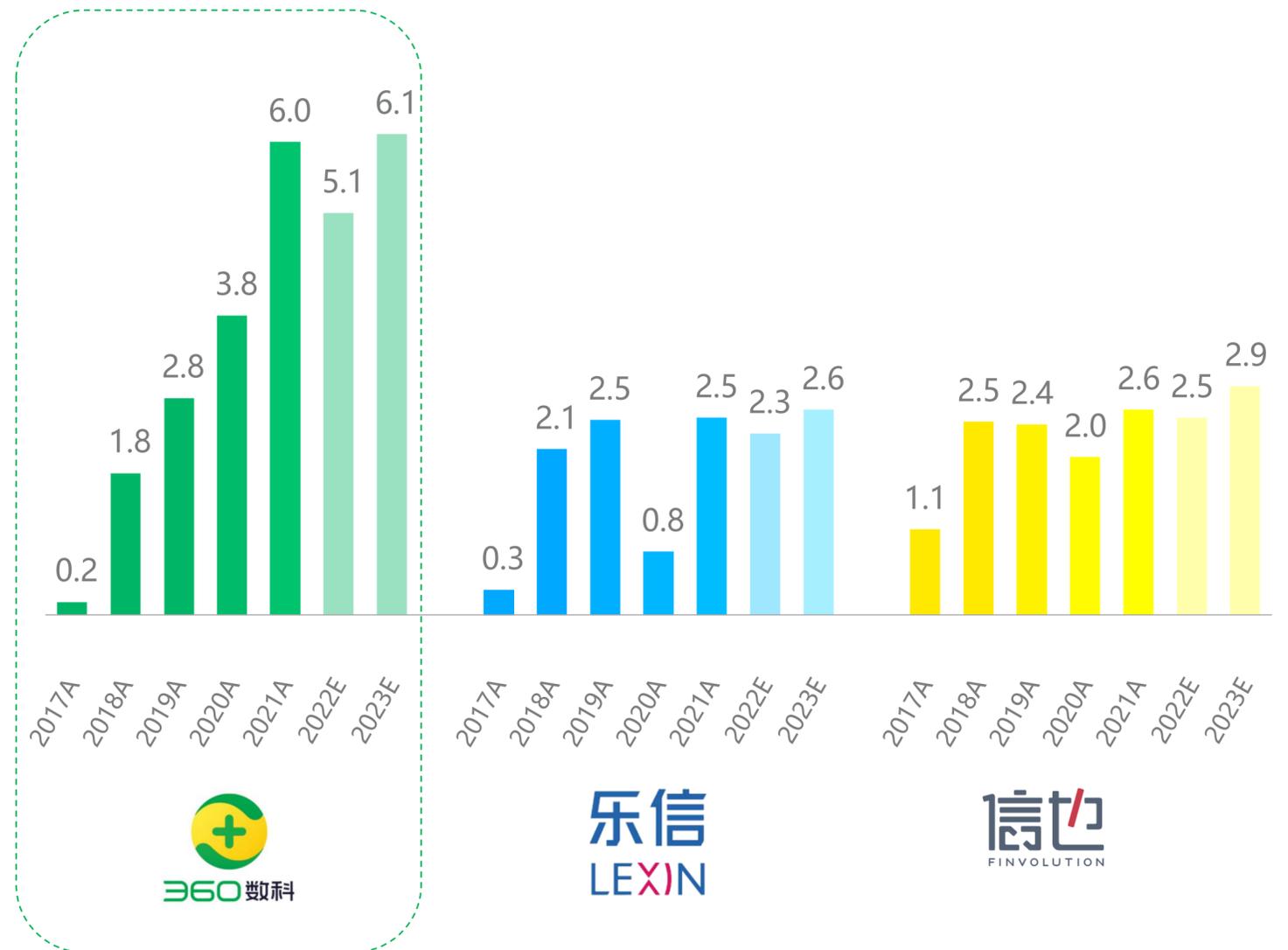
Note: (1) Forward estimates are based on analysts' average.  
Source: Company data, analysts' reports.

# Indisputable Market Leader (2)

Revenue<sup>(1)(2)</sup>  
(RMB billion)



Non-GAAP Net Income<sup>(1)(3)</sup>  
(RMB billion)



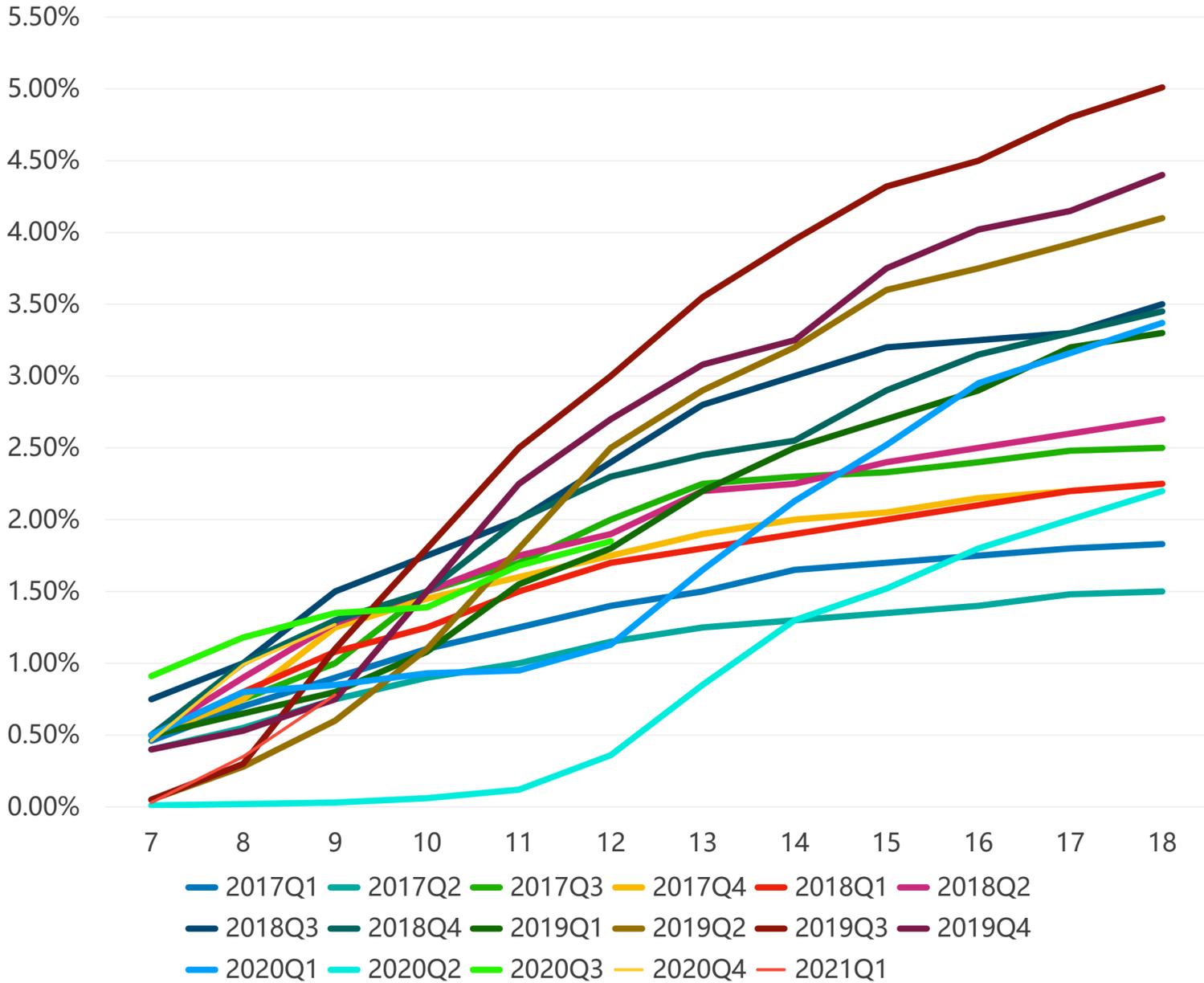
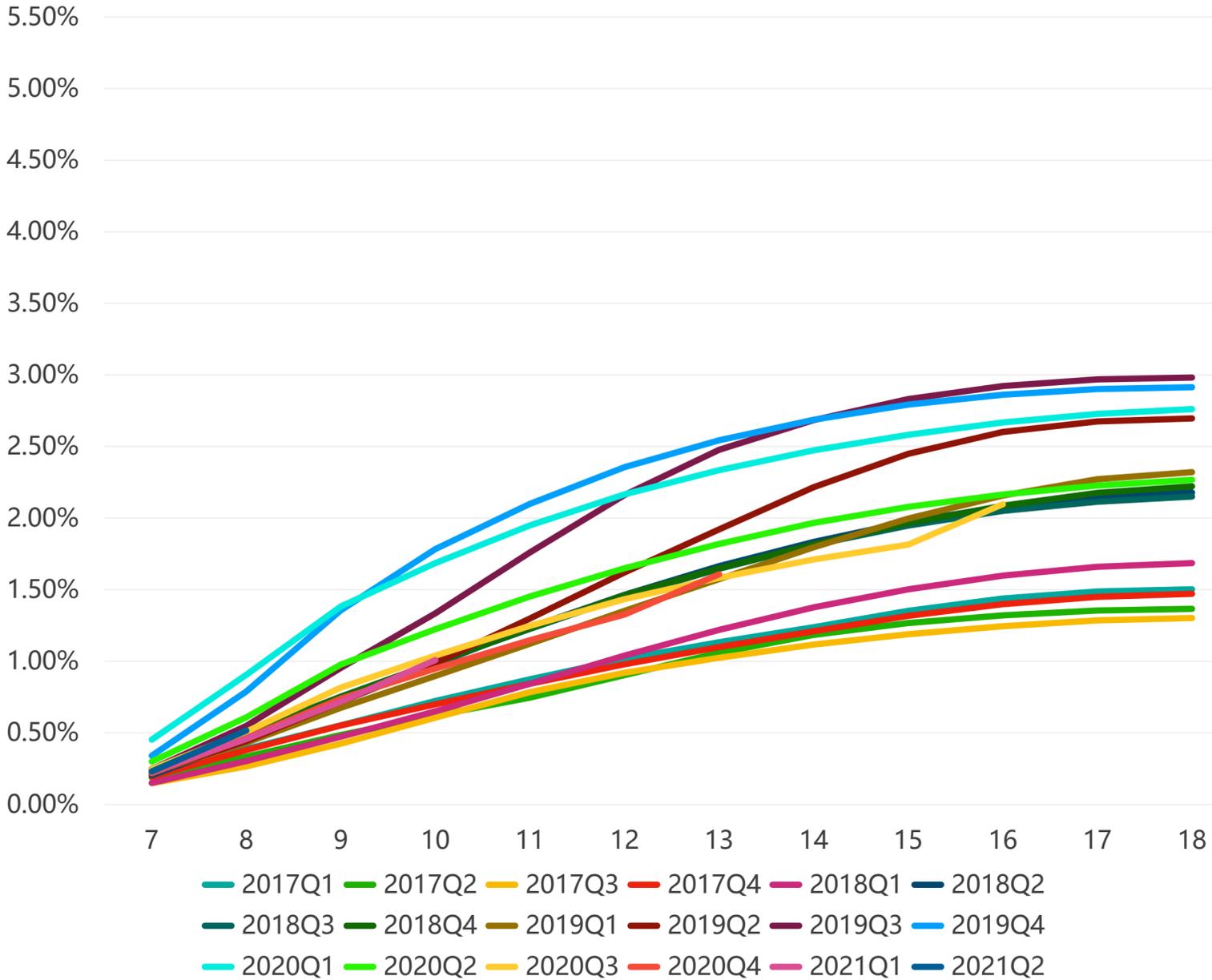
Note: (1) Forward estimates are from Bloomberg and Thomson consensus, and analysts estimates; (2) Excluding revenue from online e-commerce channel; (3) Excluding share-based compensation expenses.

Source: Company data, analysts' reports.

# Best-in-class Risk Management (1)

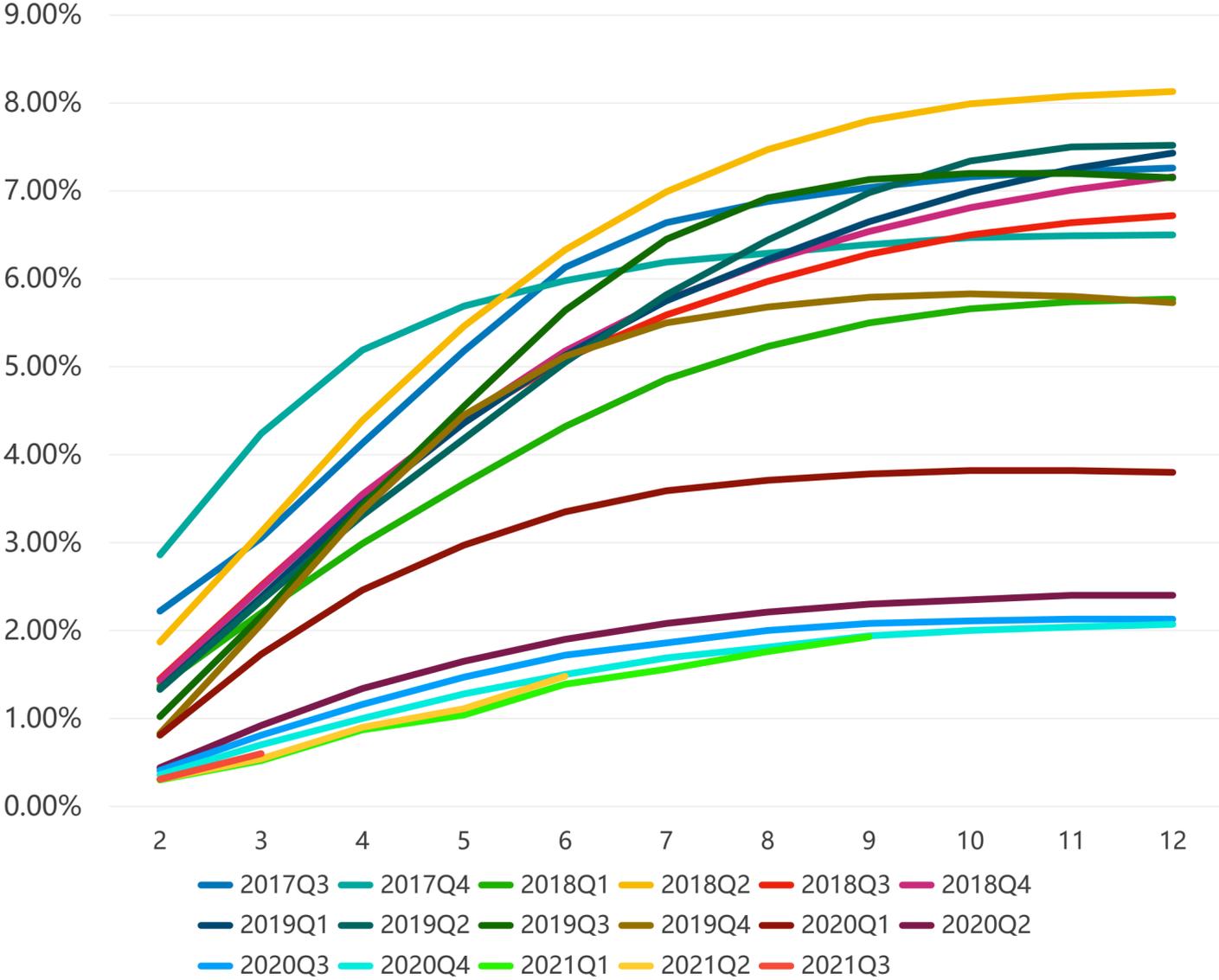
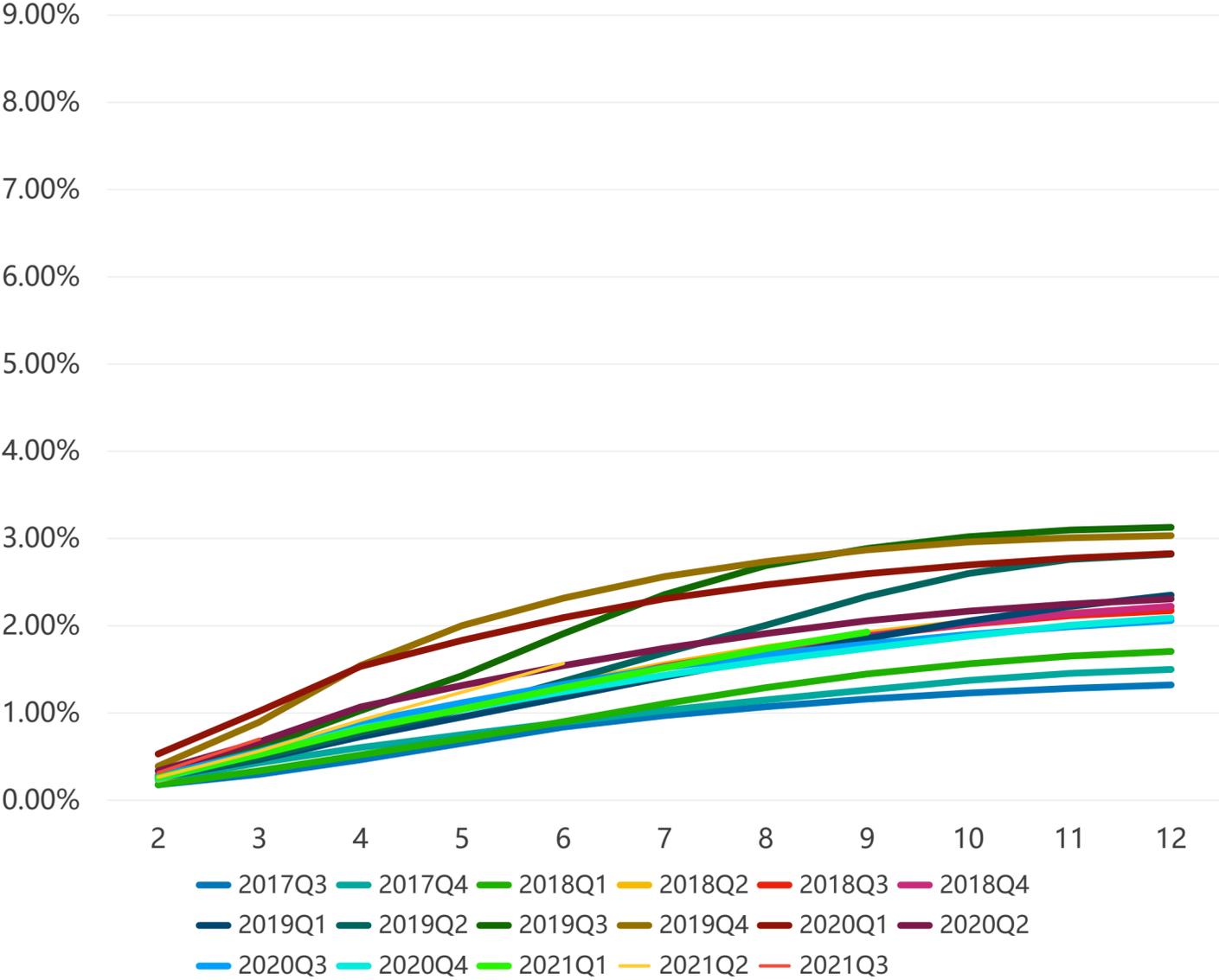


M6+ Delinquency Rate by Vintage



# Best-in-class Risk Management (2)

## M1+ Delinquency Rate by Vintage

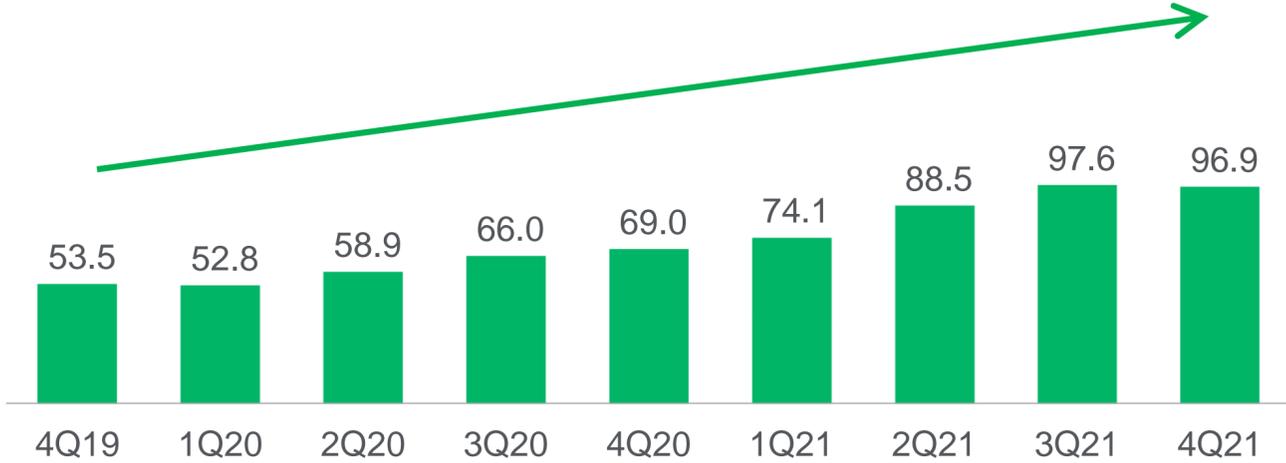


Source: Company data.

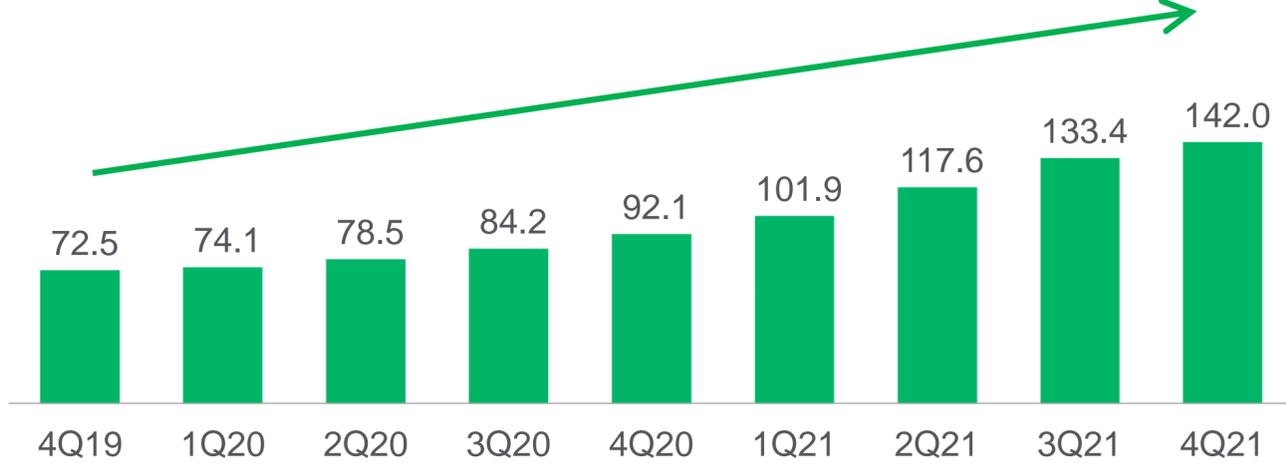
# 03 | Quarterly Update

# Continued Growth Momentum

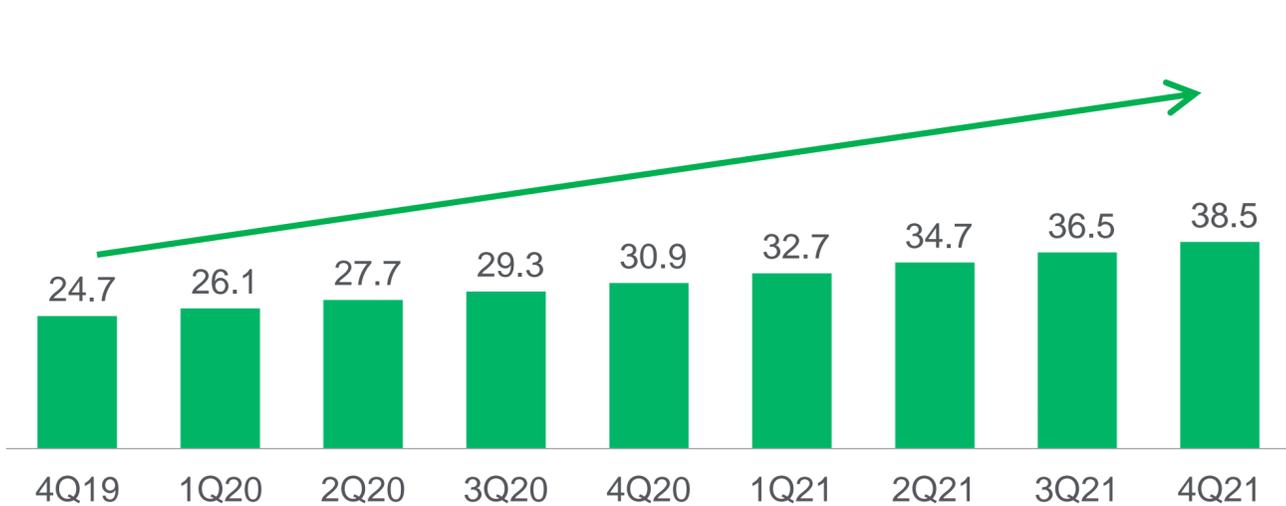
**Origination/facilitation Volume<sup>(1)</sup>**  
(RMB billion)



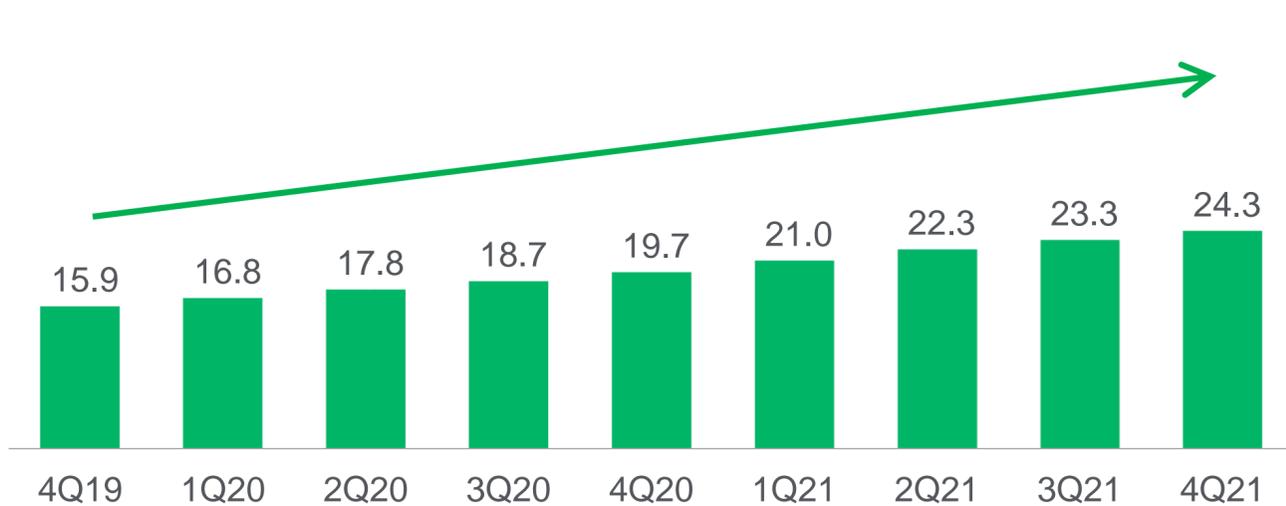
**Outstanding Balance<sup>(1)</sup>**  
(RMB billion)



**Cumulative Users with Approved Credit Line<sup>(2)</sup>**  
(million)



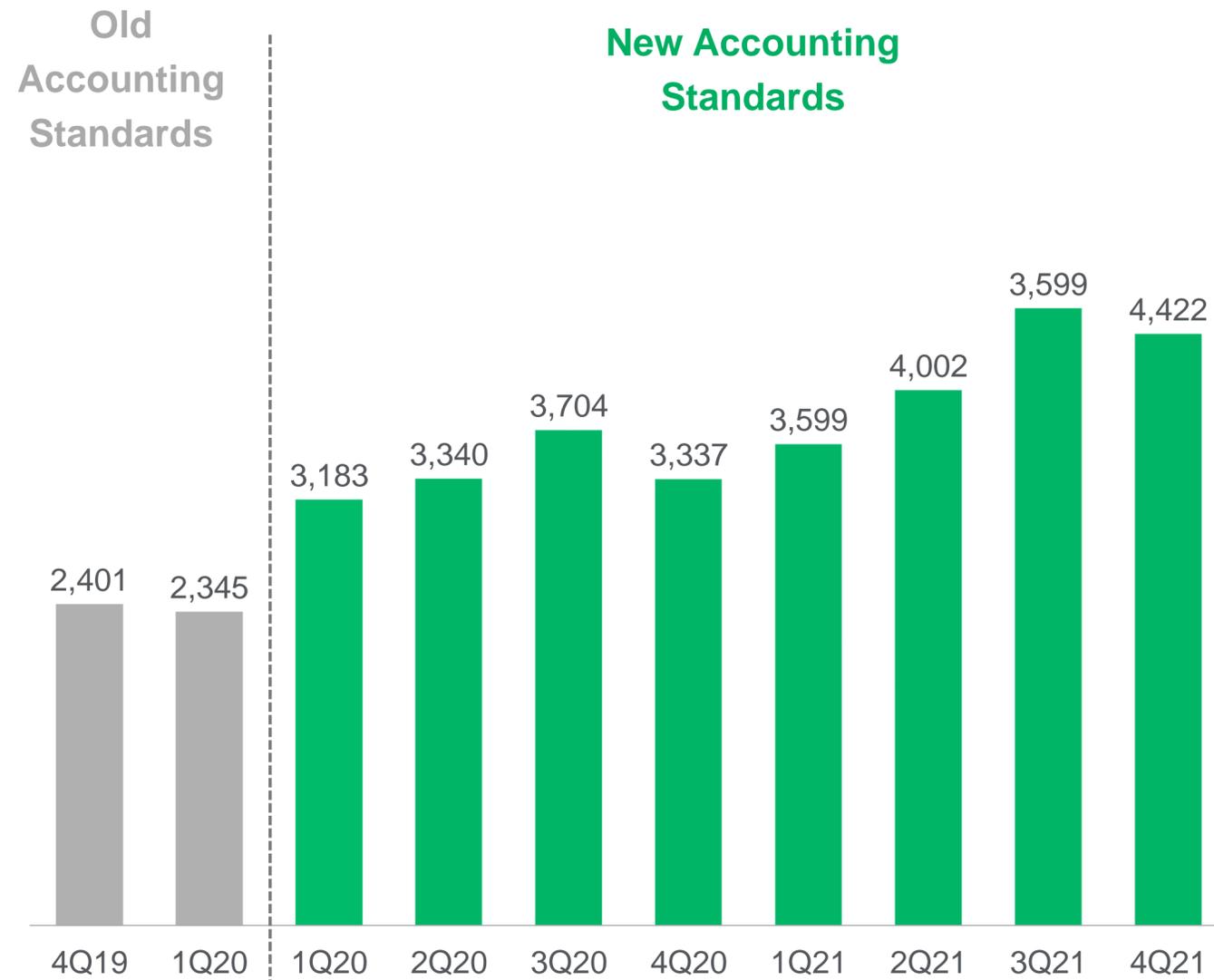
**Cumulative Borrowers**  
(million)



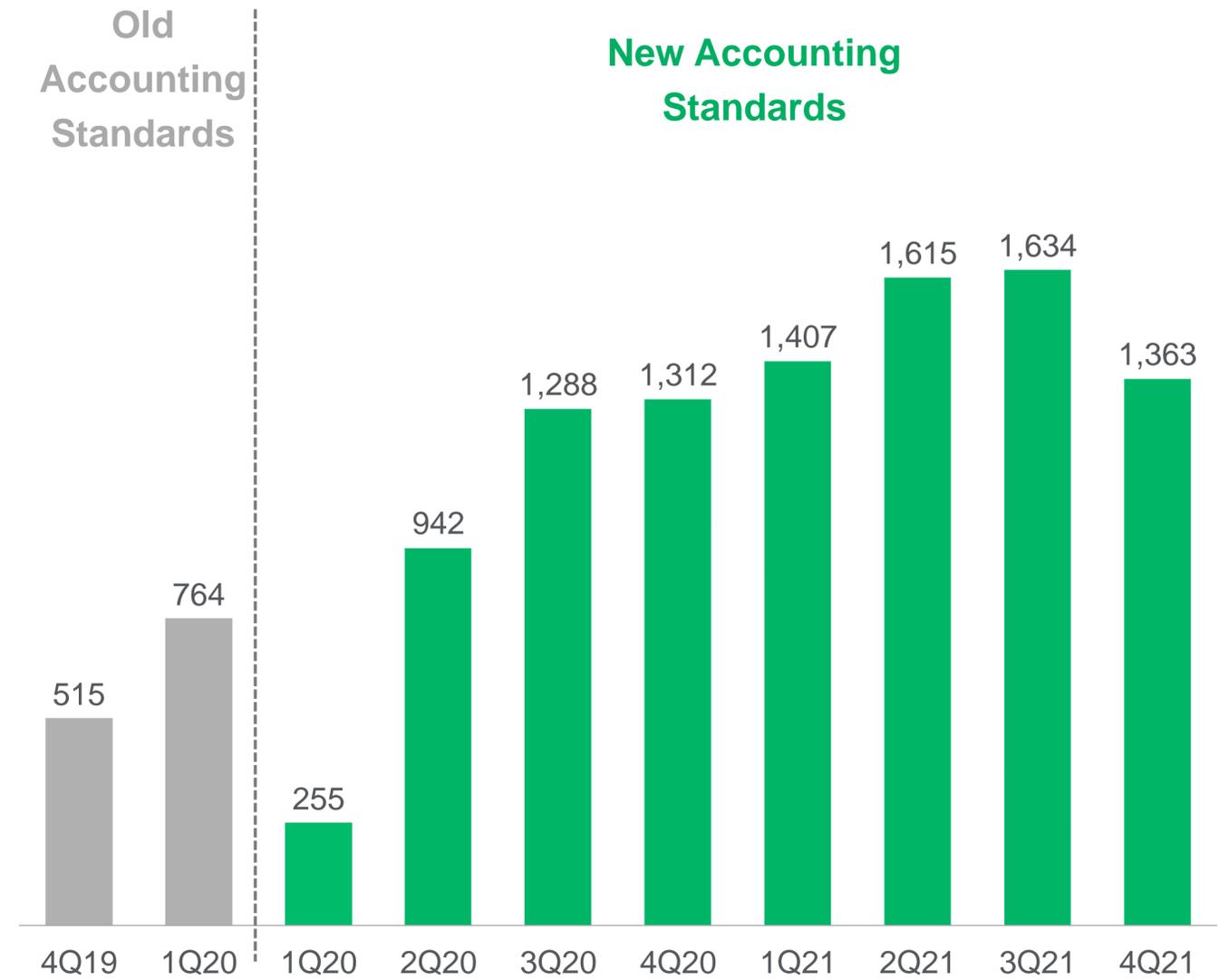
Note: (1) Including ICE since 19Q4. (2) Refers to the total number of users who had submitted their credit applications and were approved with a credit line at the end of each period.

# Solid Execution through Economic Cycle

Revenue  
(RMB million)



Non-GAAP Net Income<sup>(1)</sup>  
(RMB million)



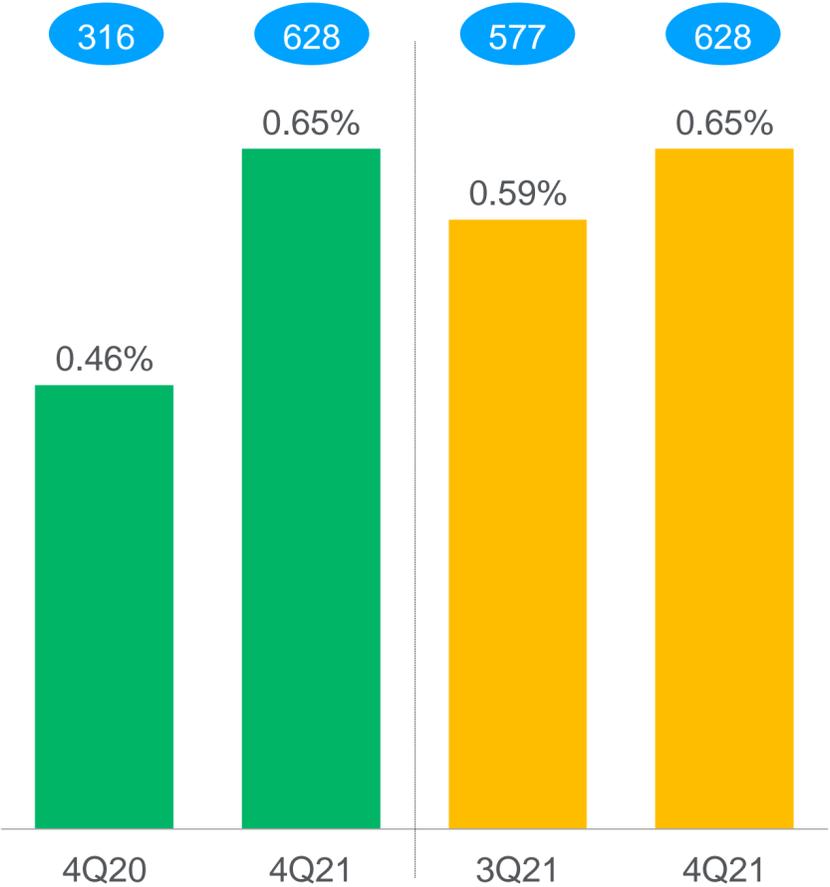
Note: (1) Excluding share-based compensation expenses.

Source: Company data.

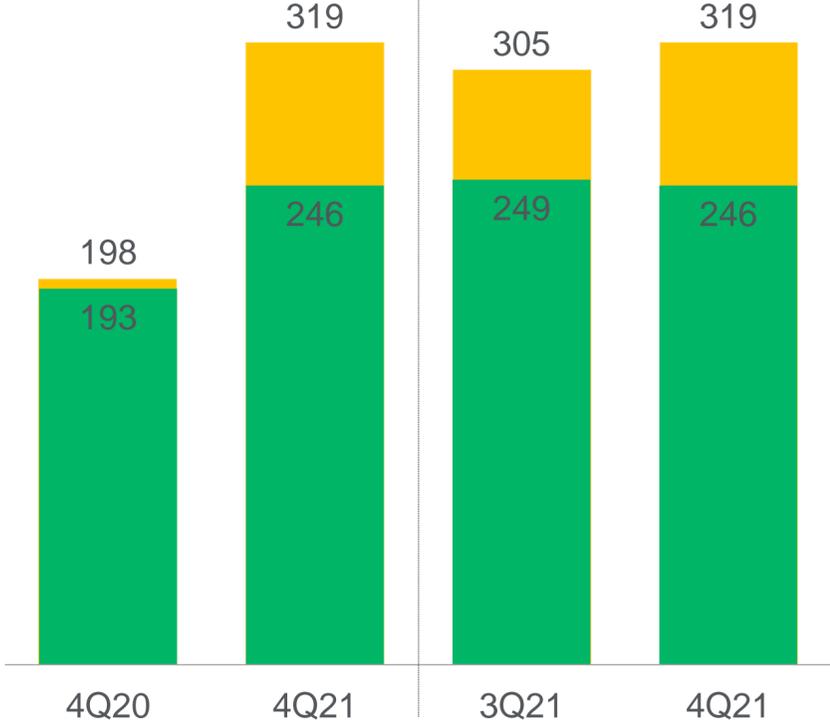
# Operational Efficiency

## S&M Expenses as % of Loan Origination/Facilitation

S&M Expenses  
(RMB million)

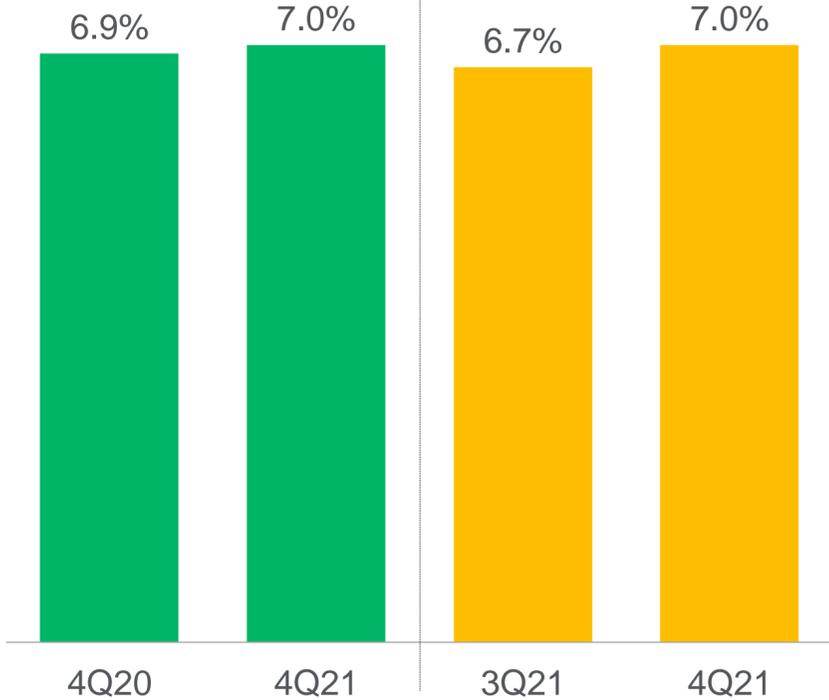


## User Acquisition Costs<sup>(1)</sup> (RMB)



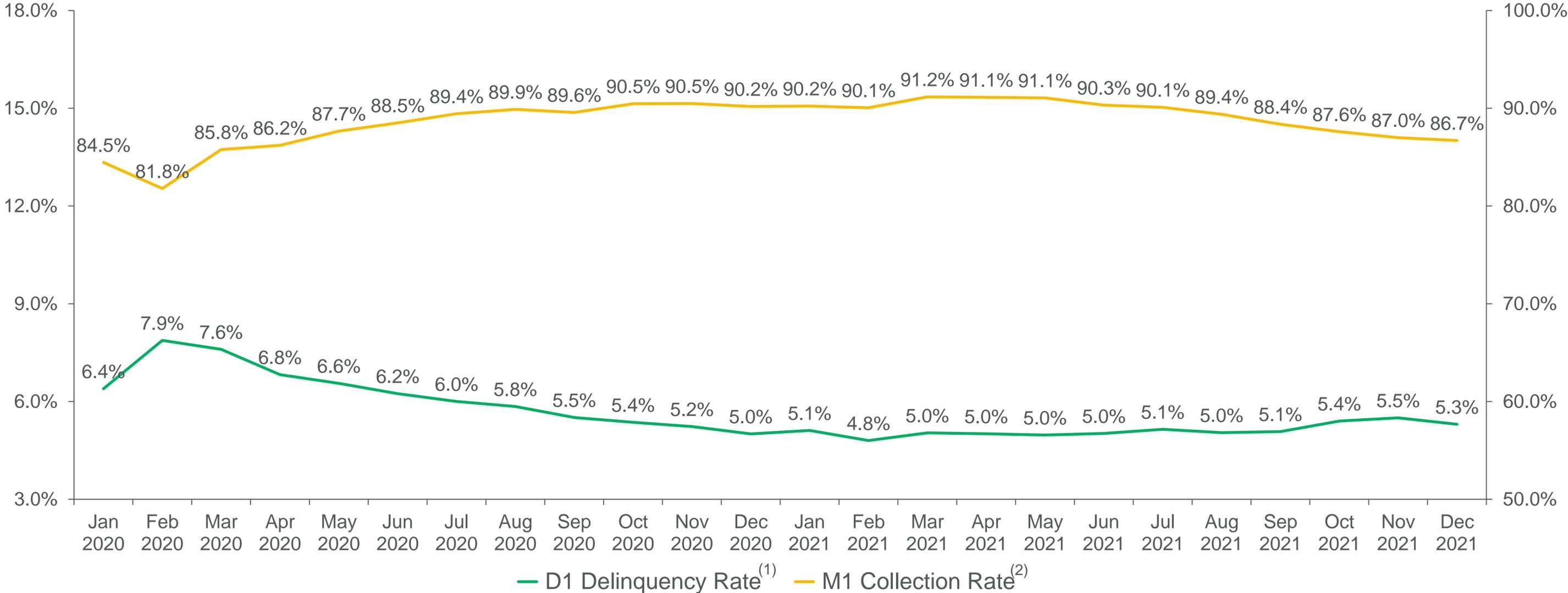
- Refers to user acquisition costs for all customers.
- Refers to user acquisition costs excluding large ticket-sized customers in both consumer and SME markets.

## Funding Costs<sup>(2)</sup>



# Asset Quality Remains Stable

## D1 Delinquency & M1 Collection Rate

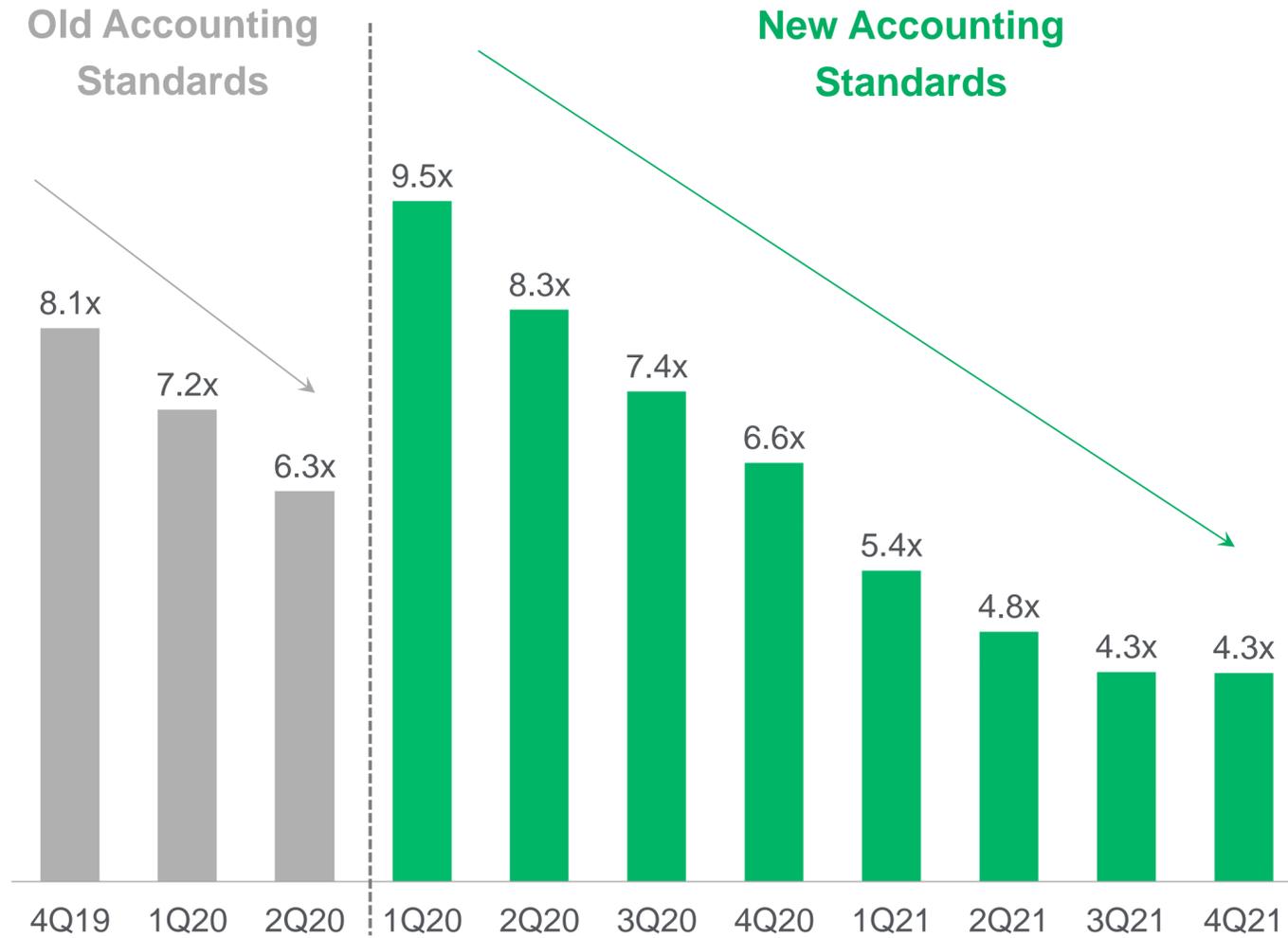


Note: (1) D1 delinquency rate is defined as (i) the total amount of principal that became overdue as of a specified date, divided by (ii) the total amount of principal that was due for repayment as of such date. (2) M1 collection rate is defined as (i) the amount of principal that was repaid in one month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

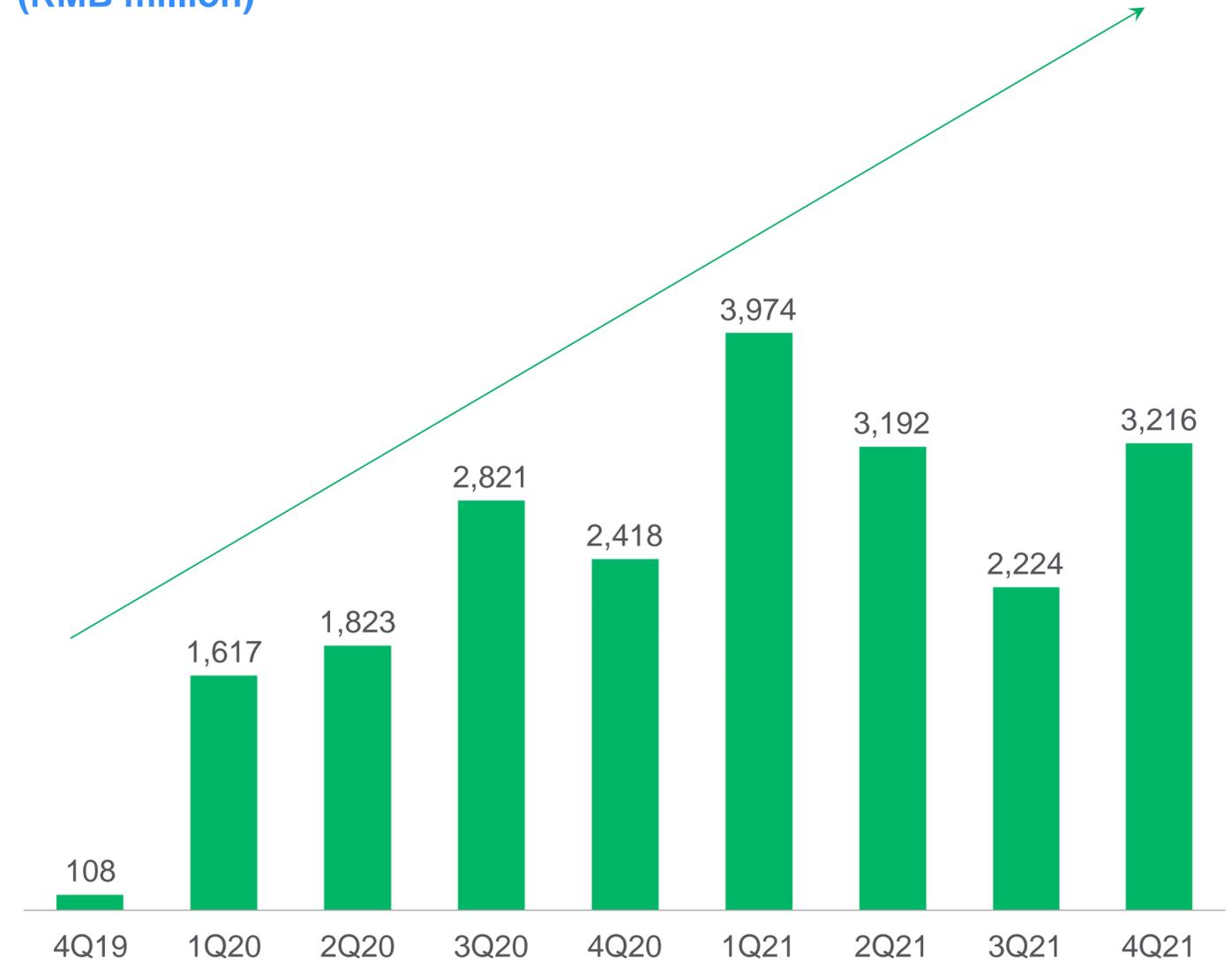
Source: Company data.

# Margin of Safety – Leverage Ratio & Free Cash

Leverage Ratio<sup>(1)</sup>



Free Cash<sup>(2)</sup>  
(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