

May 2024



1Q2024 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 1Q24

One of the Leading Consumer Credit-Tech Platforms in China

52.3 million

Cumulative Users with
Approved Credit Lines⁽¹⁾

159

Cumulative Financial
Institution Partners⁽¹⁾

RMB4,153 million

Total Net Revenue in 1Q24

15.4%

YoY Increase

RMB1,205 million

Non-GAAP Net Income in 1Q24⁽²⁾

28.0%

YoY Increase
in Non-GAAP EPADS - diluted⁽³⁾

22.0%

Non-GAAP ROE⁽⁴⁾



Notes: (1) Data as of March 31, 2024. (2) Excluding share-based compensation expenses. (3) Non-GAAP diluted EPADS refers to (i) the 1Q24 Non-GAAP net income attributed to the Company, divided by (ii) the weighted average diluted shares of 24Q1. (4) Non-GAAP ROE refers to (i) the annualized 1Q24 Non-GAAP net income attributed to the Company, divided by (ii) the average shareholder's equity of December 31, 2023 and March 31, 2024.

Dedicated to Returning Value to Shareholders



Execution of Share Repurchases



US\$215 million

Worth of ADSs repurchased
cumulatively



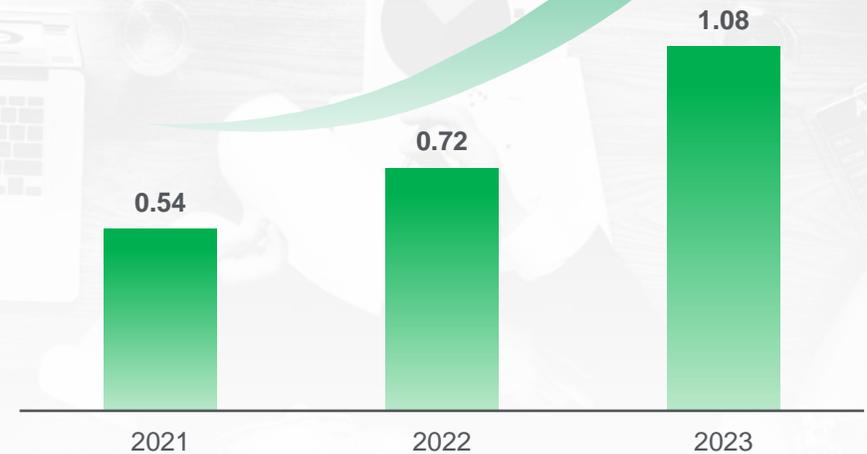
7.9%

Share count reduction
through share buyback⁽¹⁾

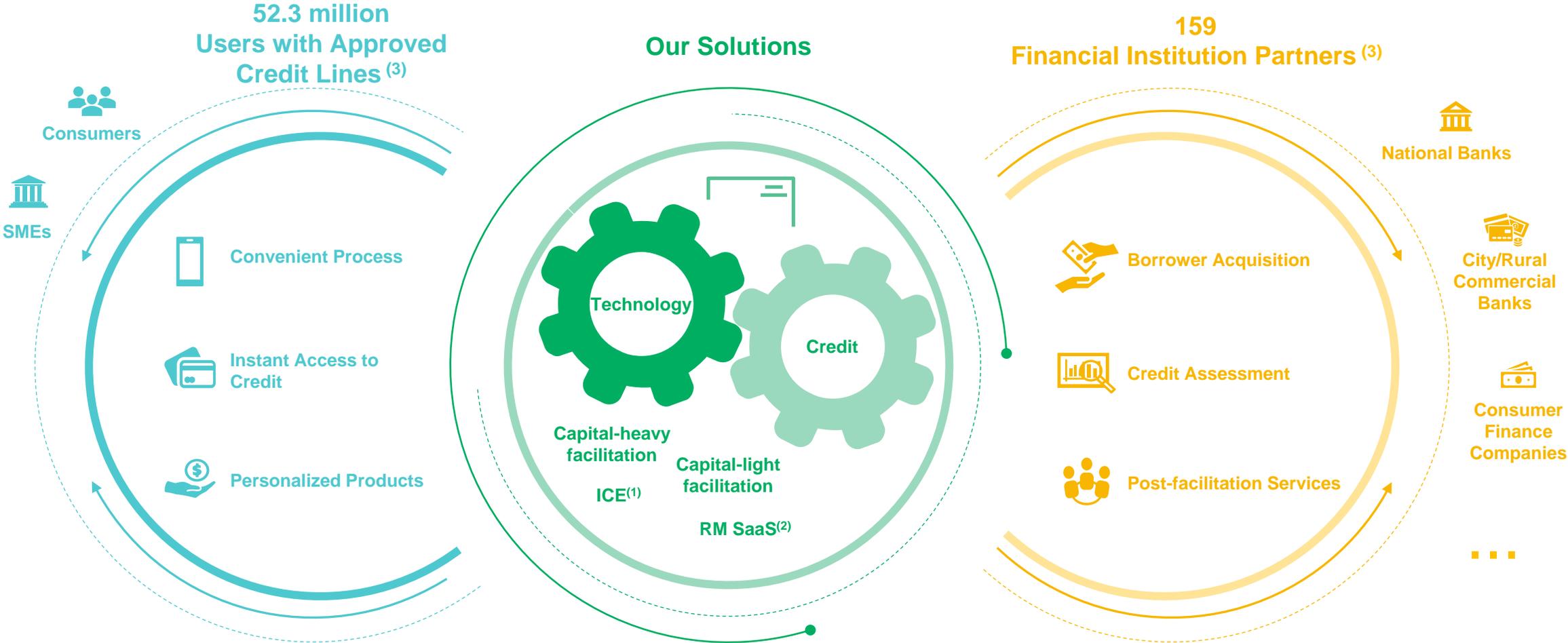


Recurring Dividend Payout

Dividend per ADS
(USD)

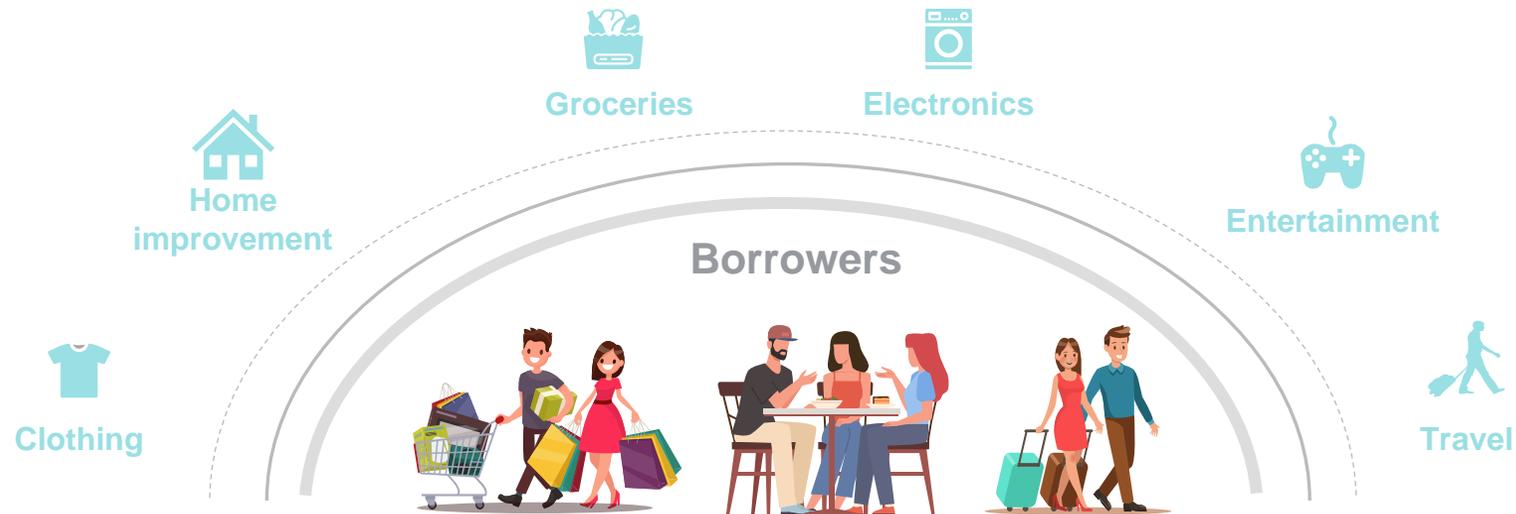
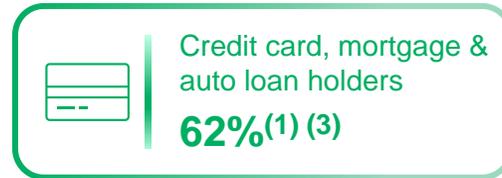


We Primarily Enable Financial Institutions with Our Innovative Technology Solutions...



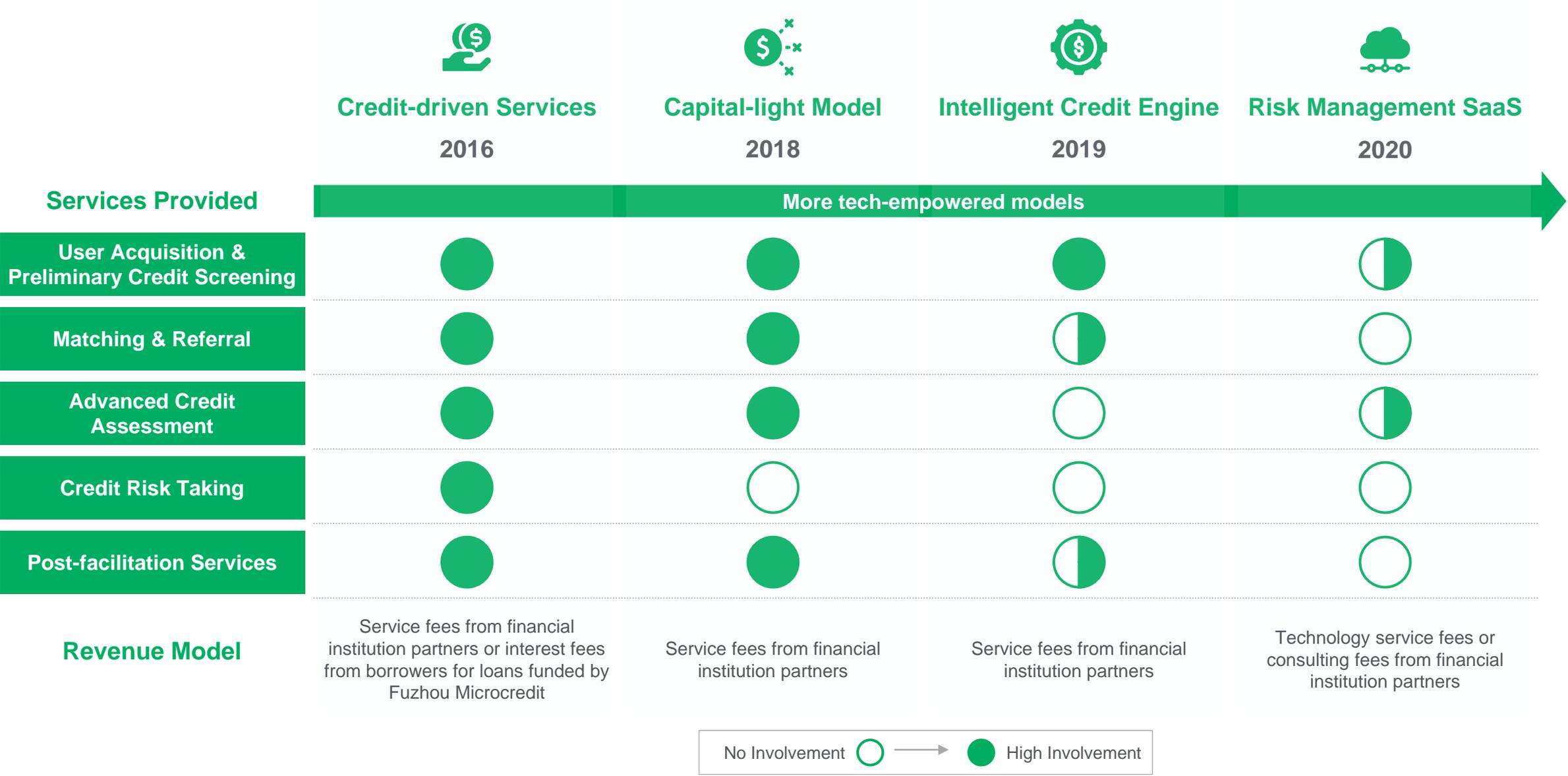
Notes: (1) Refers to Intelligence Credit Engine. (2) Refers to Risk management Software-as-a-Service. (3) Cumulative number as of March 31, 2024.

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

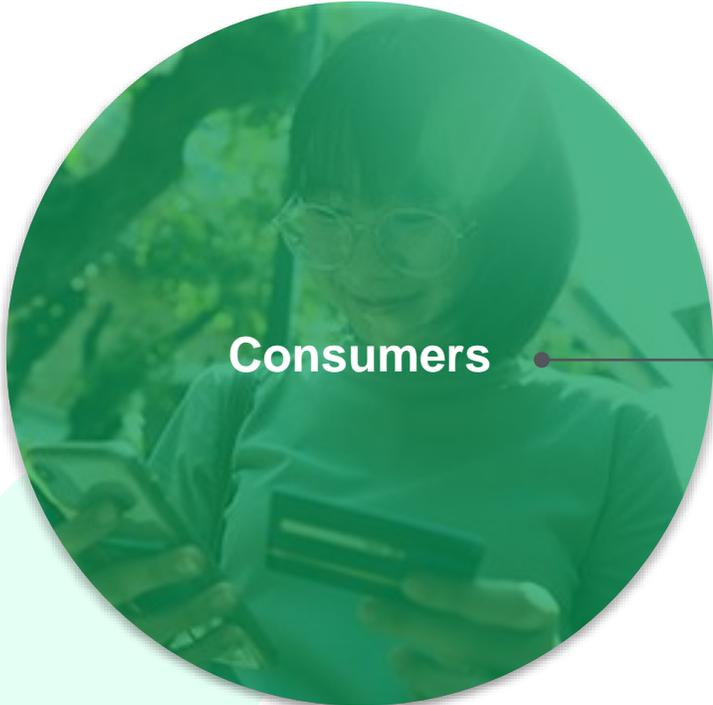


Notes: (1) Data based on cumulative users with approved credit lines as of March 31, 2024. (2) 1Q24 data. (3) Refer to the users who possess a credit card or have a mortgage or auto loan, and have made at least one repayment within 6 months prior to the date when the credit line was granted.

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



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 38 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

52.3 million

cumulative users with approved credit lines

31.2 million

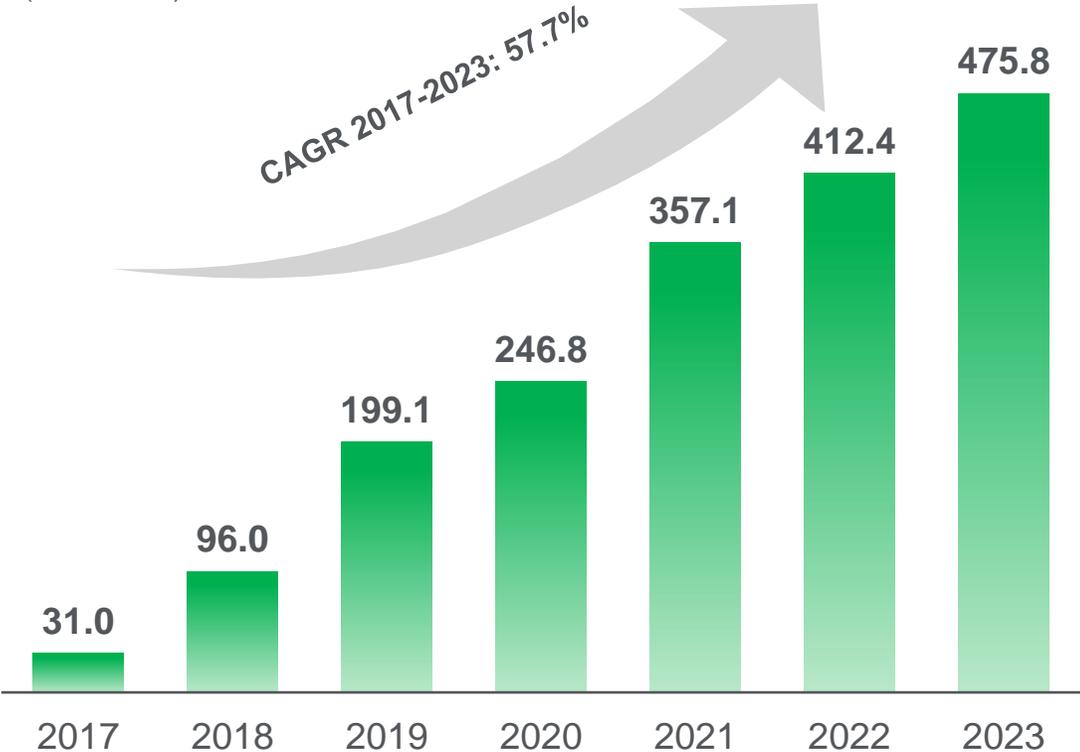
cumulative borrowers

Proven Track Record of Continuous Growth with Stable Risk Performance

Our Track Record

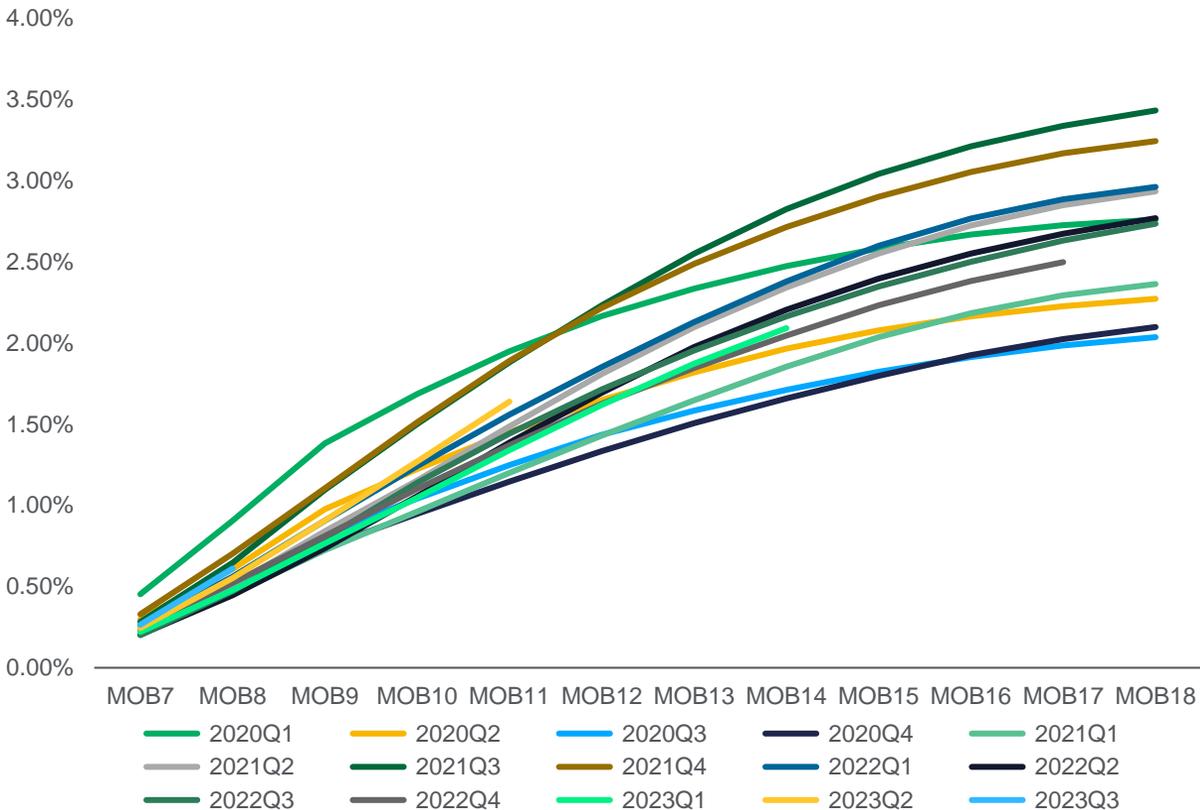
Loan Facilitation Volume

(RMB billion)



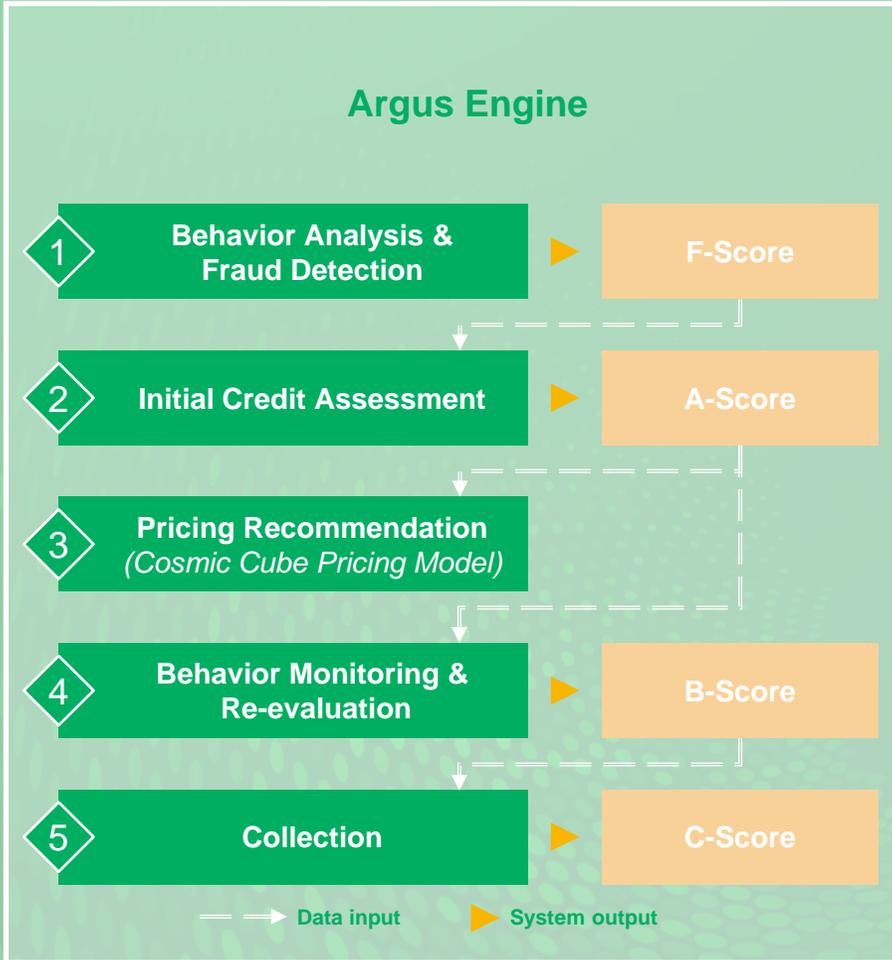
180 Day+ Delinquency Rates by Vintage (1)

(As of March 31, 2024)



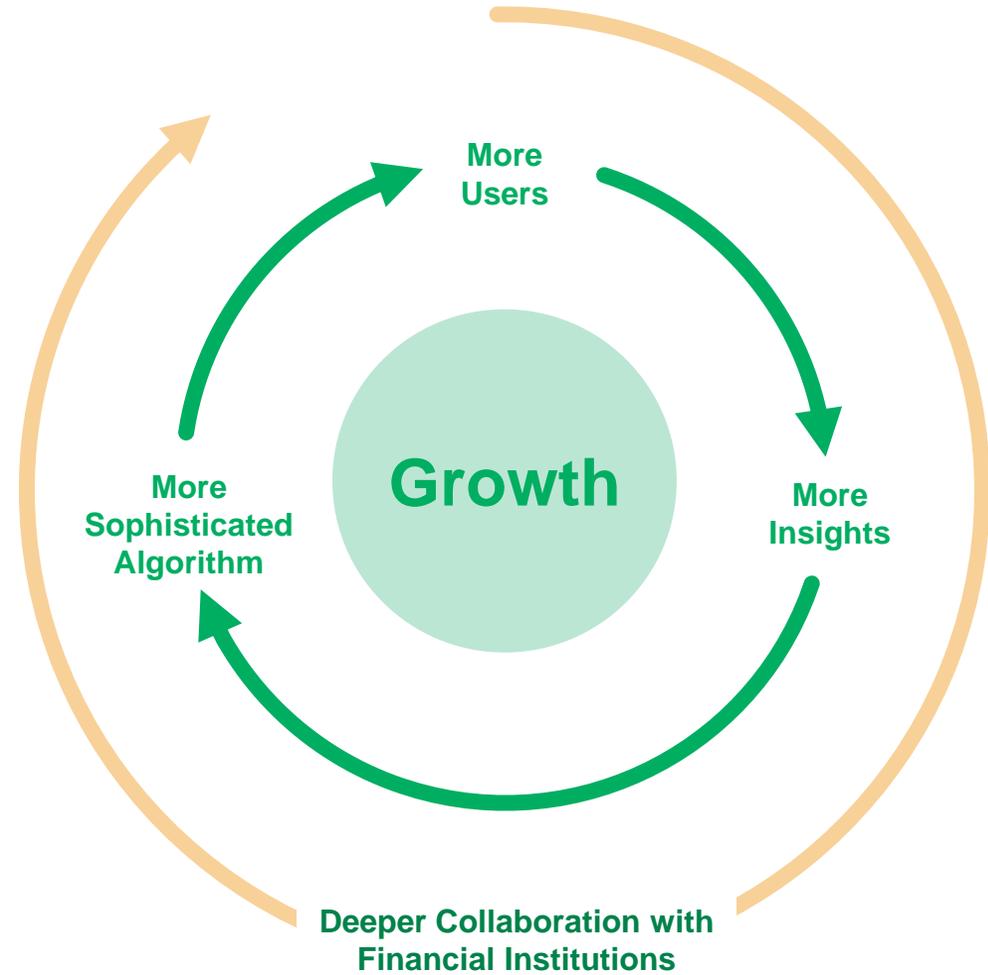
Note: (1) a percentage, which is equal to (i) the total amount of principal for all loans facilitated by our Group in a fiscal quarter that become delinquent for more than 180 days, less the total amount of recovered past due principal for all loans facilitated by our Group that were delinquent for more 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



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

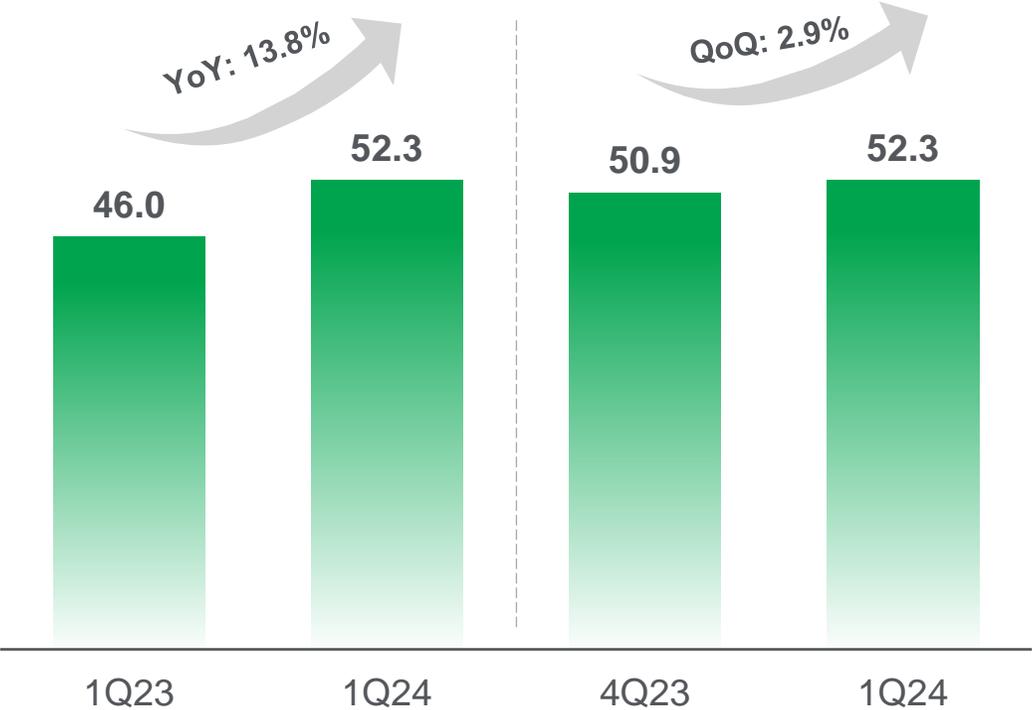
Operational and Financial Data



Consistently Expanding User Base

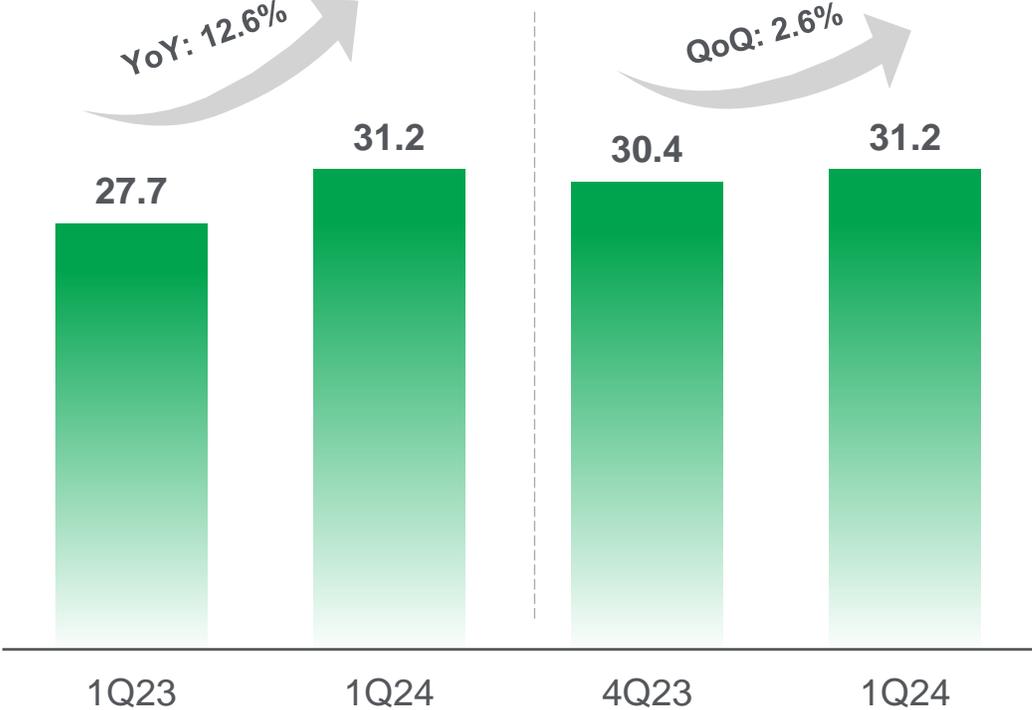
Cumulative Users with Approved Credit Lines

(million)



Cumulative Borrowers

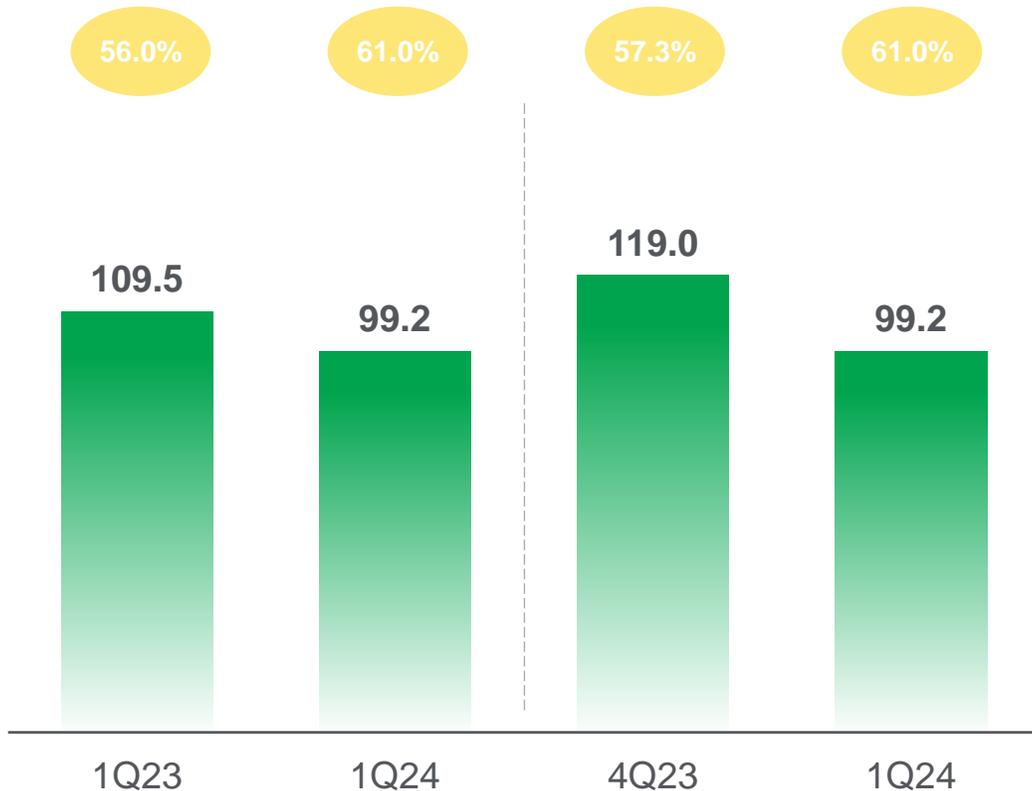
(million)



Balancing Loan Facilitation Volume with Prudent Risk Management

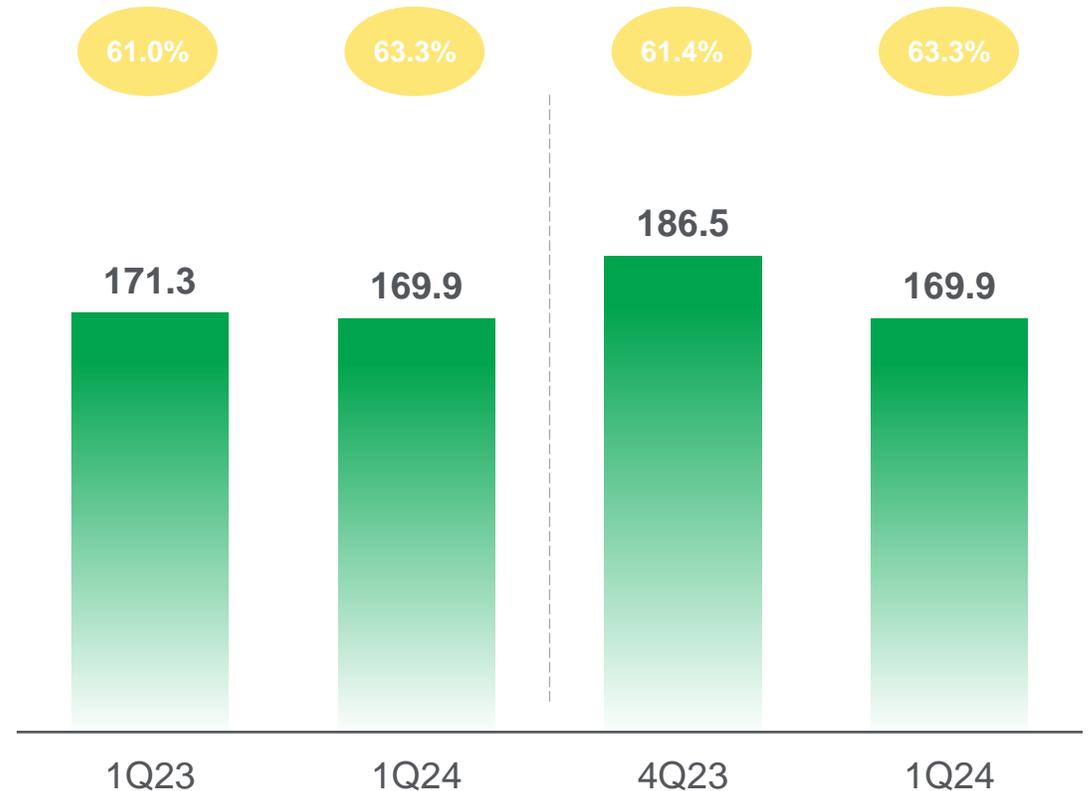
Loan Facilitation Volume⁽¹⁾ (RMB billion)

% of platform services' contribution



Outstanding Loan Balance⁽²⁾ (RMB billion)

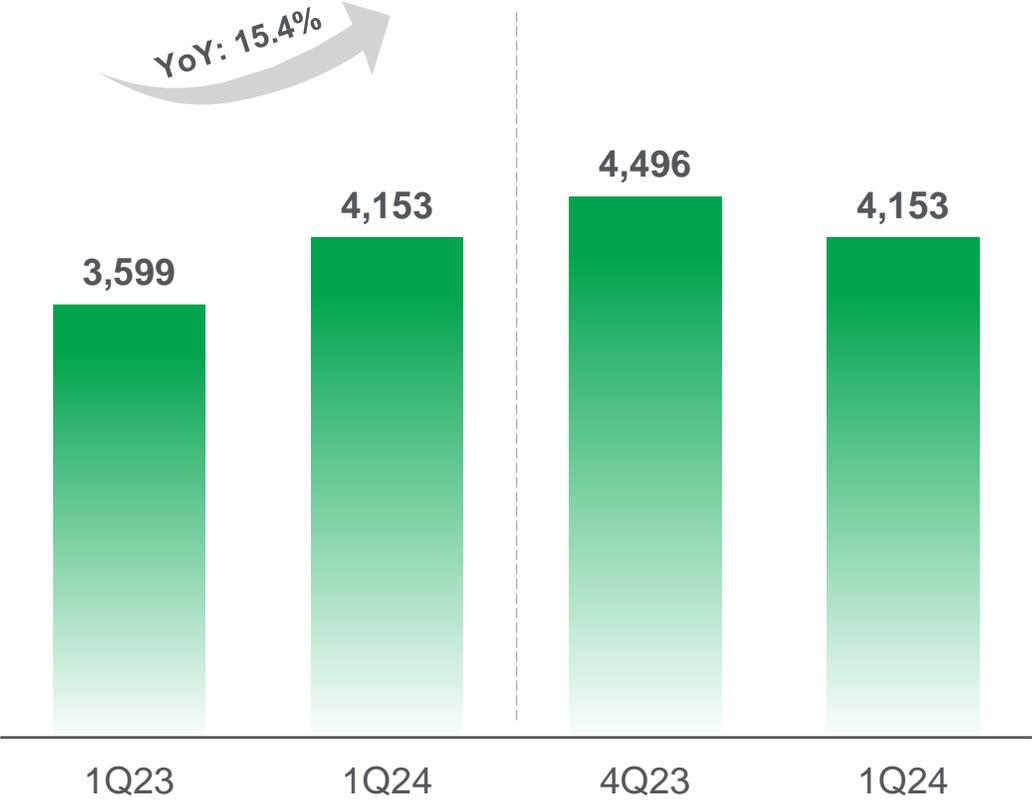
% of platform services' contribution



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.

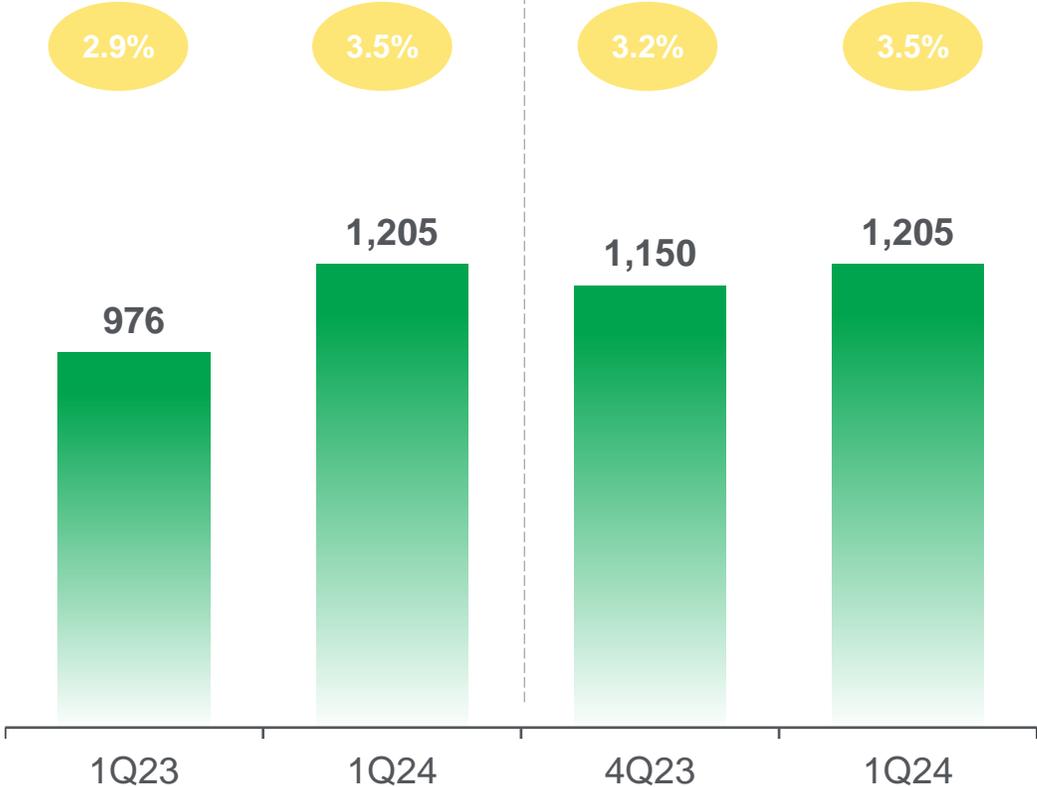
Solid Profitability Fueled by Improving Take Rates

Total Net Revenue
(RMB million)



Non-GAAP Net Income ⁽¹⁾
(RMB million)

% Net Take Rate⁽²⁾

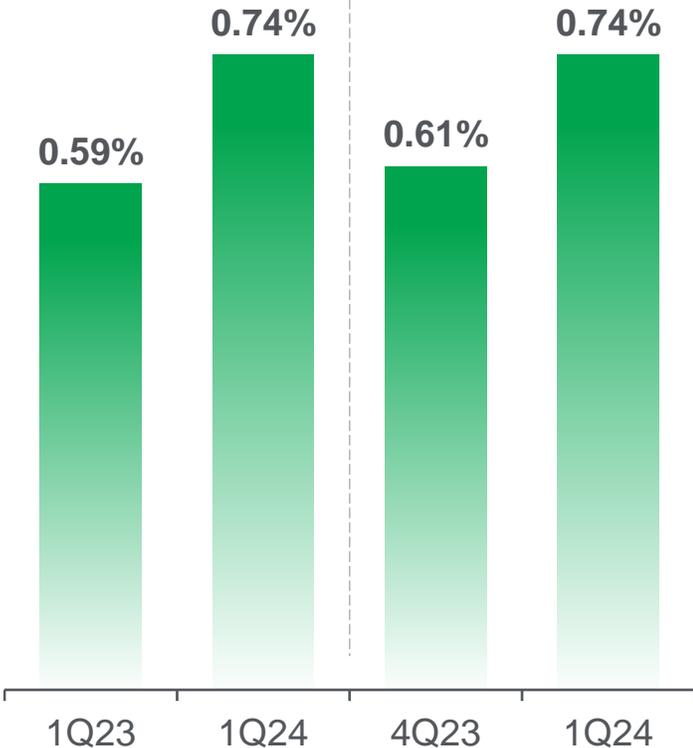


Notes: (1) Excluding share-based compensation expenses. (2) Net Take Rate refers to (i) the Non-GAAP net income, divided by (ii) the average outstanding loan balance of the beginning and the end of the quarter excluding other technology solutions.

Operating Expenses

Facilitation, Origination and Servicing Expense

(% of Loan Facilitation Volume)



Sales and Marketing Expense

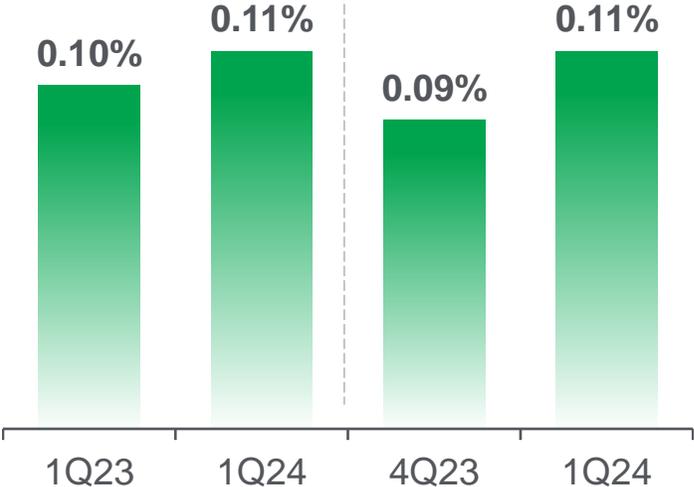
(% of Loan Facilitation Volume)

User Acquisition Costs(RMB)⁽¹⁾



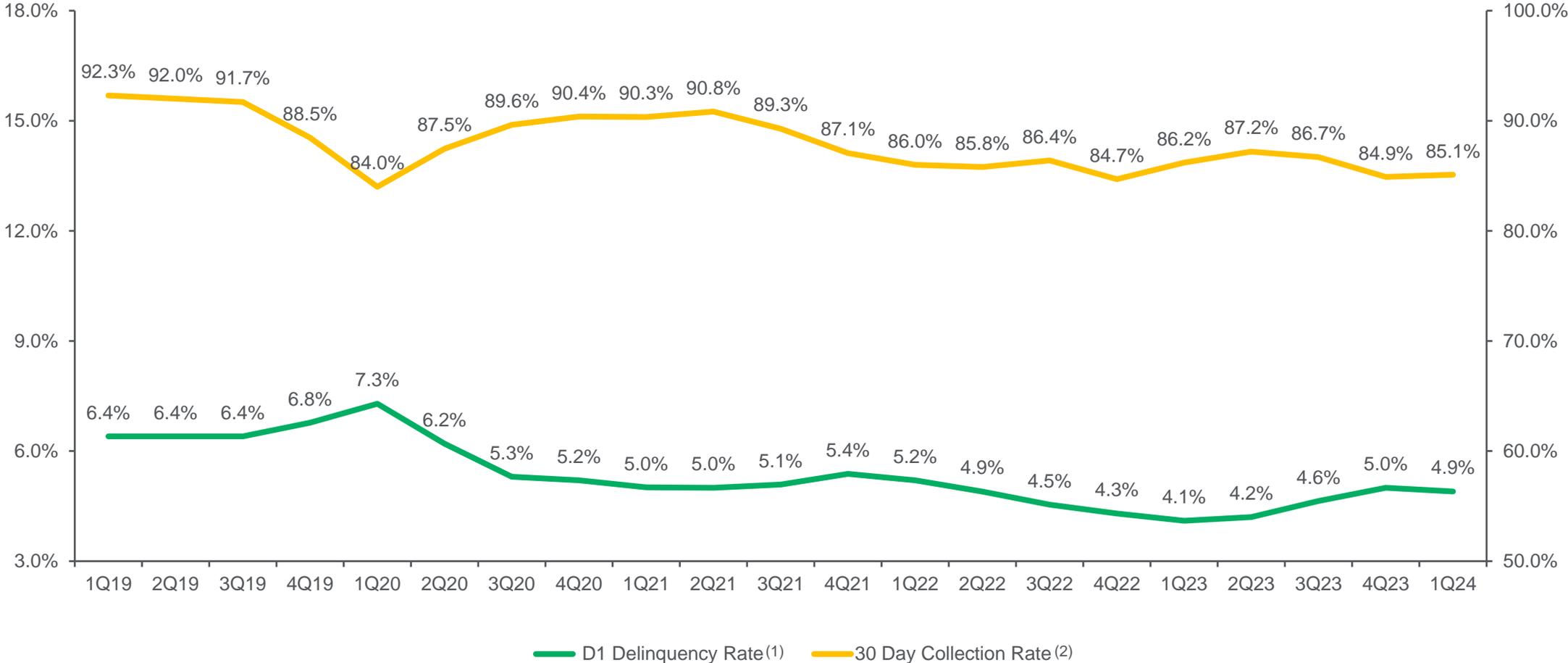
General and Administrative Expense

(% of Loan Facilitation Volume)



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

Proven Track Record of Robust Risk Management



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