

December 2022



Management 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



360 DigiTech At a Glance

RMB1.2 tn

Cumulative Loan
Facilitation Volume
through Our Platform

RMB160.0 bn

Outstanding Loan Balance
through Our Platform

43.0 mm

Cumulative Users with
Approved Credit Lines
on Our Platform

26.3 mm

Cumulative Borrowers
on Our Platform

141

Cumulative Financial
Institution Partners

56.1%

Platform Services as % of Total
Loan Facilitation Volume⁽¹⁾

RMB4.4 bn

LTM Net Income⁽²⁾

RMB6.1 bn

LTM Cash Flow from
Operating Activities⁽²⁾

Our Value Proposition



Consumers & SMEs



Financial Institution Partners

Instant

access to credit
within minutes

Flexible

loan principal
amount, tenor, and
repayment options

Efficient

borrower acquisition

Empower

credit assessment via
AI-driven Argus Engine

Intuitive

mobile application
and borrowing
experience

Trustworthy

brand with rigorous
data protection

Optimize

product offerings
and operations

Improve

post-facilitation
services



Our Core Product to Users

Affordable, Digital Revolving Line of Credit Allowing **Instant Funding Access** and **Multiple Loan Drawdowns**, with a **Convenient Process** and **Flexible Loan Tenors**

Credit Line

- Consumer borrowers: typically **RMB1k-200k** and up to **RMB300k** for those with good credit standing
- SME borrowers: typically **RMB20k-1,000k**



Drawdown

- Multiple drawdowns at anytime if outstanding balance does not exceed approved credit line
- Average single drawdown amount of **RMB7,707⁽²⁾** for consumer borrowers and **RMB23,245⁽²⁾** for SME borrowers



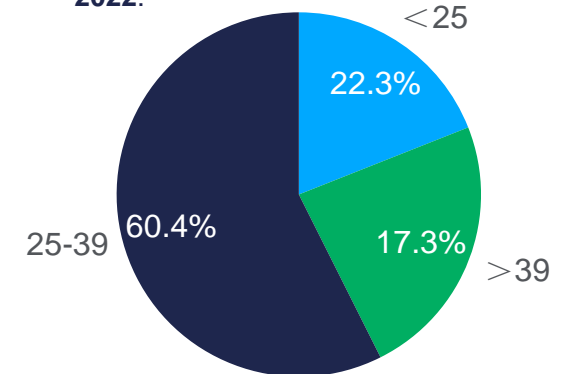
Tenor

- Flexible tenor option of 1, 3, 6, 12, 18, 24, 36 months⁽³⁾
- Average loan tenor of **11.2 months⁽²⁾** for consumer borrowers and **14.1 months⁽²⁾** for SME borrowers



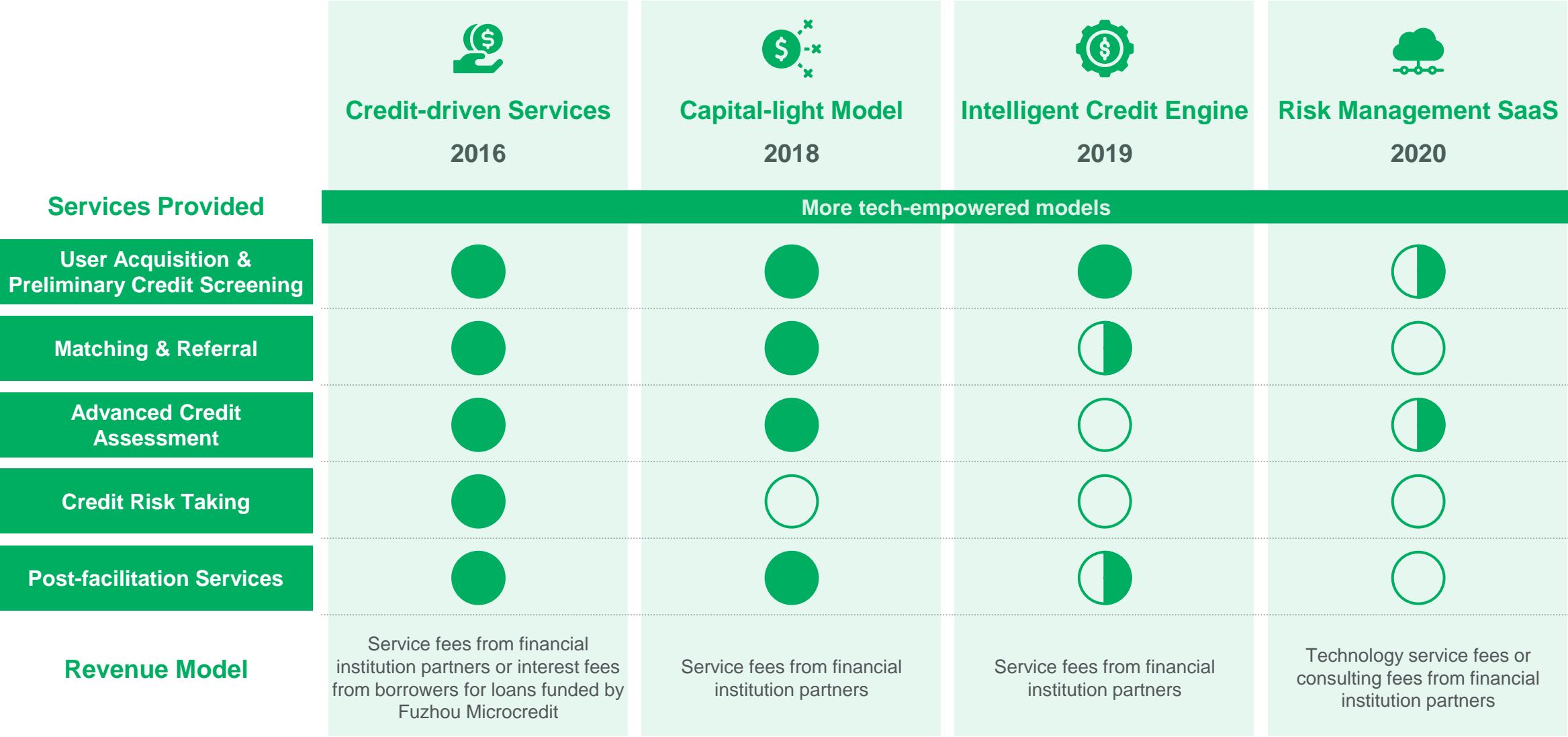
Target User

- **Consumers:** limited credit history, stable income with promising growth potentials, and great user lifetime values
- **SMEs:** unserved / underserved by traditional financial institutions, and lack of sufficient credit records and tangible collaterals
- **Age breakdown by users with approved credit lines as of June 30, 2022:**



Note: (1) The effective APR data are calculated through the IRR methodology. The effective APR is the annualized internal rate of return, or IRR, at which the net present value of all ordinary cash outflows (e.g., the principal of loans) and ordinary cash flows (e.g., the principal repayment, the interest income, the loan facilitation service fees, and other income) from a loan or a group of loans equals zero, assuming all the cash inflows other than interest income are received at the beginning of the period. The effective APR data excludes loans facilitated under risk management SaaS and ICE. (2) For the six months ended June 30, 2022. (3) We are also offering other payment terms such as repayment at any time with a fixed daily interest within one or two months. There is no interest free period, but we may offer interest-free coupon in certain limited cases as promotional activities to promote borrowers' interactions with our platform.

Our Services



No Involvement ○ → ● High Involvement

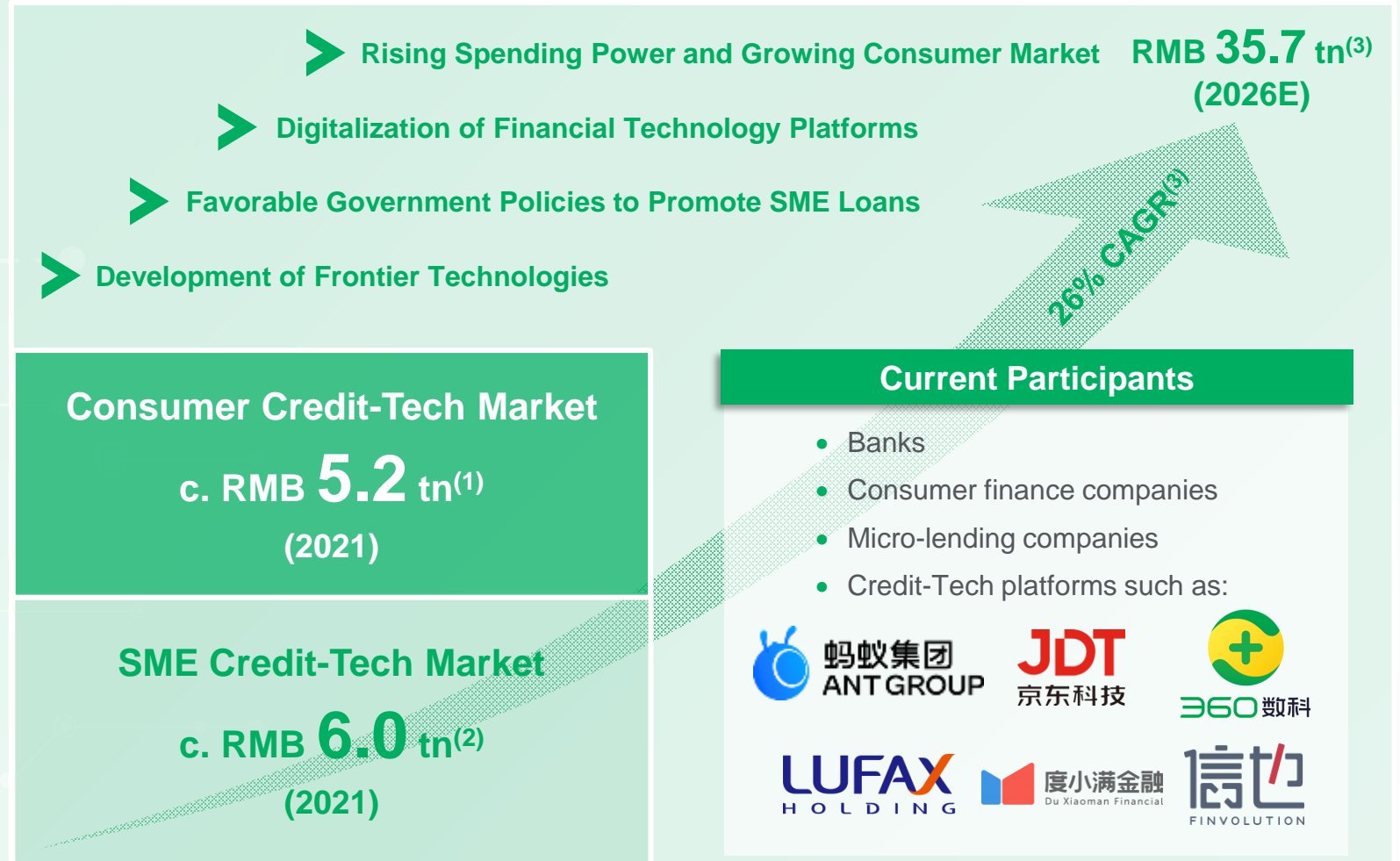
Massive Total Addressable Market

Our Competitive Edge in Consumer Credit-Tech Market

- Robust credit assessment capabilities
- Capital-light model gains momentum
- Diversified funding sources including strategic partnership with Kincheng Bank

Our Opportunity in SME Credit-Tech Market

- Innovative credit assessment model leveraging our expertise in consumer Credit-Tech market
- Effective online-to-offline user acquisition channels
- Growing market with shorter history, higher volatility, and correlation with macro environment



Notes: (1) 2021 total outstanding balance of online consumer loans offered by traditional financial institutions and Credit-Tech platforms in China. (2) 2021 total outstanding balance of online SME loans with approved credit line below RMB1 million offered by traditional financial institutions and Credit-Tech platforms in China. (3) 2026E total outstanding balance for consumer Credit-Tech (RMB8.1 trillion) and SME Credit-Tech (RMB27.6 trillion) markets in China in aggregate; CAGR between 2021 and 2026. Source: iResearch.



Our Competitive Strength and Growth Strategy



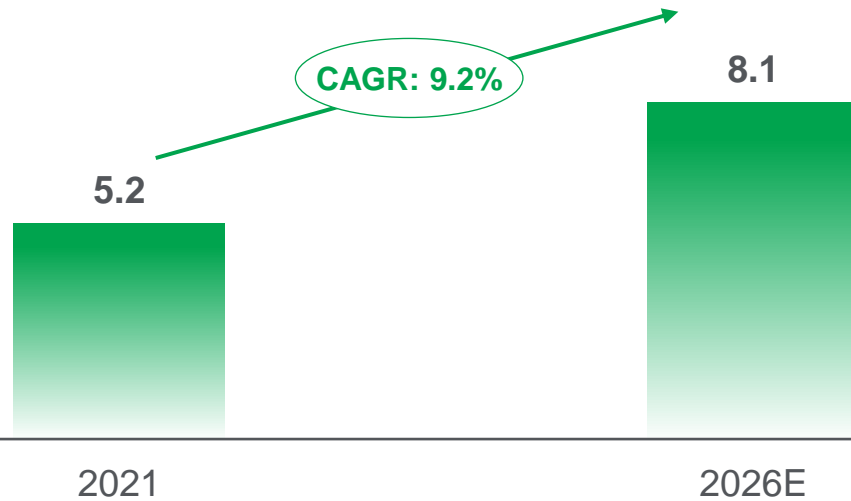
Key Features of Our Competitive Strength

- 1 Distinct competitive edge in a massive and growing market with high entry barrier
- 2 Strong technology and innovation capabilities
- 3 Robust credit assessment capabilities repeatedly validated by the market
- 4 Multichannel and efficient user acquisition with a broad user base
- 5 Diversified funding sources supported by a broad network of financial institution partners
- 6 Experienced management team and entrepreneurial company culture

1 Distinct Competitive Edge in a Massive and Growing Market with High Entry Barrier

A Massive and Growing Market...

Consumer Credit-Tech Market Outstanding Balance in China⁽¹⁾
(RMB tn)



...with High Entry Barrier

License	Technology	Network
Increasingly tightened regulatory requirements	Technology capabilities in data analytics and credit assessment	User base and network of financial institution partners

#3 Largest Consumer Credit-Tech Platform in China

2021 Ranking⁽²⁾

#1



蚂蚁集团
ANT GROUP

#2



京东科技

#3



360 数科

Notes: (1) Total outstanding balance of online consumer loans offered by traditional financial institutions and Credit-Tech platforms. (2) Ranking by market share in China's consumer Credit-Tech market, which is measured by the total outstanding balance of online consumer loans of each market player divided by the total outstanding balance of online consumer loans offered by traditional financial institutions and Credit-Tech platforms in the consumer Credit-Tech market in China.
Source: iResearch.

② Strong Technology and Innovation Capabilities

- Continuously innovating technologies and develop products and services
- Won the Fintech of the Year by the Asset Asian Awards in 2021

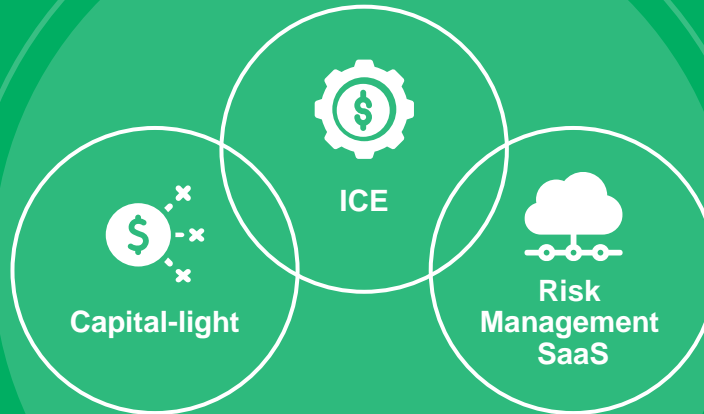


User Acquisitions

RTA-DMP

Embedded Finance

Technology-empowered Platform Services



Matching & Post-facilitation

CloudBank

AI-powered Collection



Financial Institution Partners

Investment in R&D to Strengthen Our Technology and Credit Assessment Capabilities



36.5%

Of employees are from R&D team



58.8%

1H22 YoY growth in R&D related expenses



68

Registered patents⁽¹⁾



900

Patents pending approval⁽¹⁾



66

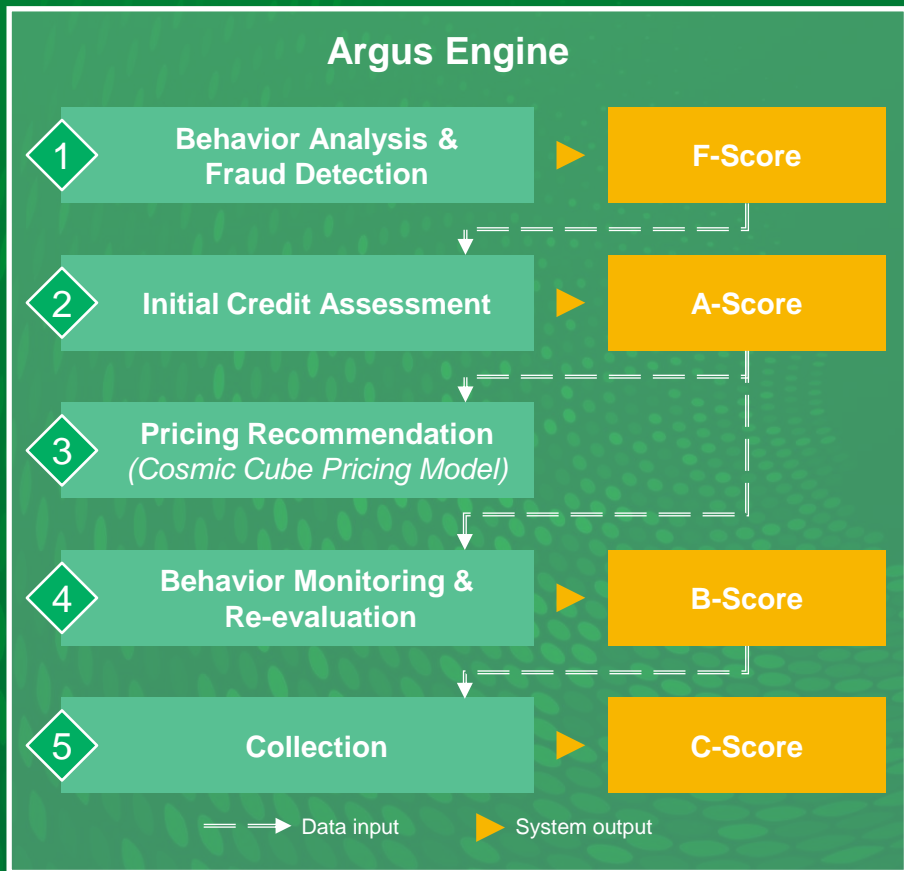
Registered software copyrights⁽¹⁾

3 Robust Credit Assessment

AI-powered credit assessment capability across loan lifecycle

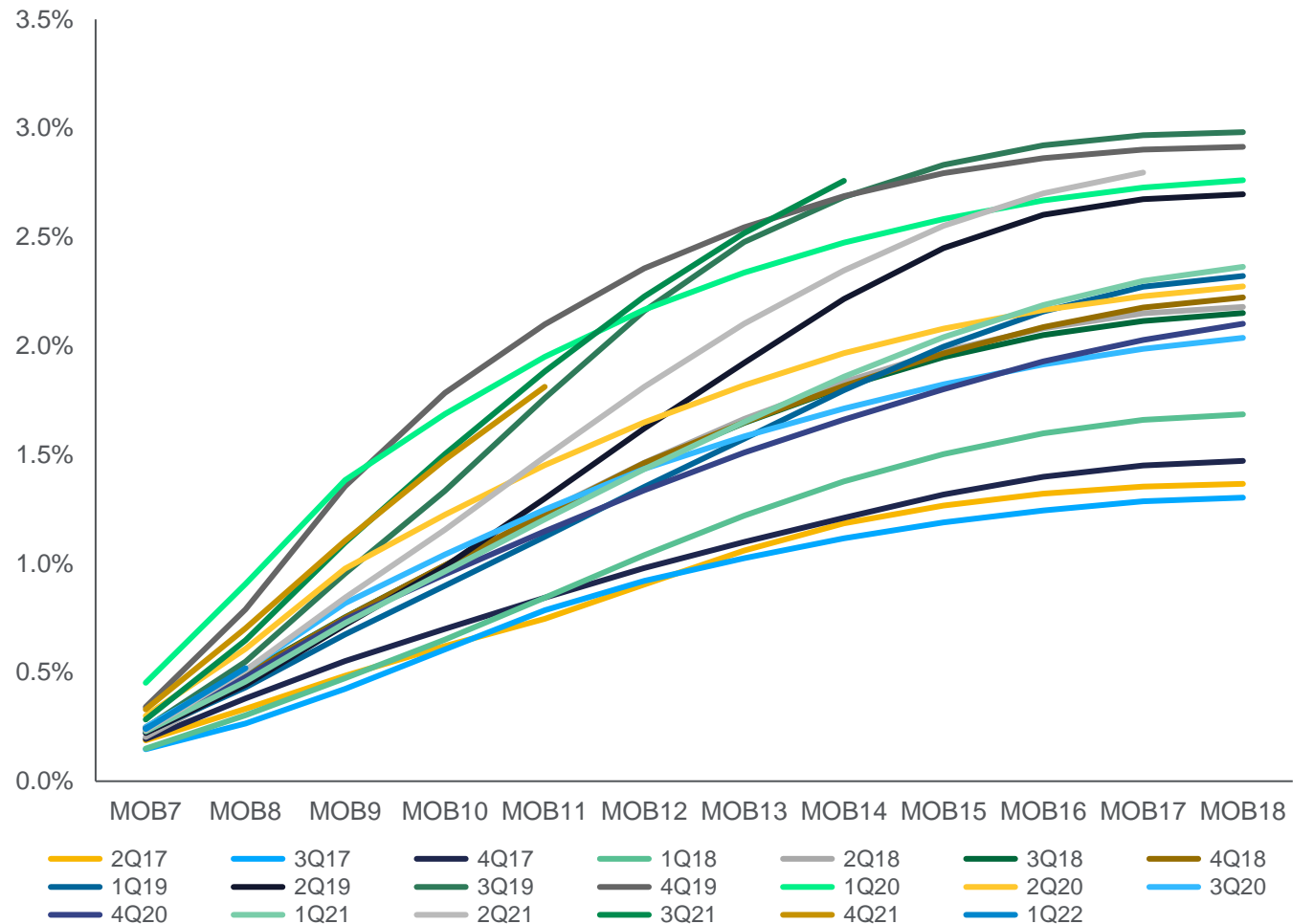
Argus Engine tailored for both consumers and SMEs

Real-time graph engine for risk factor identification of prospective borrowers



Capabilities Validated by the Market

180 Day+ Delinquency Rates by Vintage
(As of September 30, 2022)



4 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

Offline Promotion and Borrower Referral

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



Embedded Finance

- Partner with 34 leading online platforms cumulatively, including leading e-commerce / ride-hailing / smart phone companies

43.0 mm

cumulative users with approved credit lines

26.3 mm

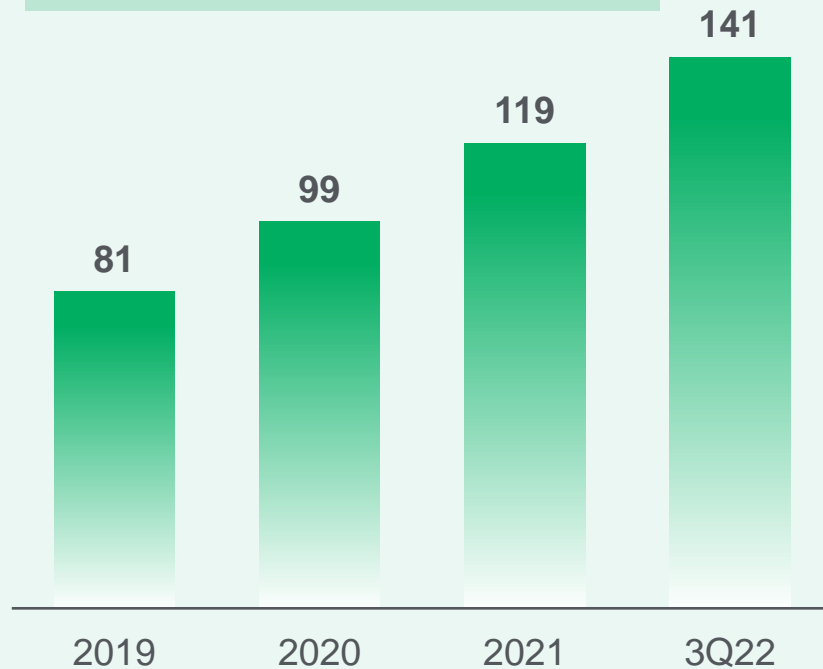
cumulative borrowers

5 Diversified Funding Sources Supported by Financial Institution Partners

Financial Institution Partners

Cumulative # of Financial Institution Partners

Long-term relationships with reputable national and regional bank partners



KCB  ⁽¹⁾



Stable source of funding



Explore innovative approaches to funding partnerships



Launch more creative product options

ABS Issuance



RMB16.7 bn

cumulative ABS issuance size⁽²⁾



<6.0%

comprehensive cost of funding⁽²⁾

Note: (1) Kincheng Bank is one of the three private banks with an internet company as its largest shareholder in China, according to iResearch. (2) Data as of September 30, 2022. Source: iResearch.

⑥ Experienced Management Team and Entrepreneurial Company Culture



Zhiqiang HE
SVP

10+ years of experience in consulting and business management

McKinsey & Company



Haisheng WU
CEO

10+ years of experience in Internet product management and operations

Co-founder of 360 DigiTech



Hongyi ZHOU
Chairman

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

Co-founder of Qihoo 360 Technology



Alex XU
CFO

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



Yan ZHENG
CRO

10+ years of experience in consumer finance risk management

Co-founder of Samoyed



Our Growth Strategies



1



Further penetrate the consumer Credit-Tech market

2



Advance our technology and risk management empowerment capabilities

3



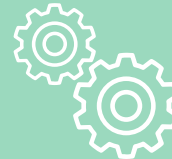
Further develop our capital-light model and technology solutions

4



Strengthen our partnerships with financial institution partners

5



Further develop our business in the SME Credit-Tech market



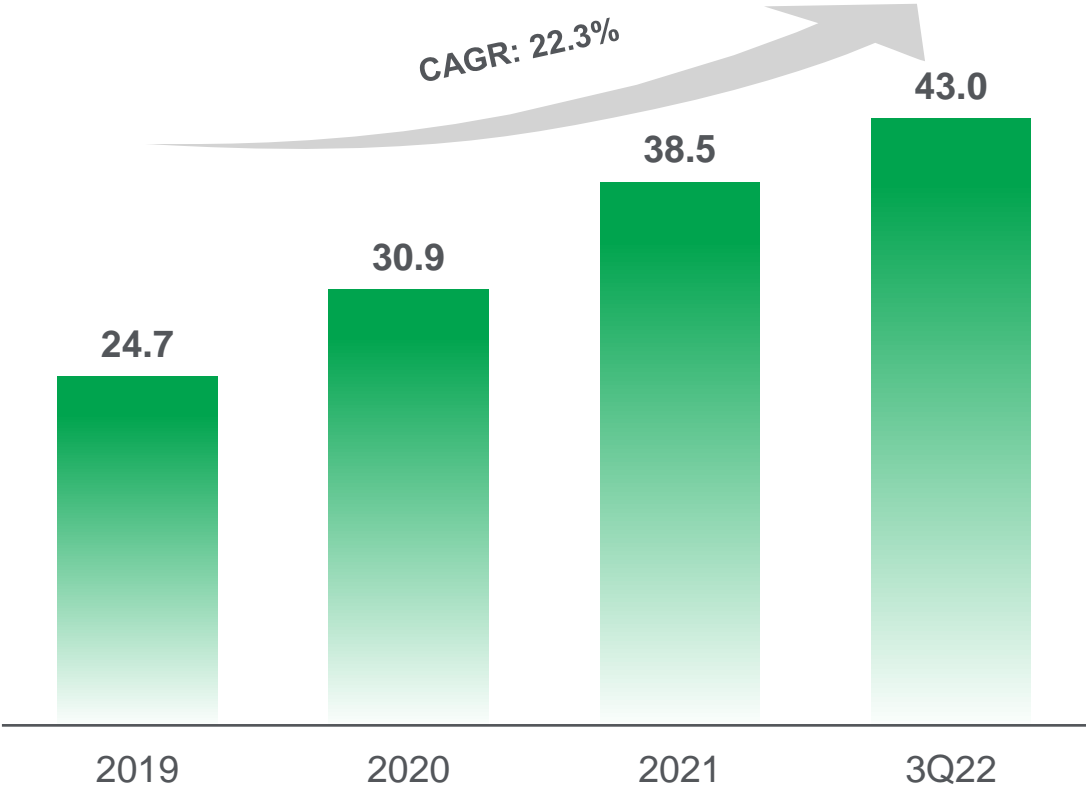
Our Operational and Financial Performance



Continuous Expansion of User Base

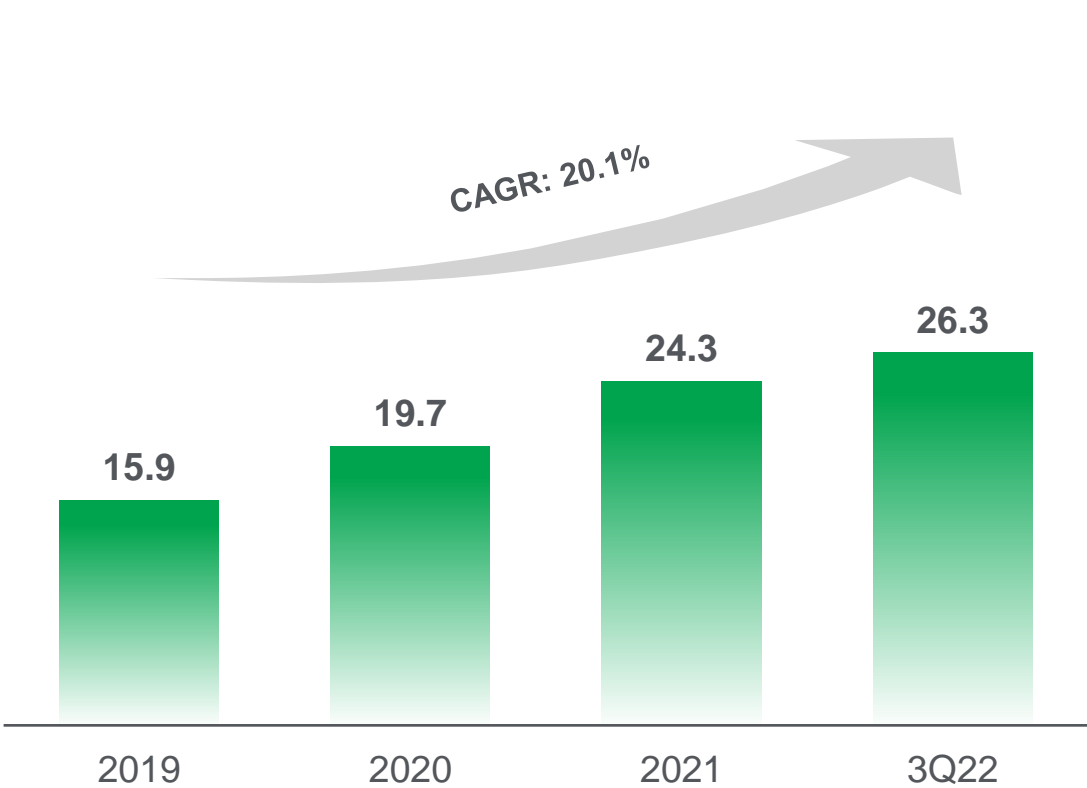
Cumulative Users with Approved Credit Lines

(mm)



Cumulative Borrowers

(mm)

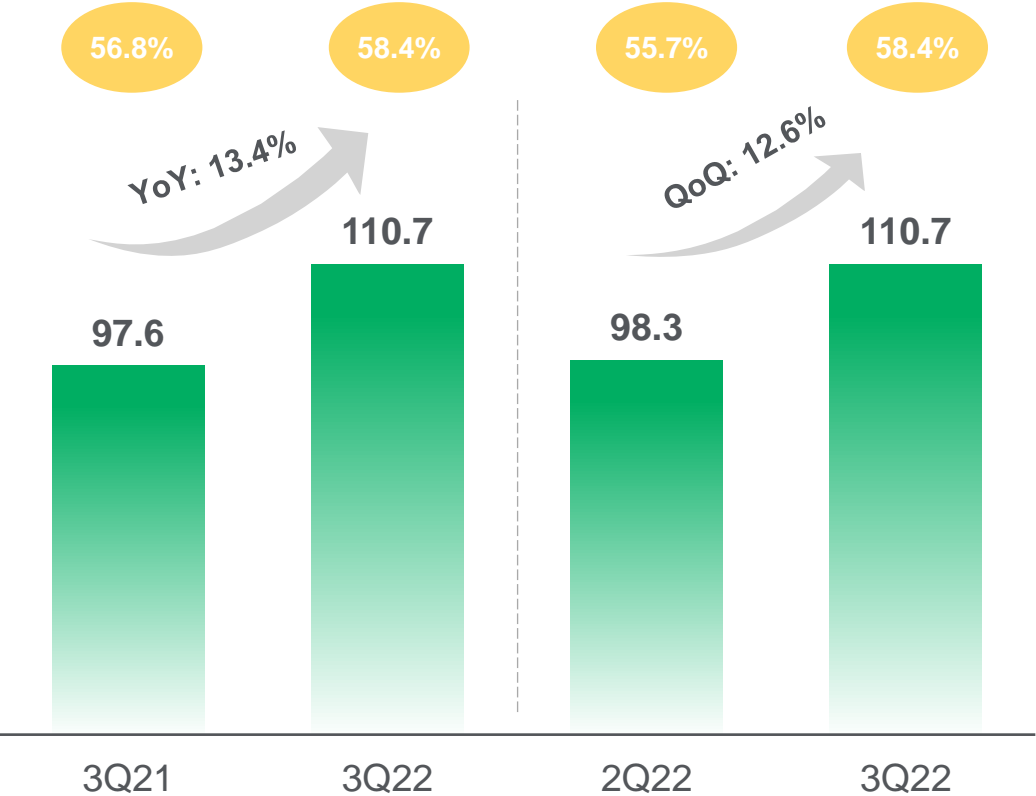


Strong Growth in Loan Facilitation with Increasing Contribution from Platform Services

Loan Facilitation Volume

(RMB bn)

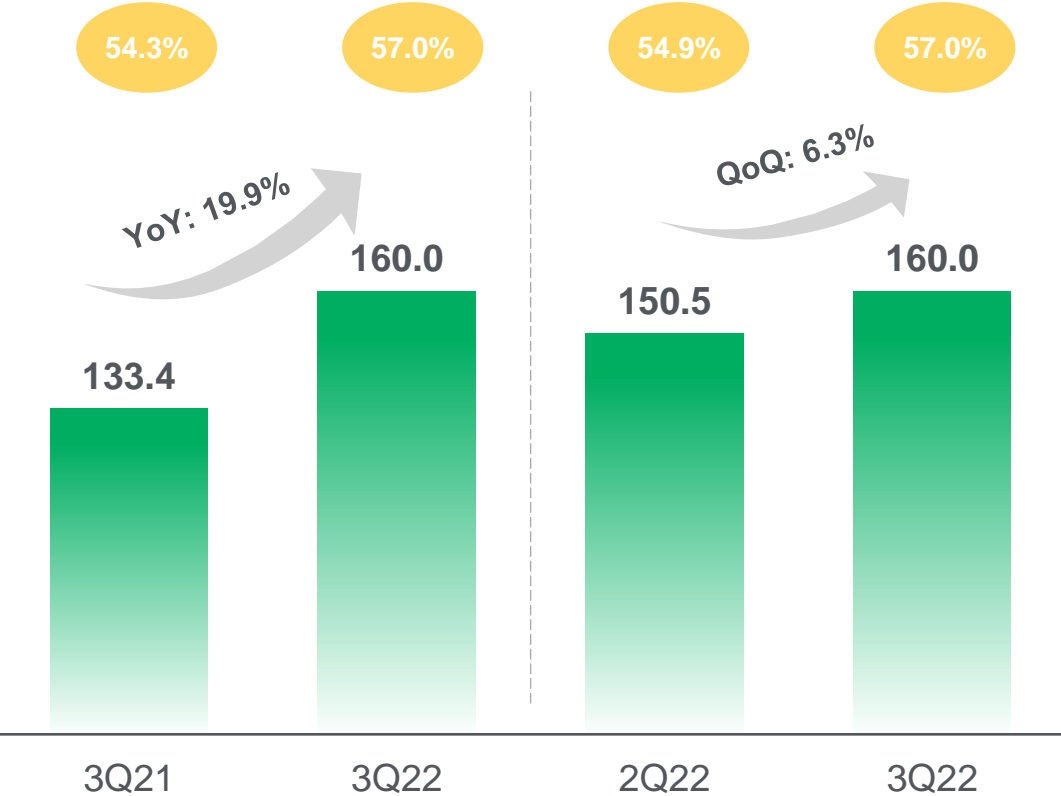
% of platform services' contribution



Outstanding Loan Balance

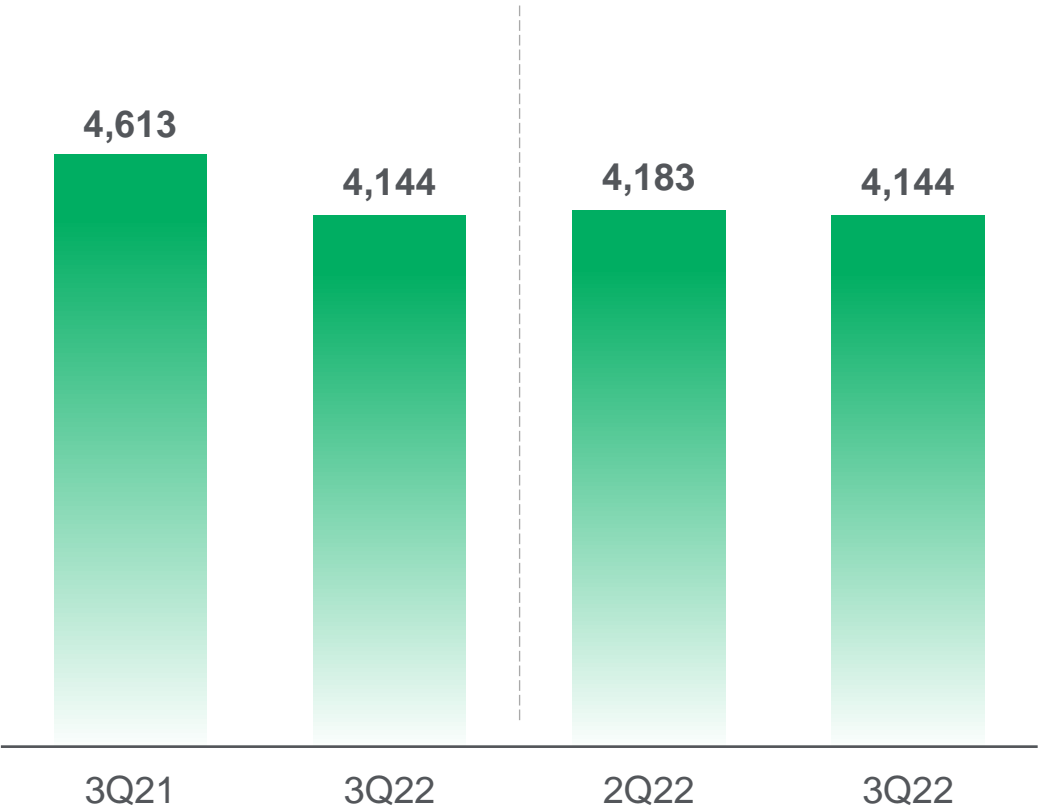
(RMB bn)

% of platform services' contribution



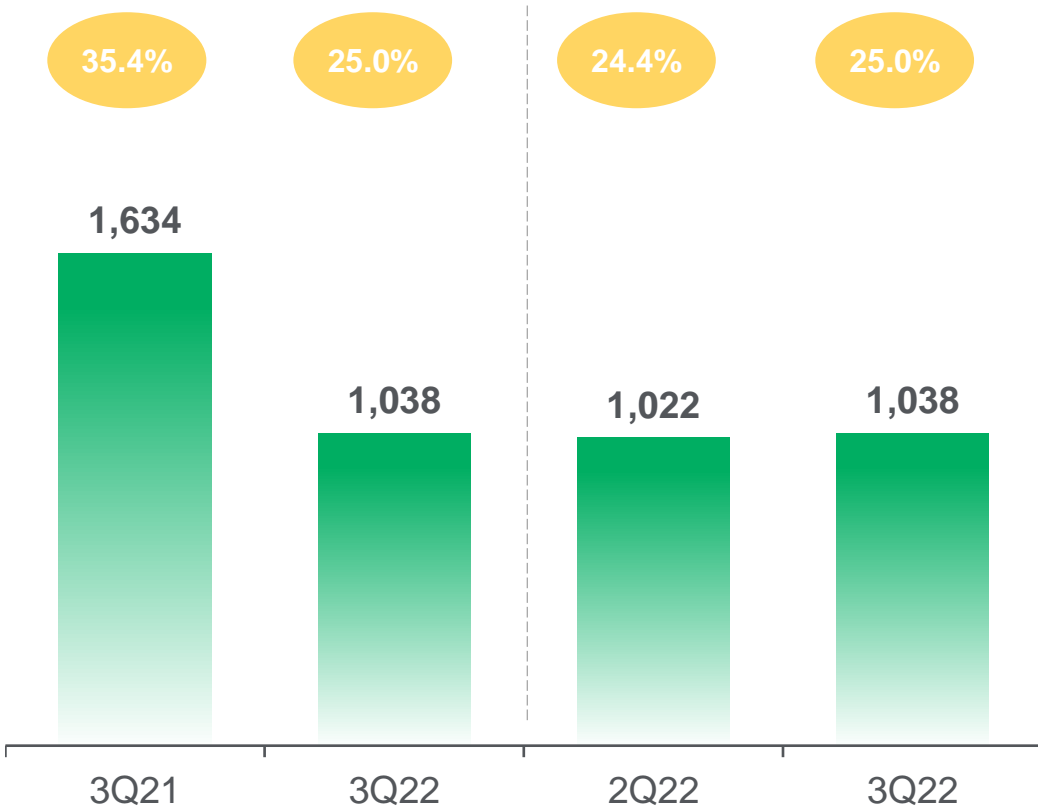
Solid Financial Performance Through Challenging Environment

Total Net Revenue
(RMB mm)



Non-GAAP Net Income ⁽¹⁾
(RMB mm)

% Net Margin

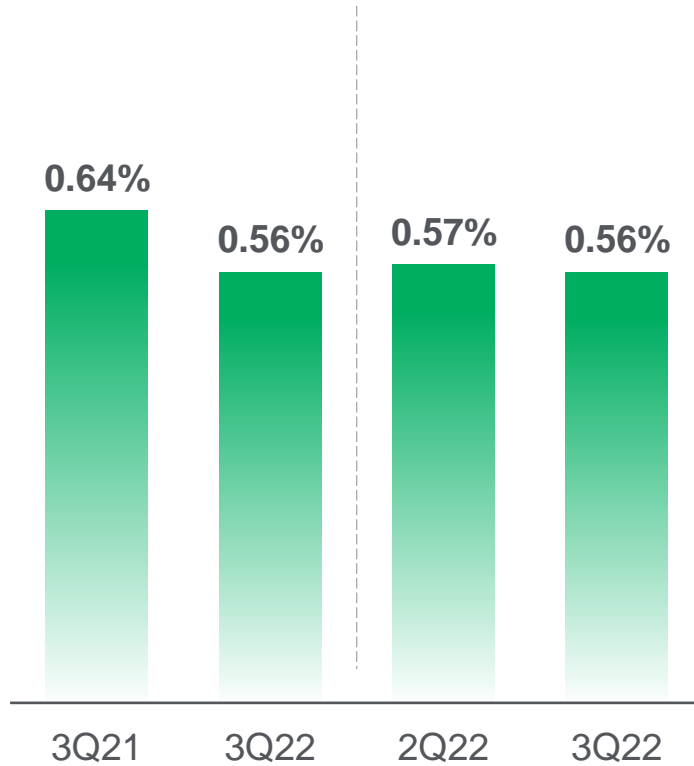


Note: (1) Excluding share-based compensation expenses.

Stabilizing Operational Efficiency

Facilitation, Origination and Servicing Expense

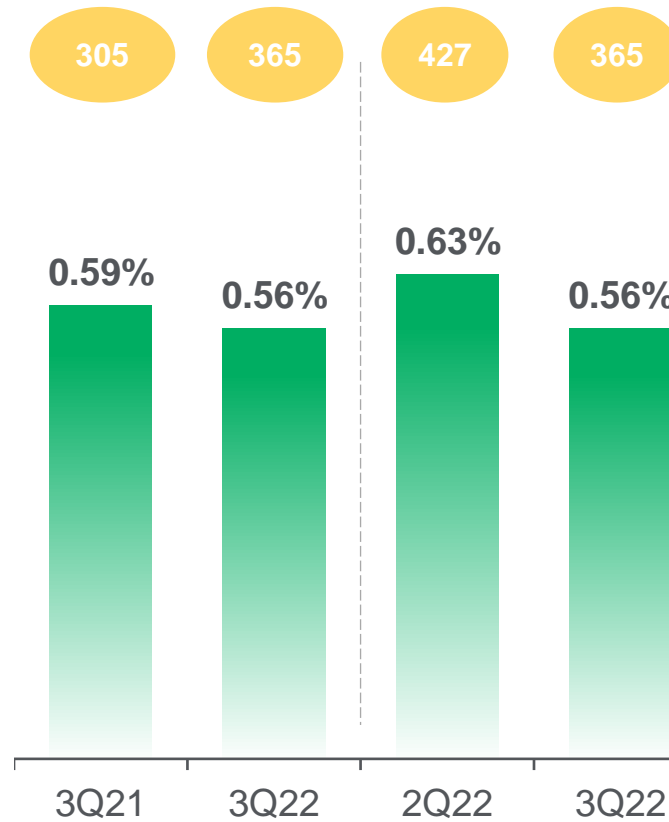
(% of Loan Facilitation Volume)



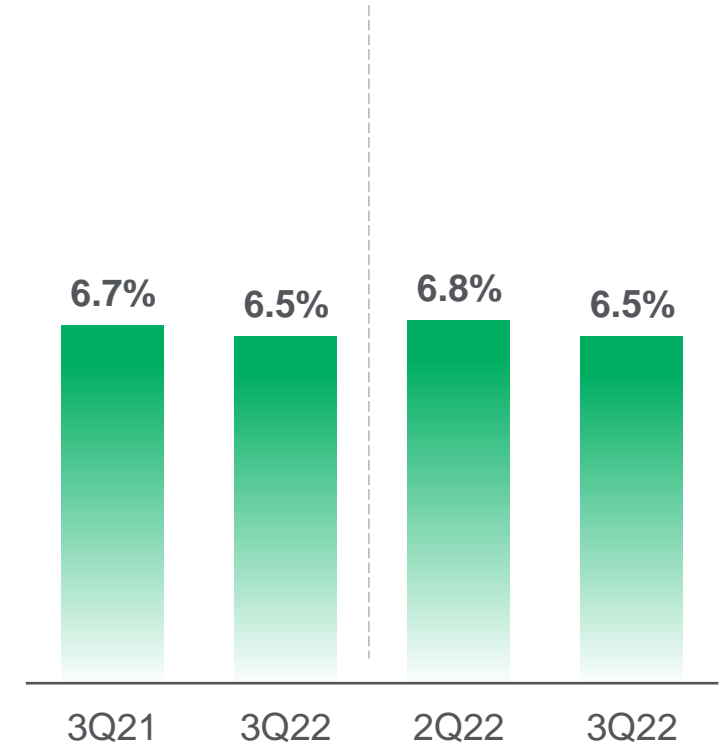
Sales and Marketing Expense

(% of Loan Facilitation Volume)

User Acquisition Costs⁽¹⁾

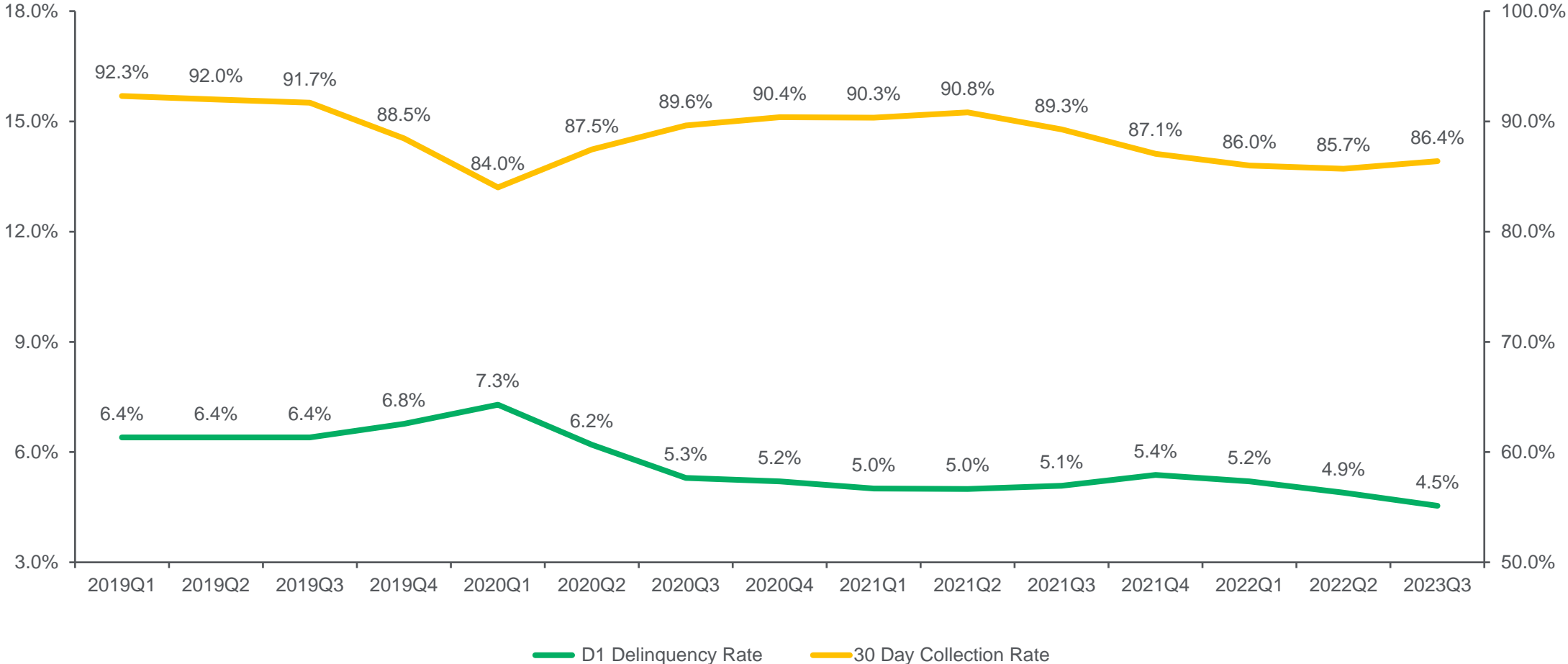


Funding Cost⁽²⁾



Note: (1) Acquisition cost per user with approved credit lines.. (2) Annualized weighted average interest rate charged to borrowers by financial institution partners under credit-driven services.

Risk Performance Improvement Driven by User Base Optimization



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) 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

