

360 DigiTech Investor Presentation

June 2022

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AGENDA

- 01 Corporate Overview
- 02 Leadership Position
- 03 Quarterly Update

01 | Corporate Overview

Our Mission



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

The Challenges

Consumers' and SMEs' Unmet and Sophisticated Credit Demand



Consumers & SMEs:
small ticket size, short duration, high-frequency
Financial Institutions:
high costs to reach long-tail demand



Consumers & SMEs:
difficult to access credit b/c limited credit history, job, etc.
Financial Institutions:
credit systems are designed for "traditional" borrowers

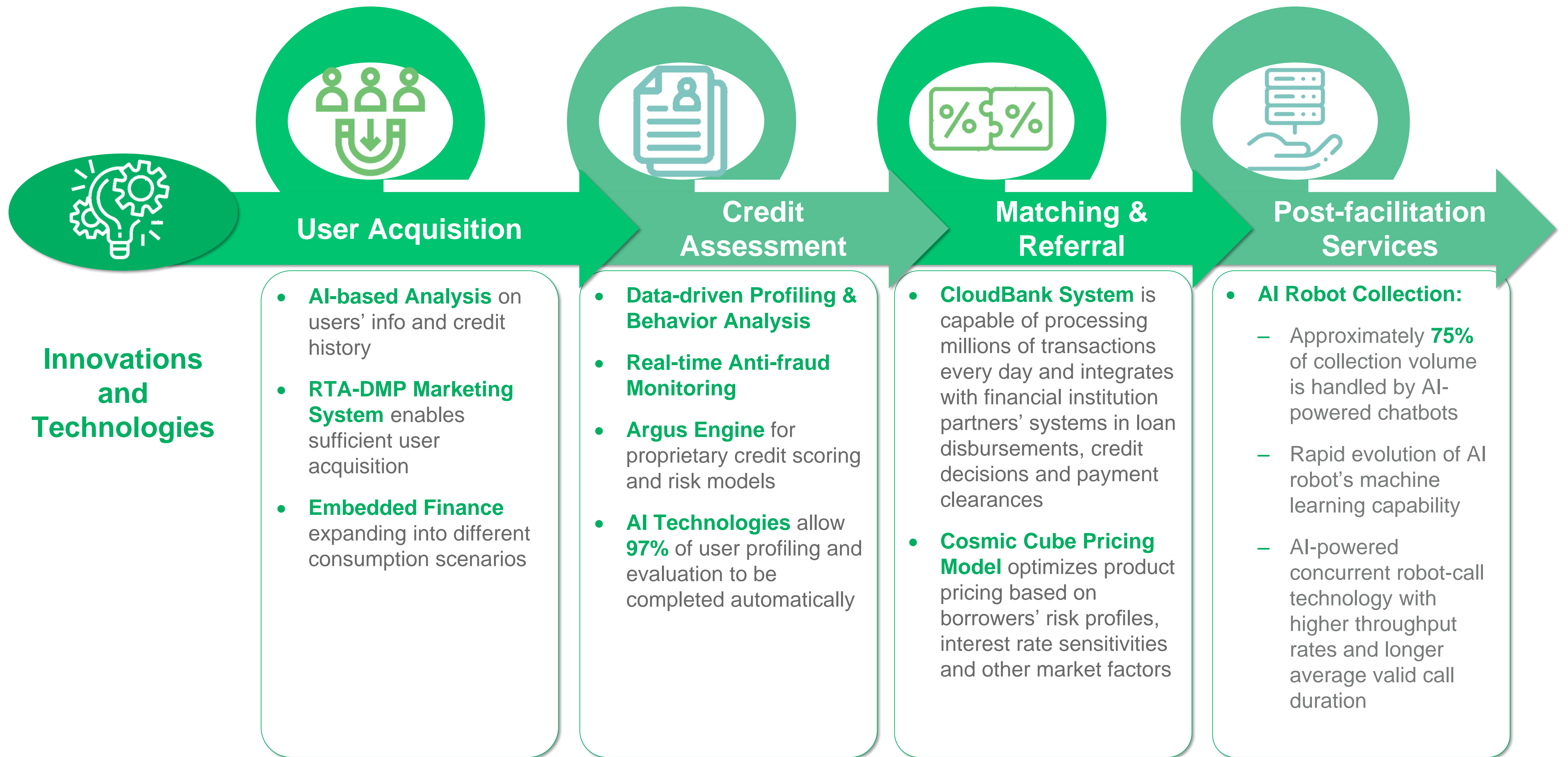


Consumers & SMEs:
dynamic combination of pricing, duration, volume
Financial Institutions:
limited offerings mismatch diversified demand

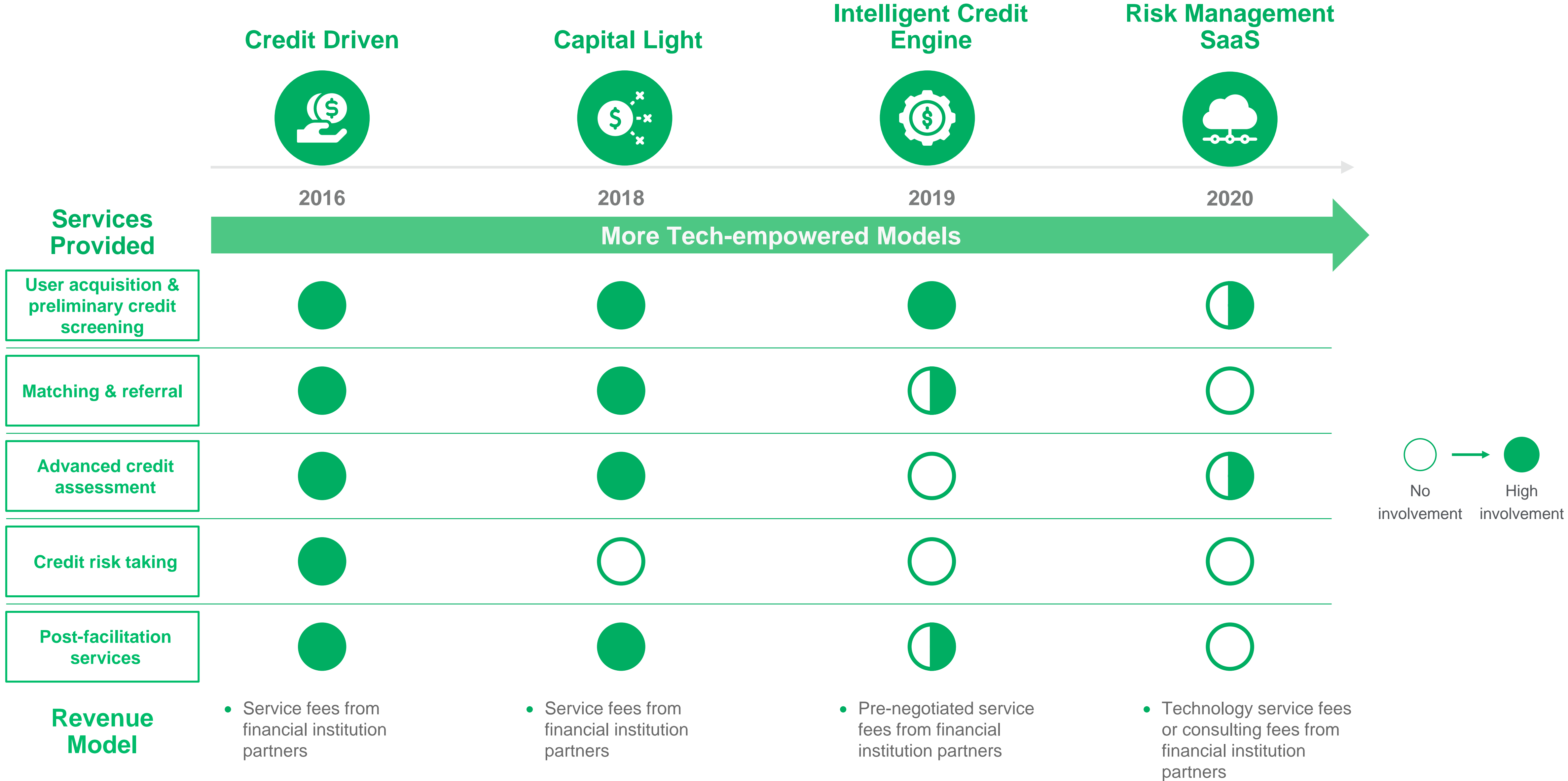


Consumers & SMEs:
fast changing credit profile and asset quality
Financial Institutions:
lack of real-time AI-powered post-facilitation services

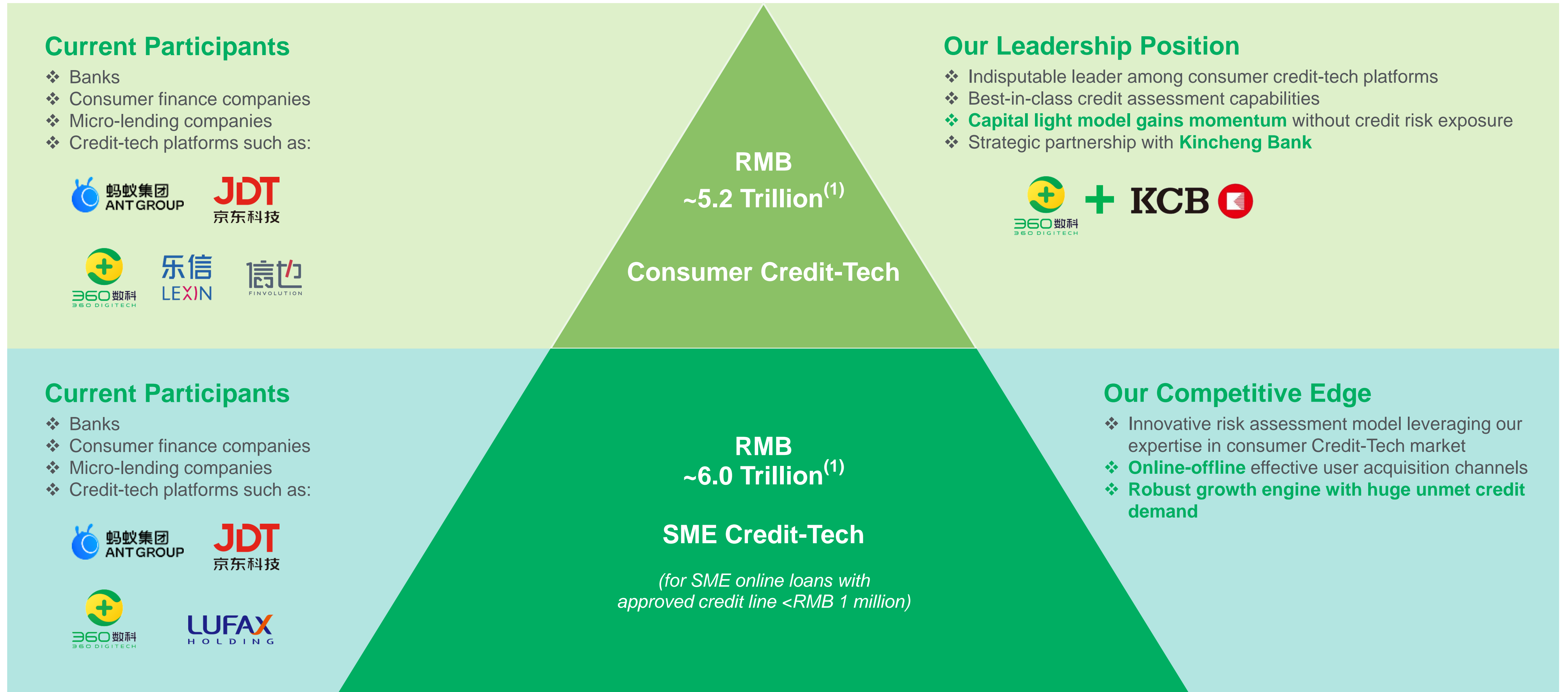
The Solutions



Our Offerings



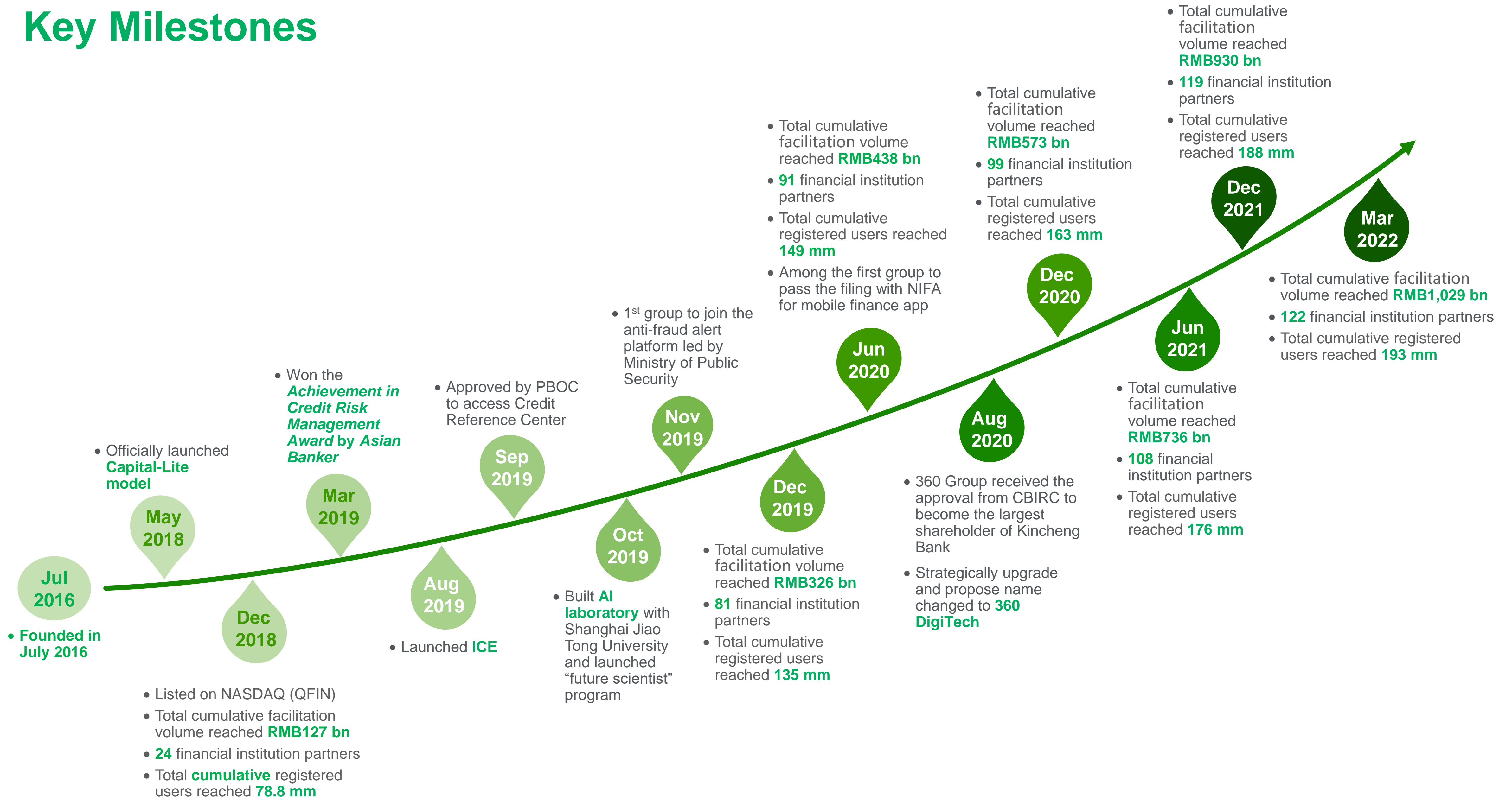
Consumer & SME Credit-Tech Market



Source: industry consultant.

Note: (1) Based on 2021 total outstanding balance.

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 management and operations



Hongyi ZHOU
Chairman

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



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 and co-founder of a fintech company

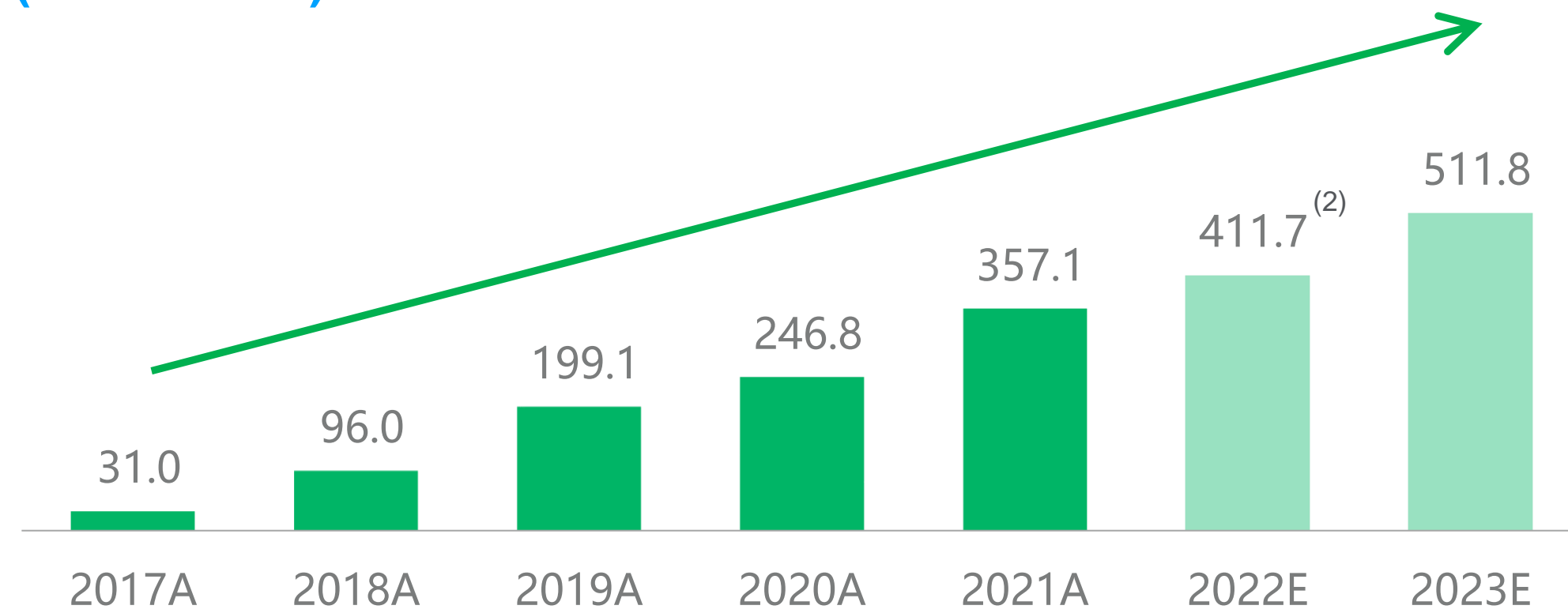


Source: Company data.

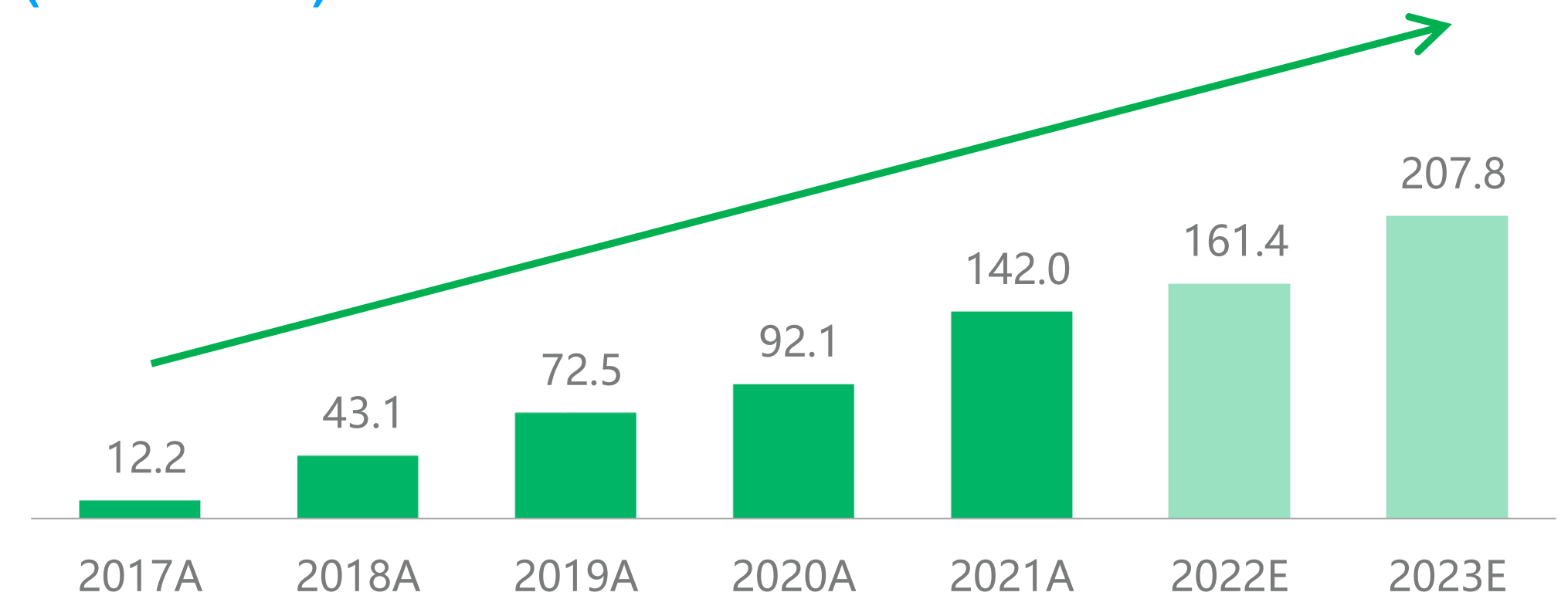
02 | Leadership Position

Strong Growth Momentum (1)

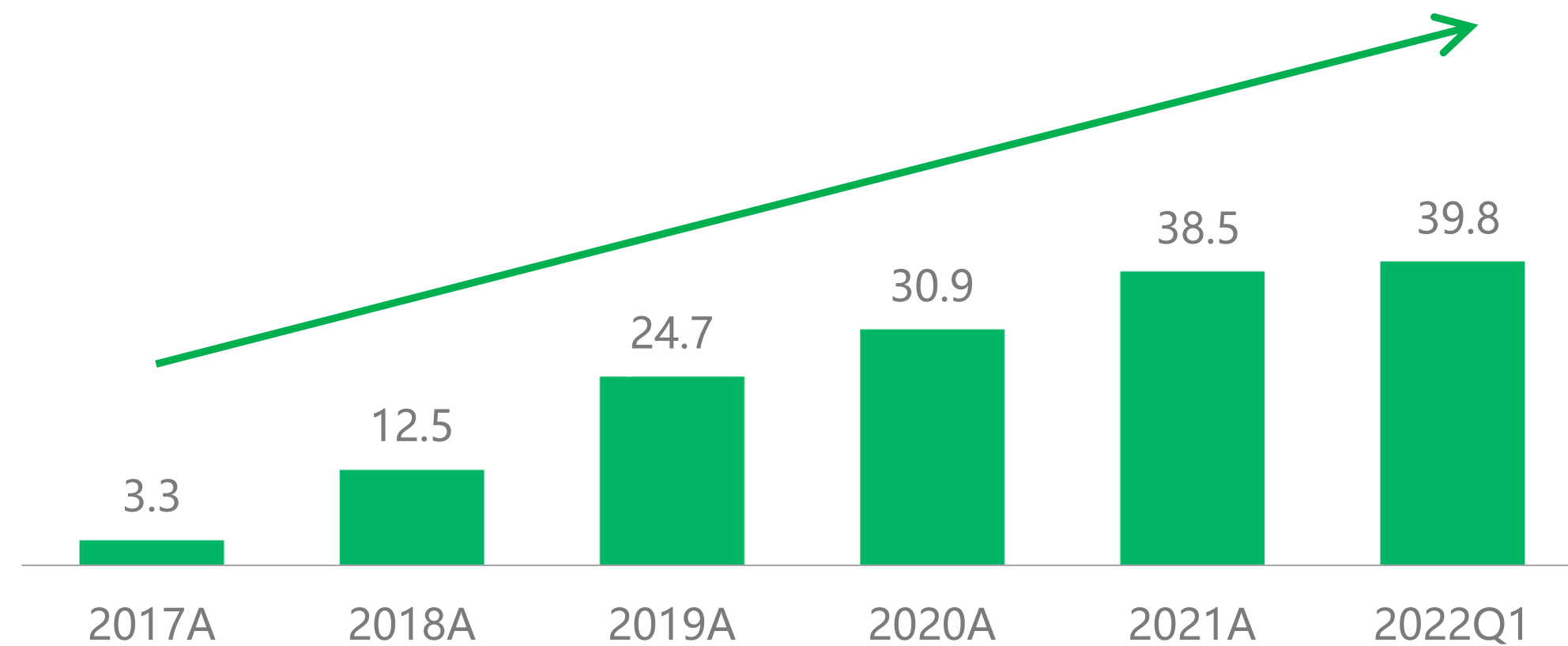
Loan Facilitation Volume⁽¹⁾
(RMB billion)



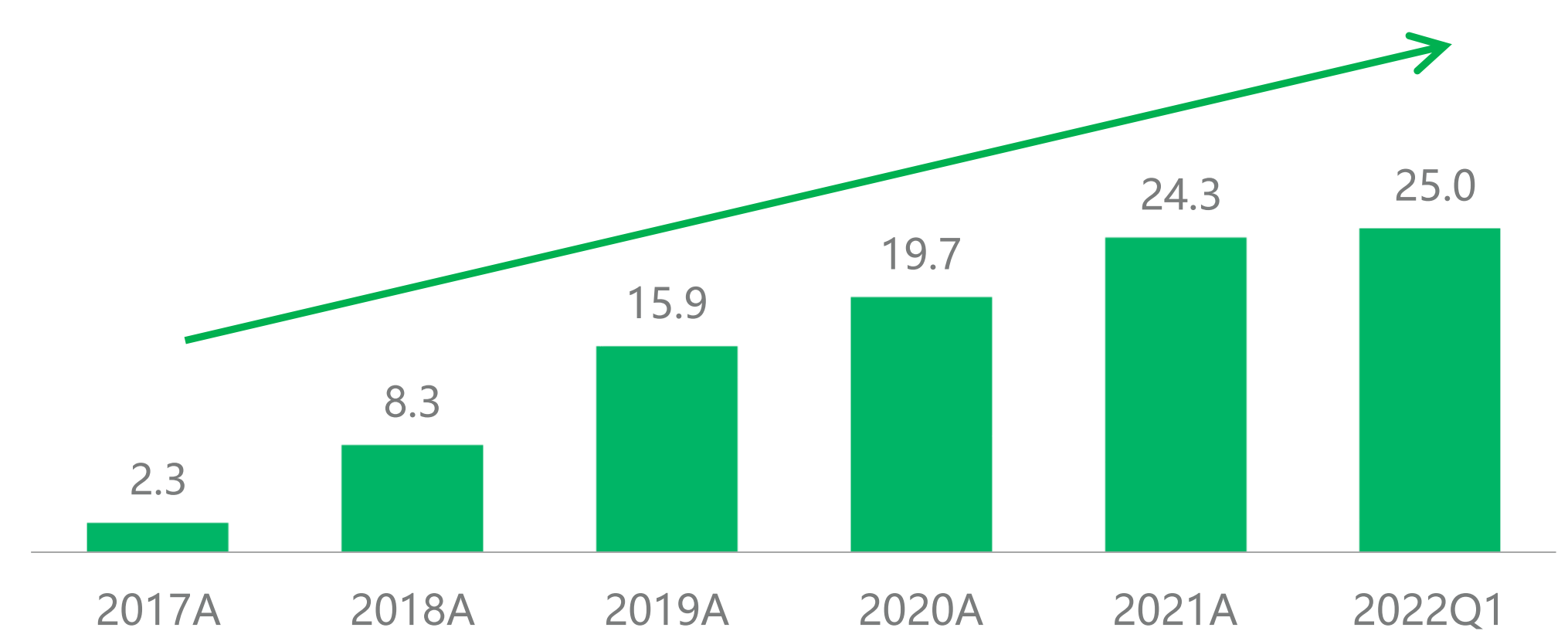
Outstanding Loan Balance⁽¹⁾
(RMB billion)



Cumulative Users with Approved Credit Line⁽²⁾
(million)



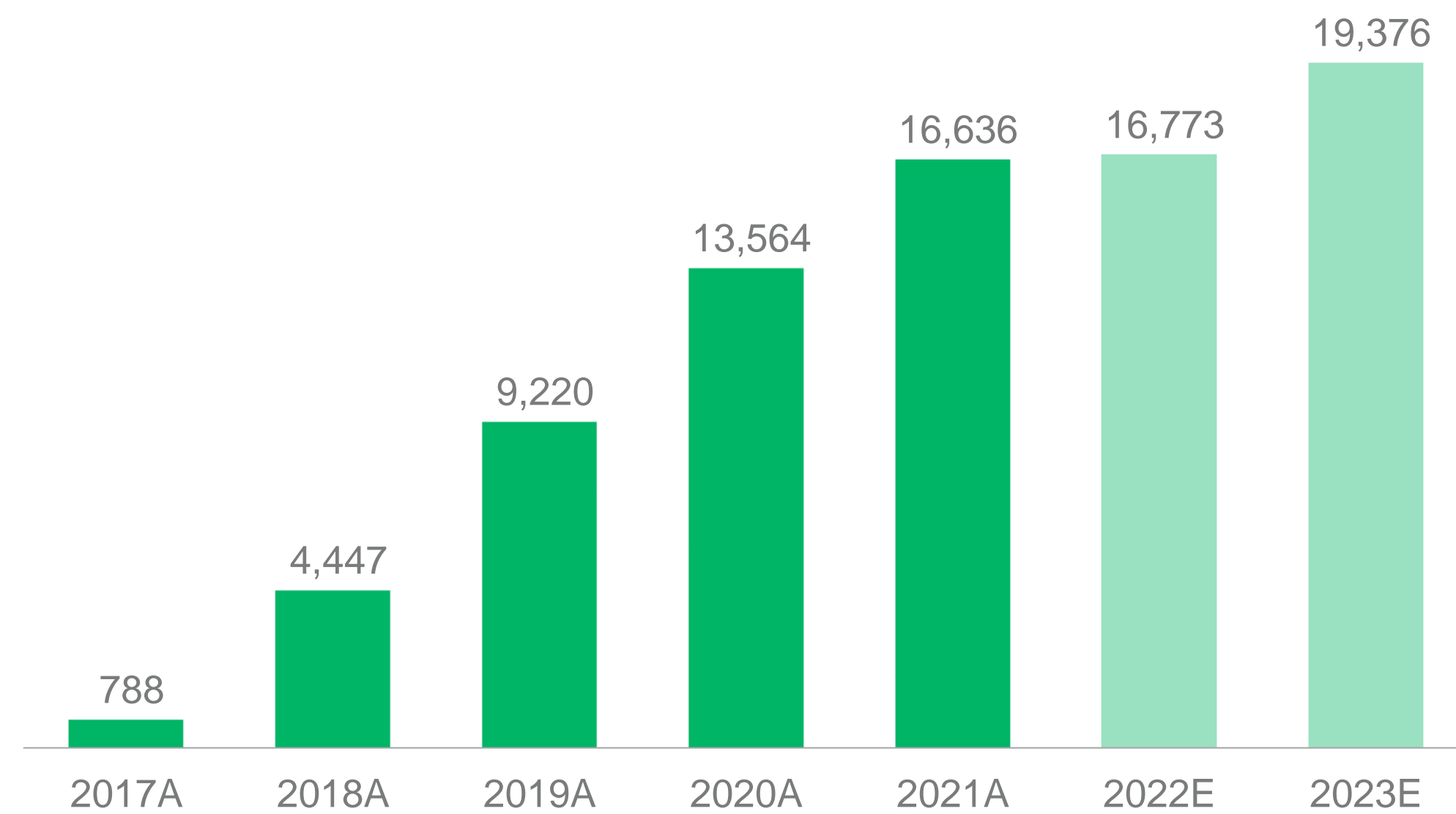
Cumulative Borrowers
(million)



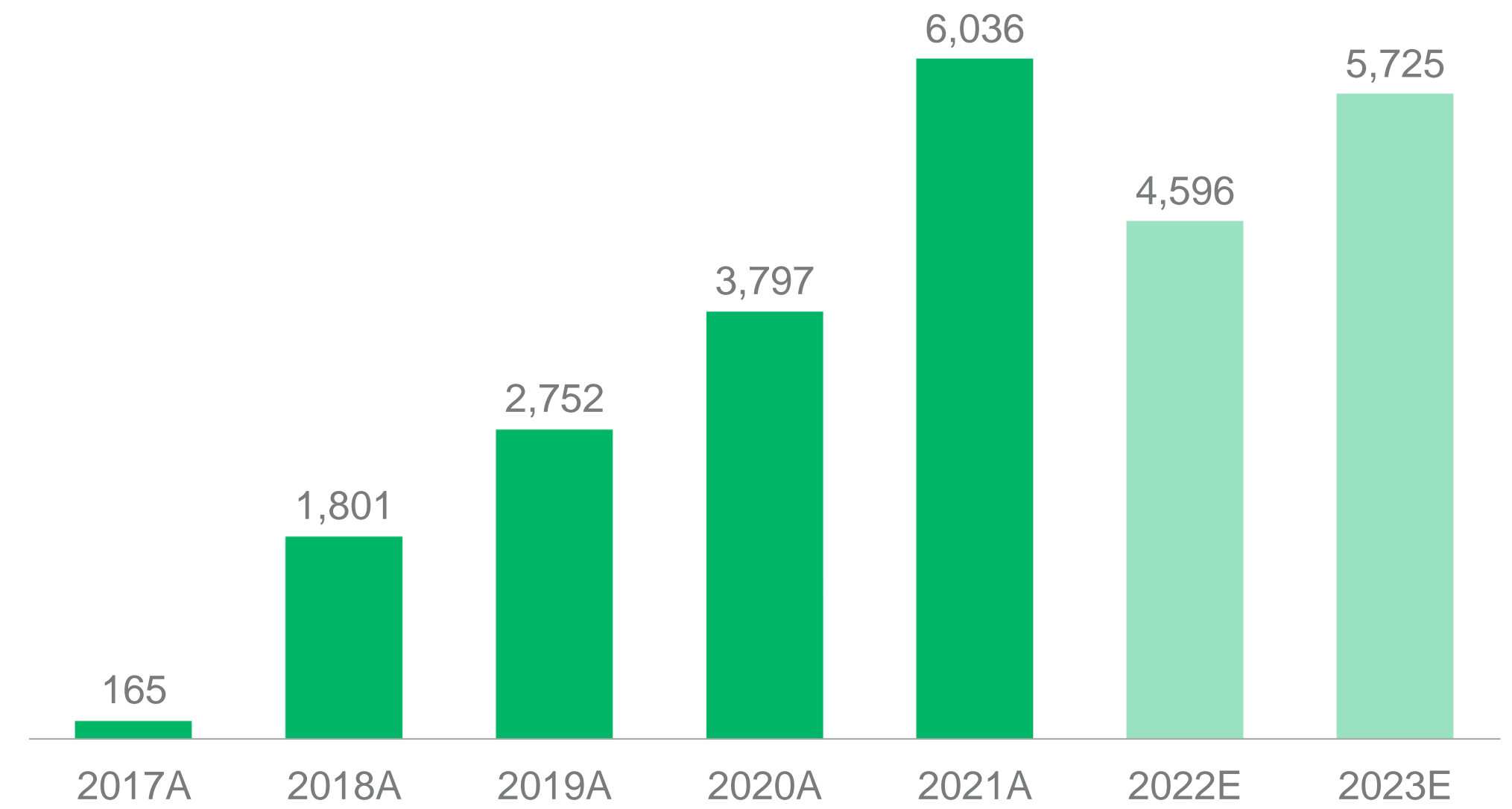
Note: (1) Forward estimates are based on analysts' average. (2) users who have submitted their credit applications and are approved with a credit line at the end of each period (3) The Company guided 2022 full year loan facilitation volume is RMB410-450 billion.

Strong Growth Momentum (2)

Total Net Revenue⁽¹⁾
(RMB million)



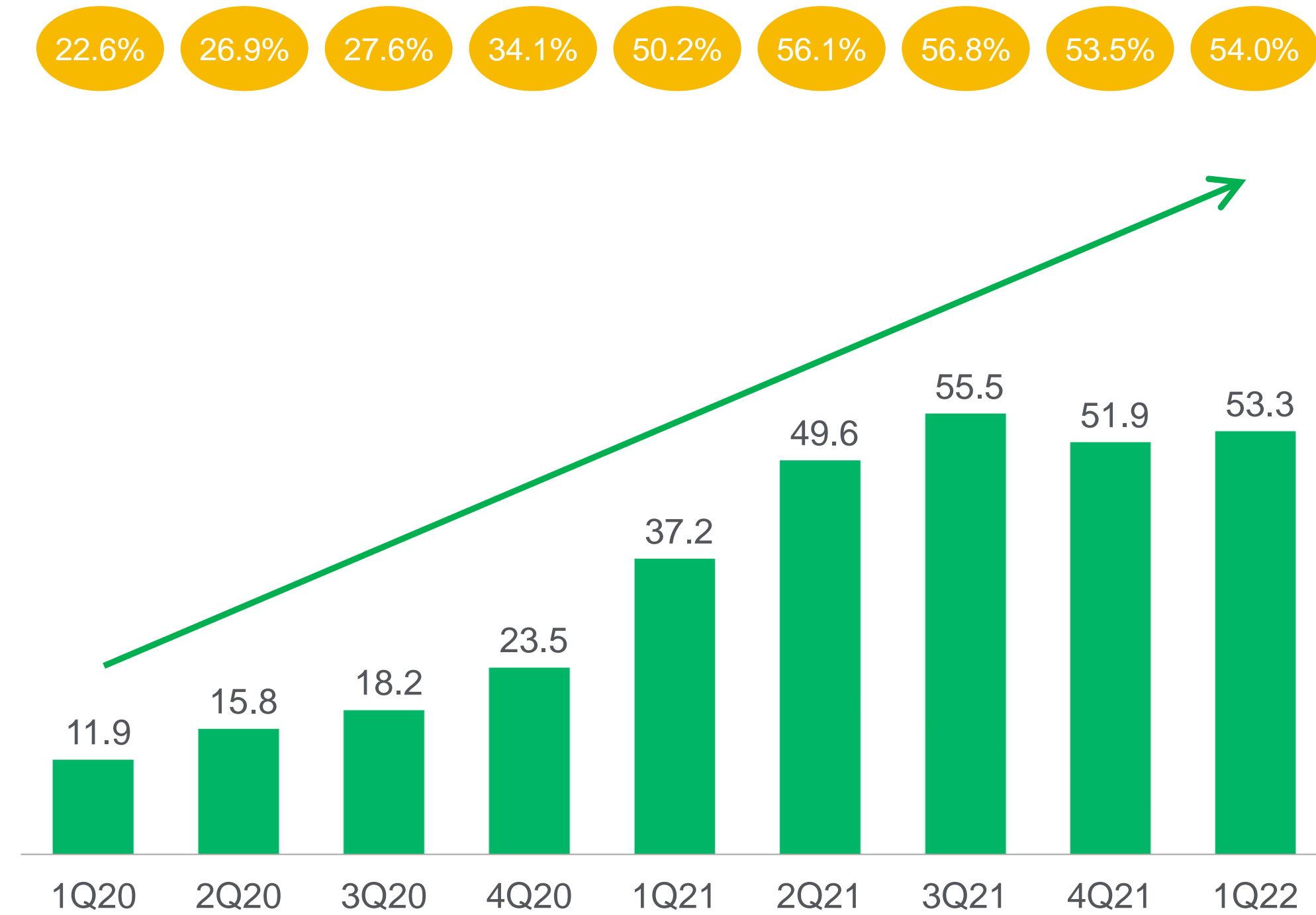
Non-GAAP Net Income⁽¹⁾⁽²⁾
(RMB million)



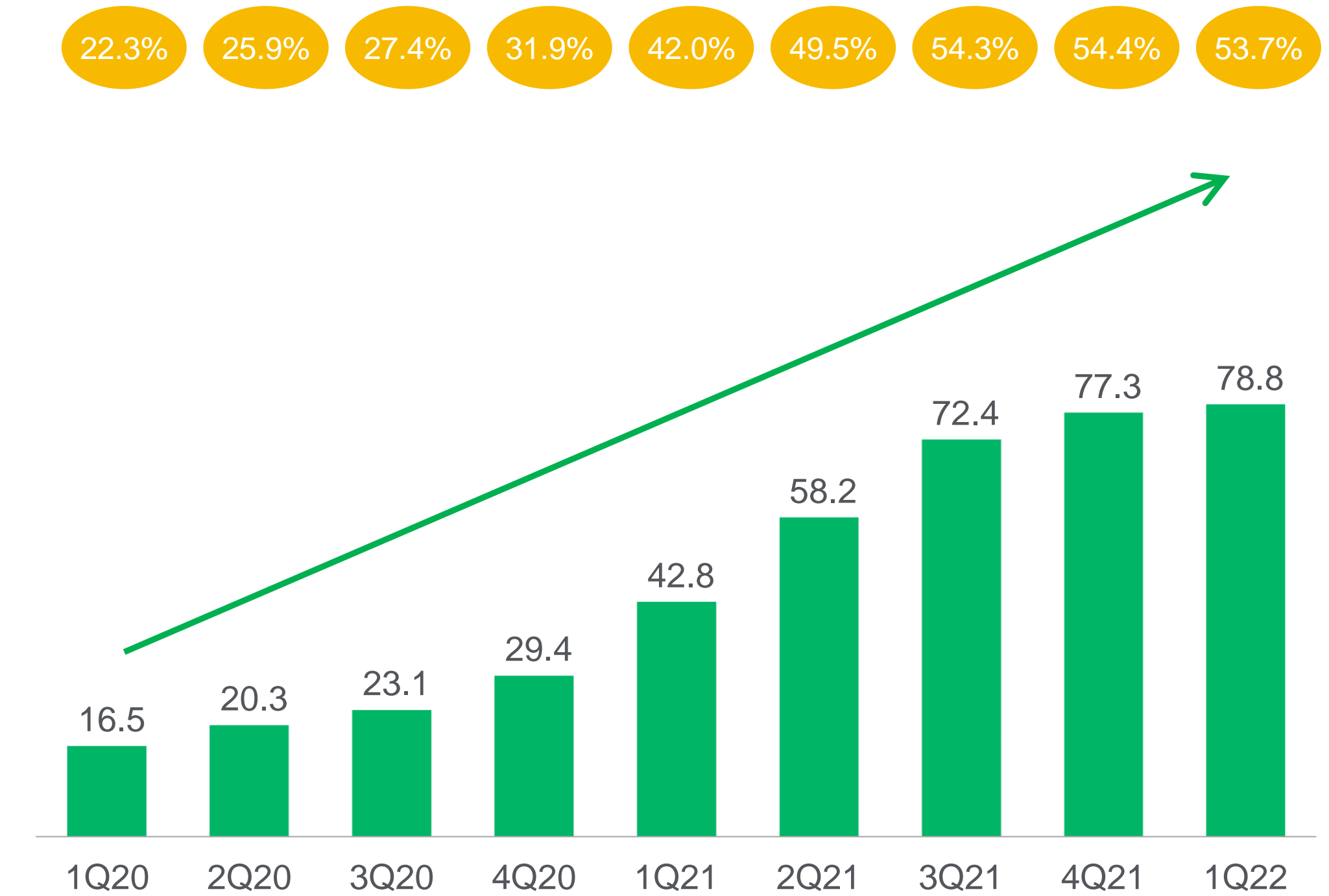
Note: (1) Forward estimates are from Bloomberg and Thomson consensus; (2) Excluding share-based compensation expenses.
Source: Company data, analyst reports.

Increasing Contribution from Platform Services

Loan Facilitation Volume of Platform Services
(RMB billion)



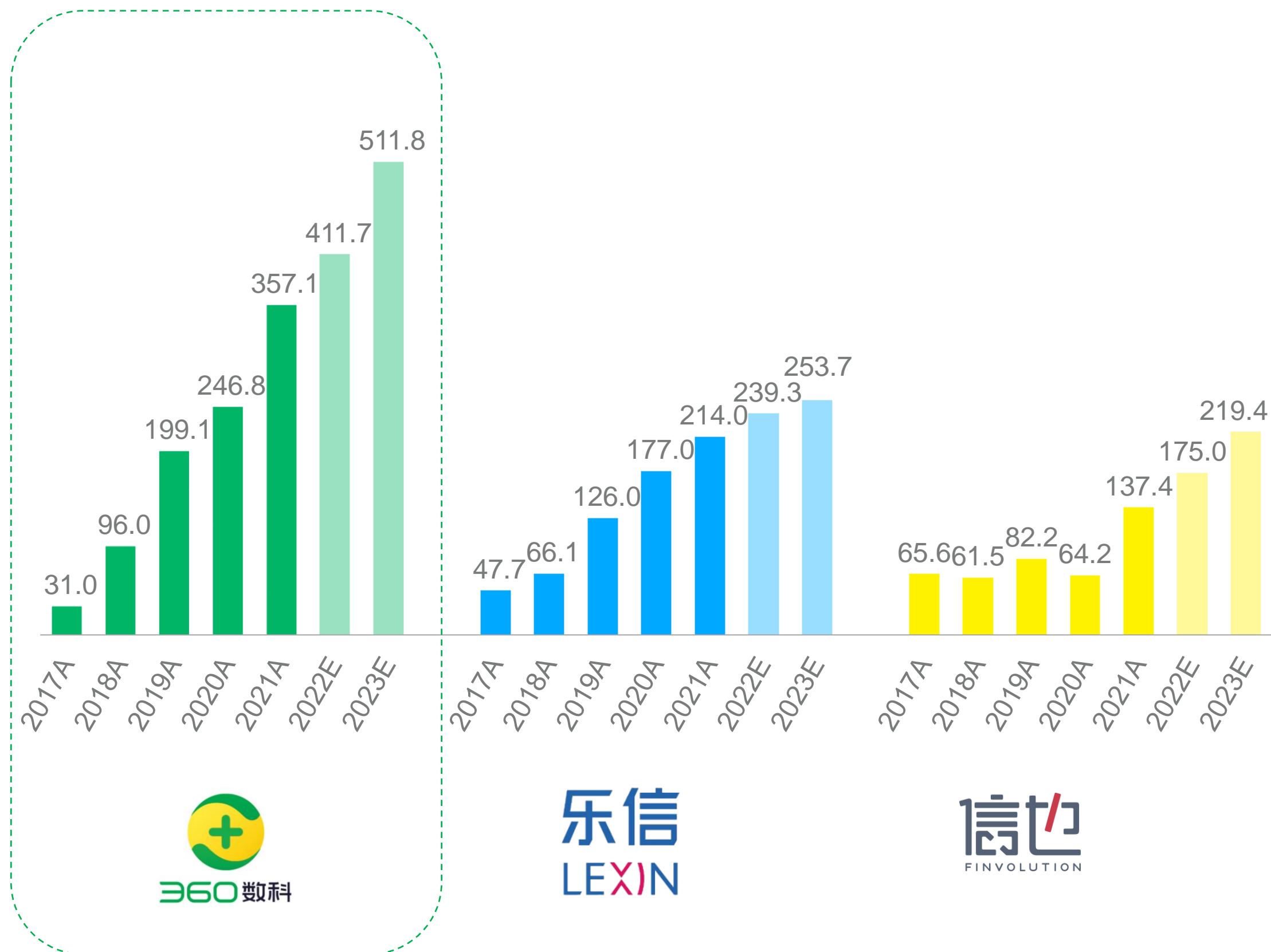
Outstanding Loan Balance of Platform Services
(RMB billion)



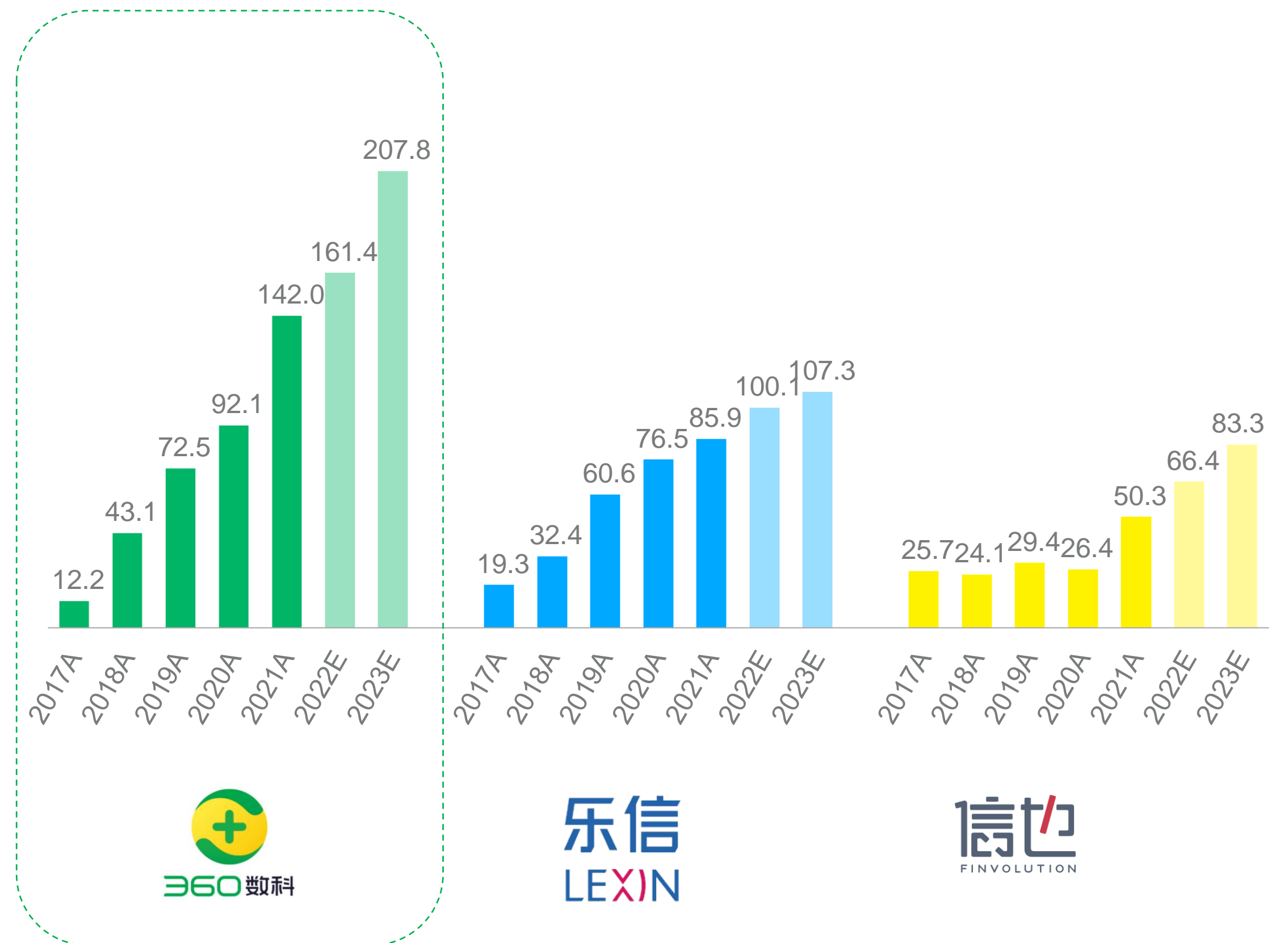
As % of total loan facilitation volume / outstanding loan balance

Indisputable Market Leader (1)

Loan Facilitation Volume⁽¹⁾
(RMB billion)



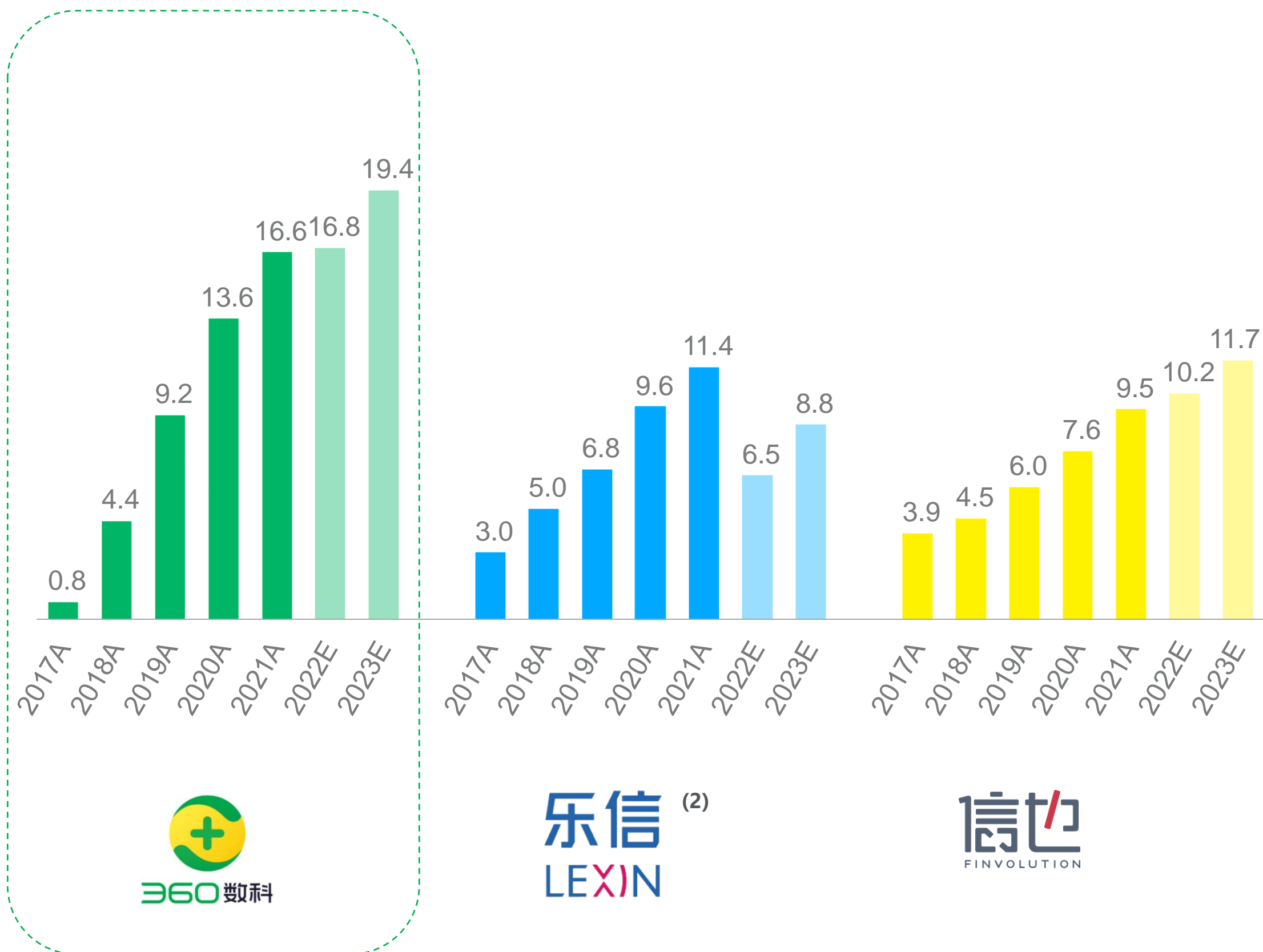
Outstanding Loan Balance⁽¹⁾
(RMB billion)



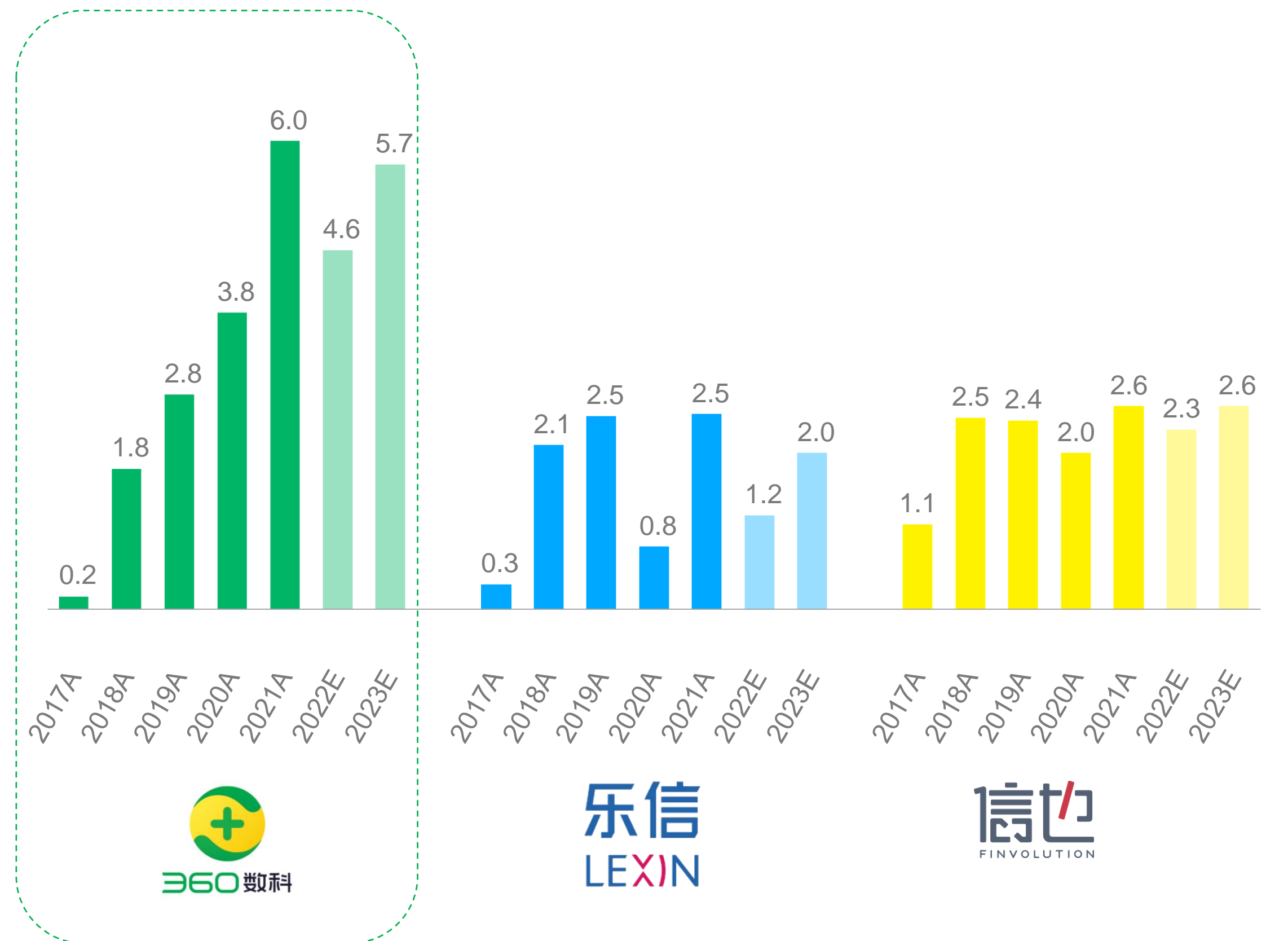
Note: (1) Forward estimates are based on analysts' average.

Indisputable Market Leader (2)

Revenue⁽¹⁾⁽²⁾
(RMB billion)



Non-GAAP Net Income⁽¹⁾⁽³⁾
(RMB billion)

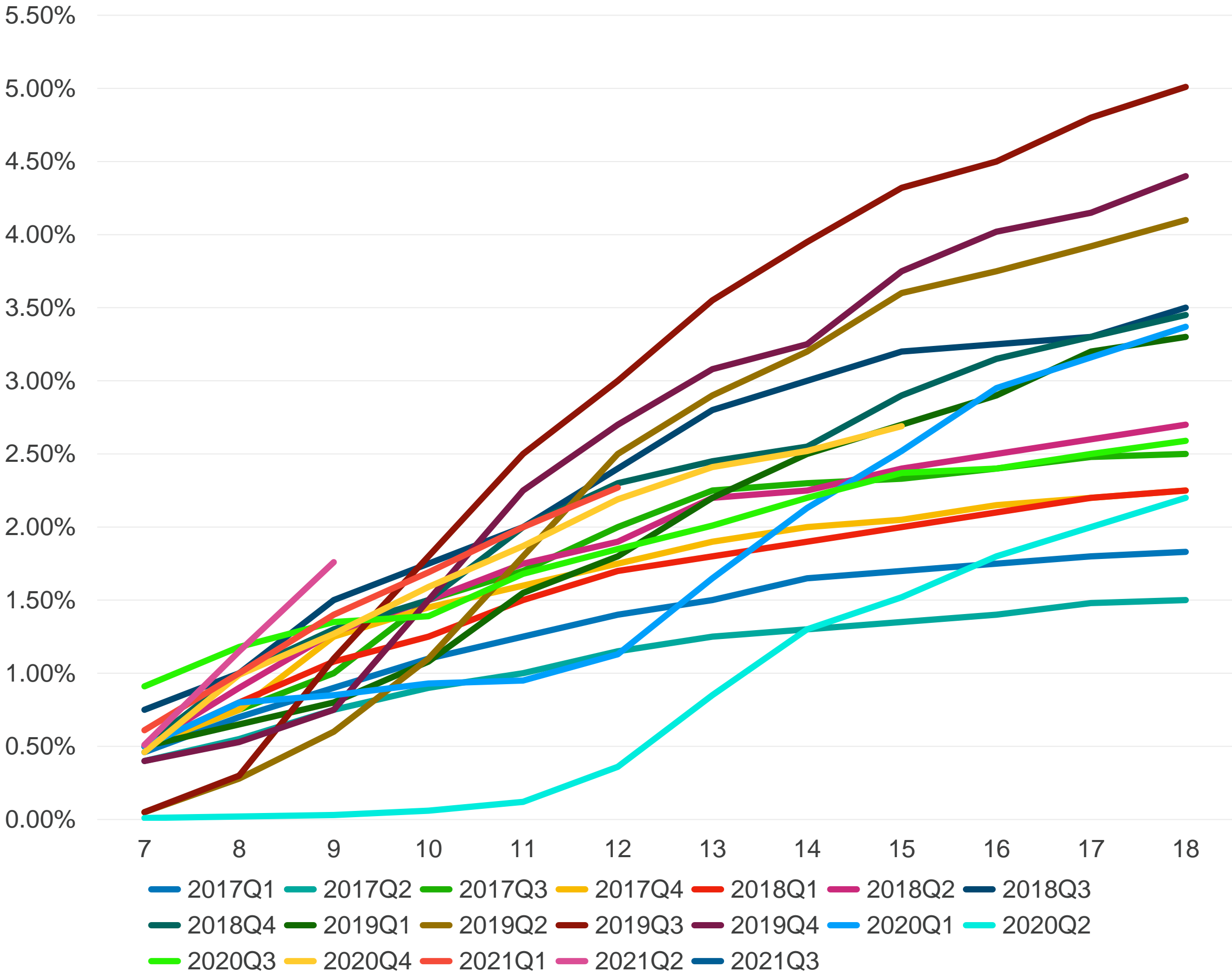
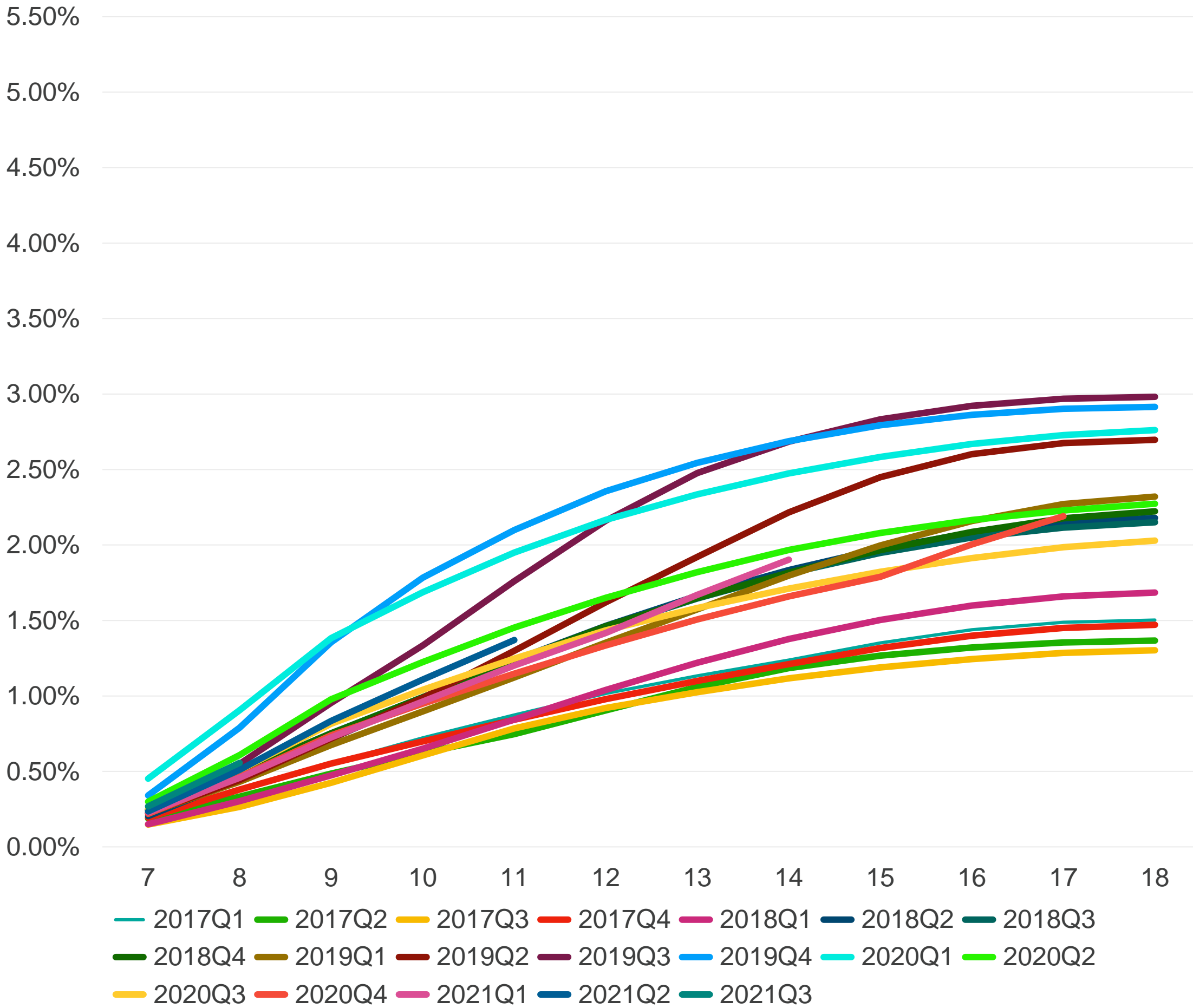


Note: (1) Forward estimates are from Bloomberg and Thomson consensus, and analysts estimates; (2) Excluding revenue from online e-commerce channel; (3) Excluding share-based compensation expenses.

Source: Company data, analysts' reports.

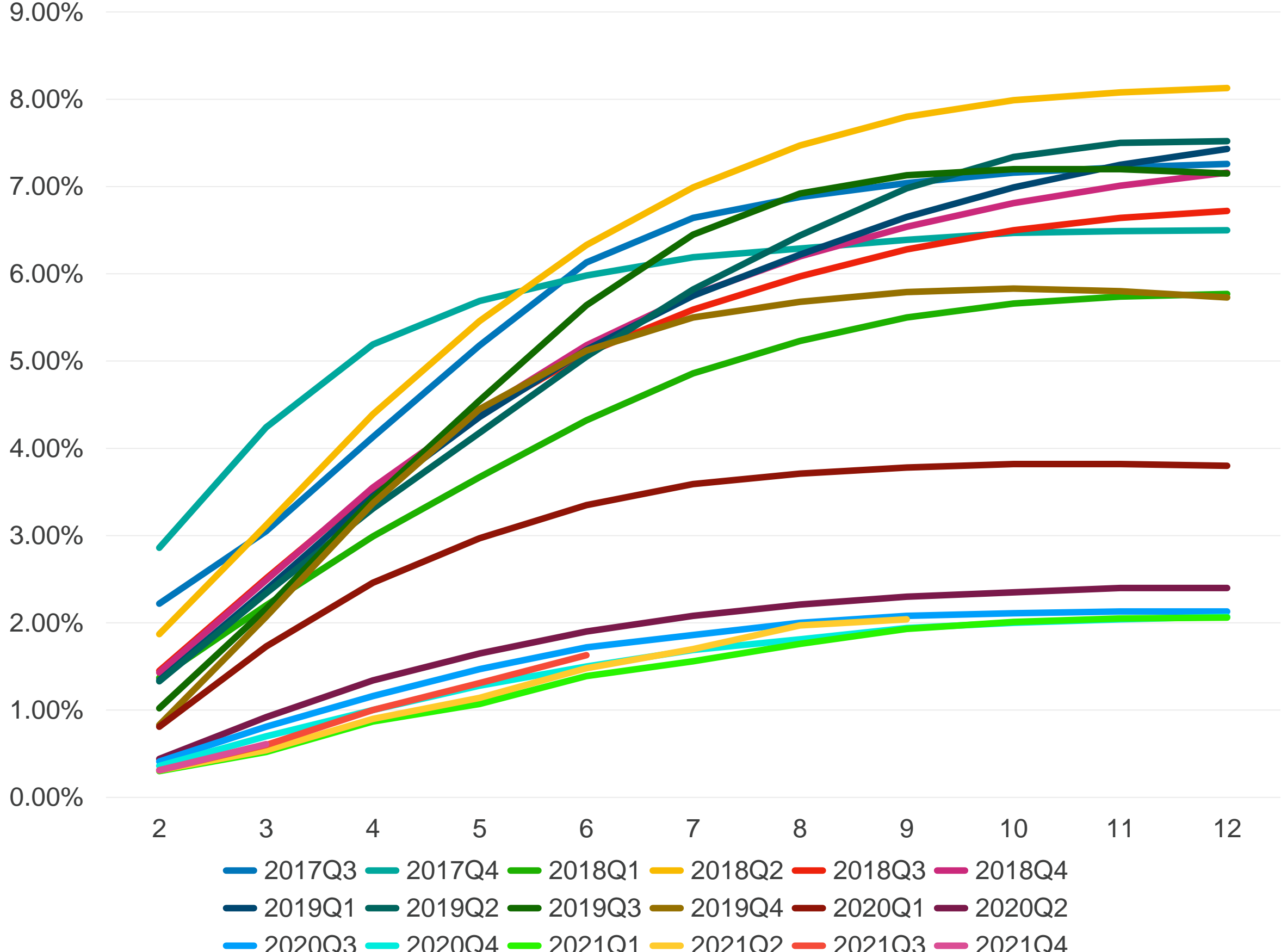
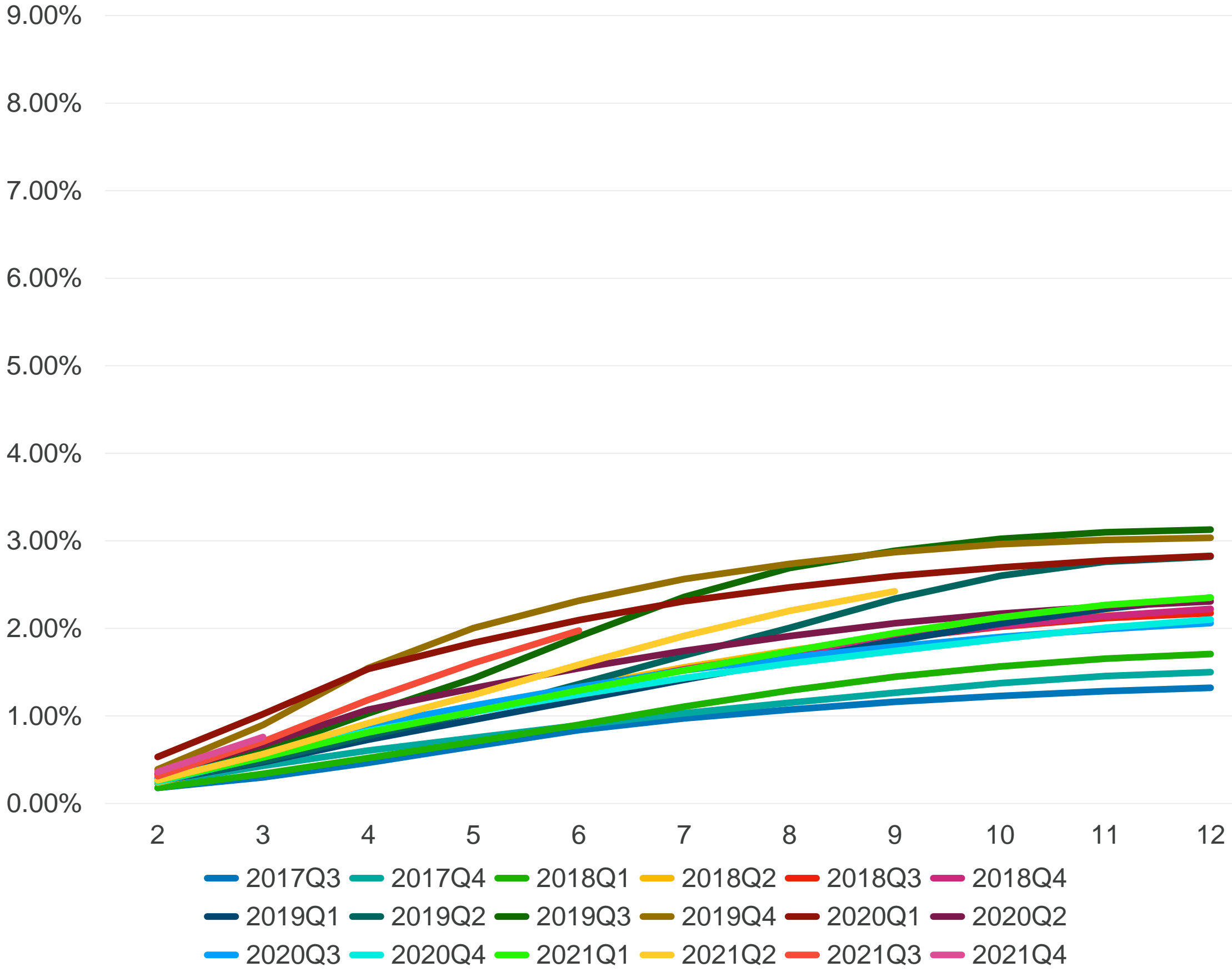
Best-in-class Risk Assessment Capabilities (1)

M6+ Delinquency Rate by Vintage



Best-in-class Risk Assessment Capabilities (2)

M1+ Delinquency Rate by Vintage

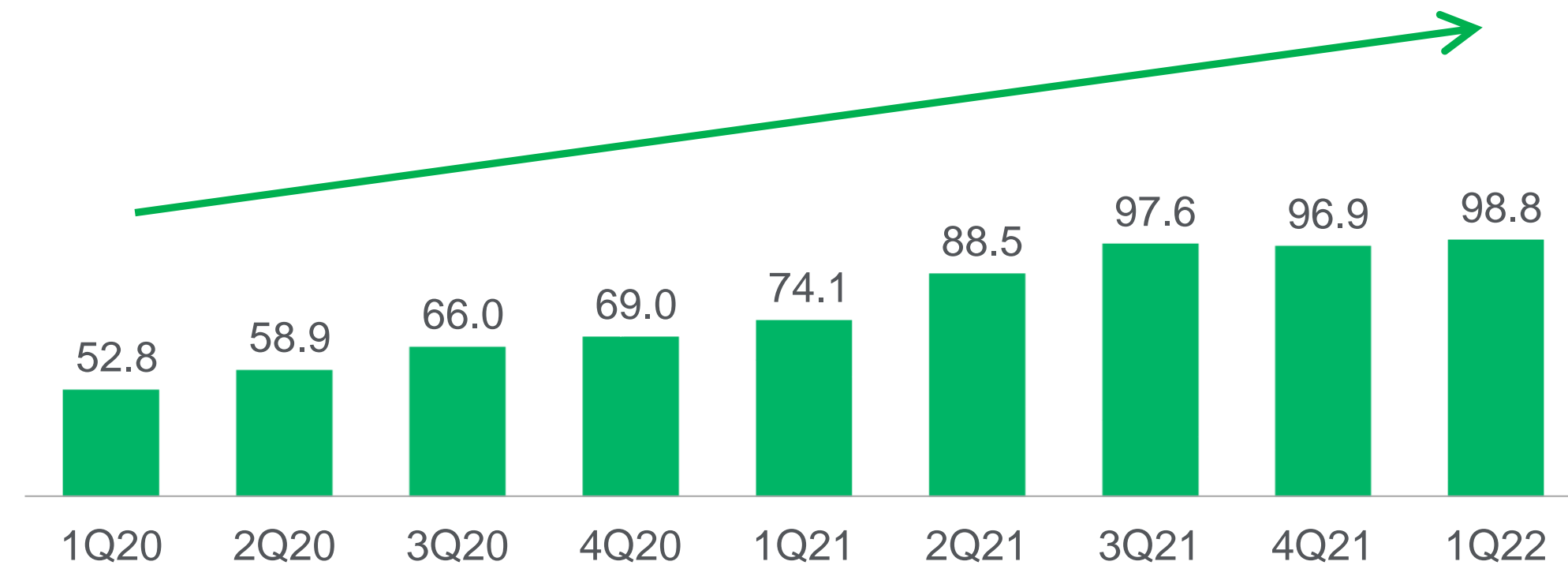


Source: Company data.

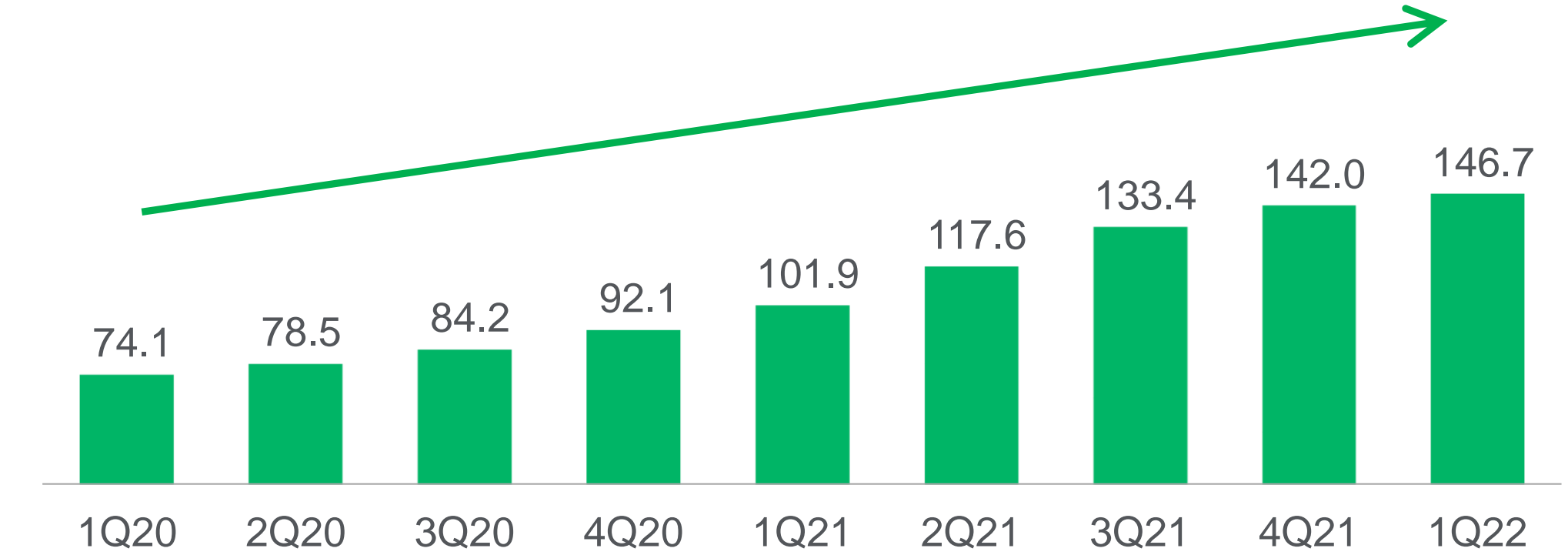
03 | Quarterly Update

Continued Growth Momentum

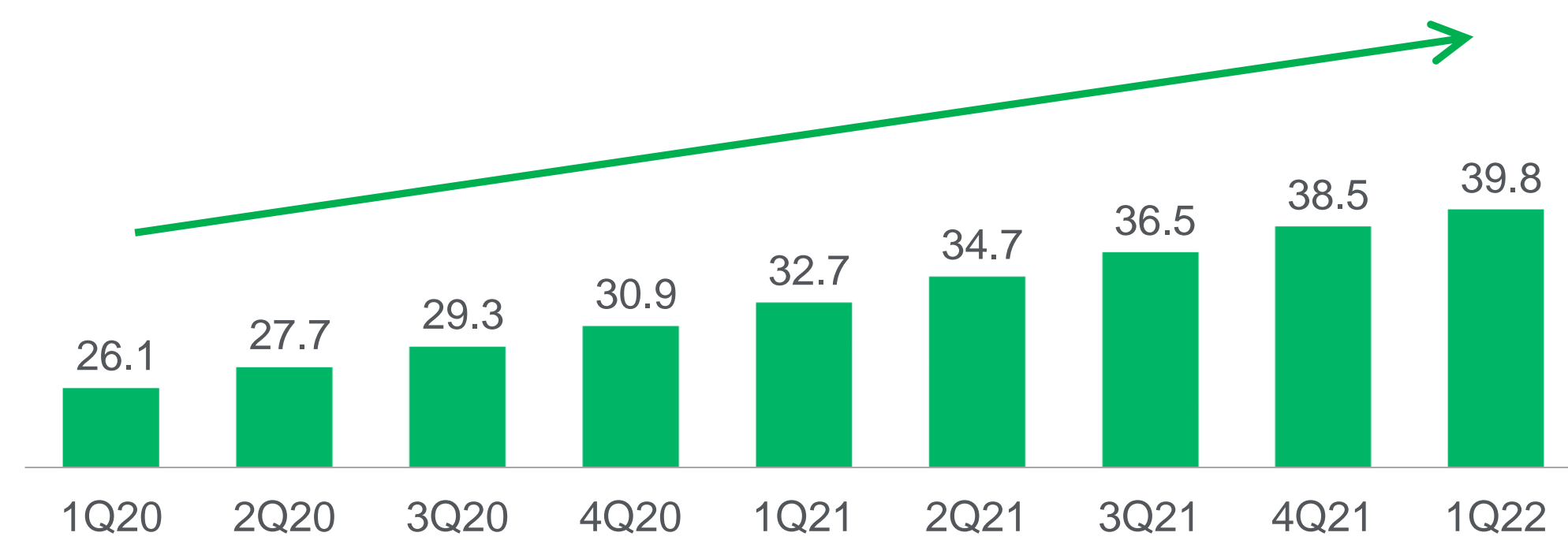
Loan facilitation Volume
(RMB billion)



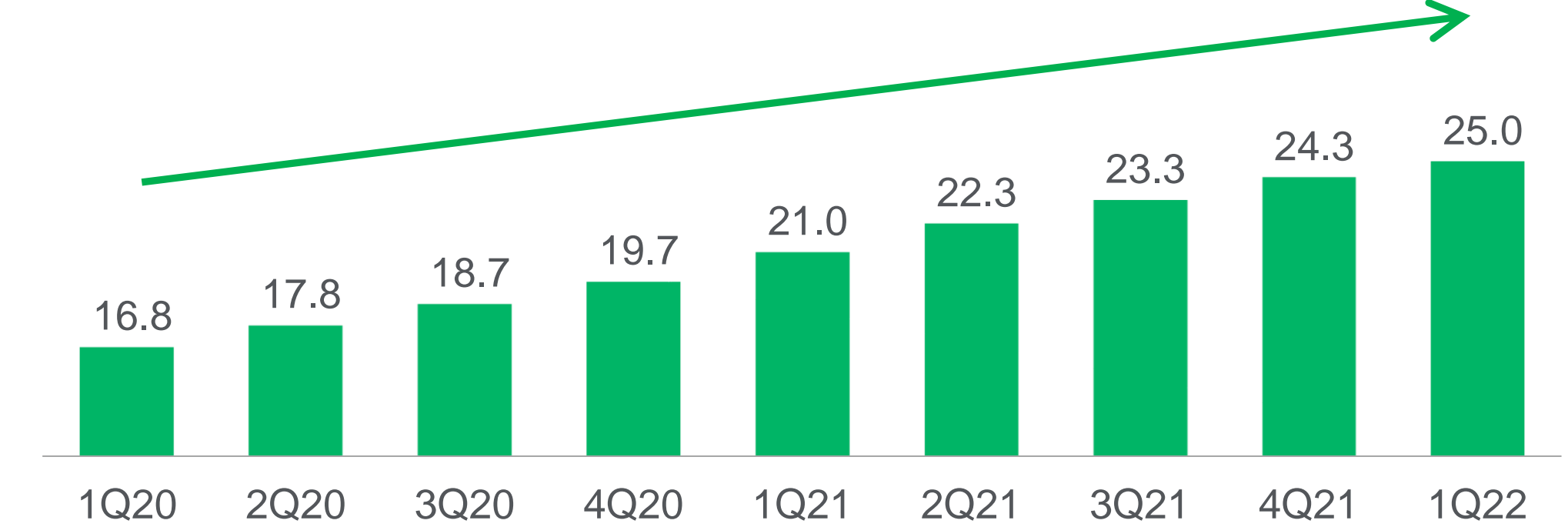
Outstanding Loan Balance
(RMB billion)



Cumulative Users with Approved Credit Line (1)
(million)



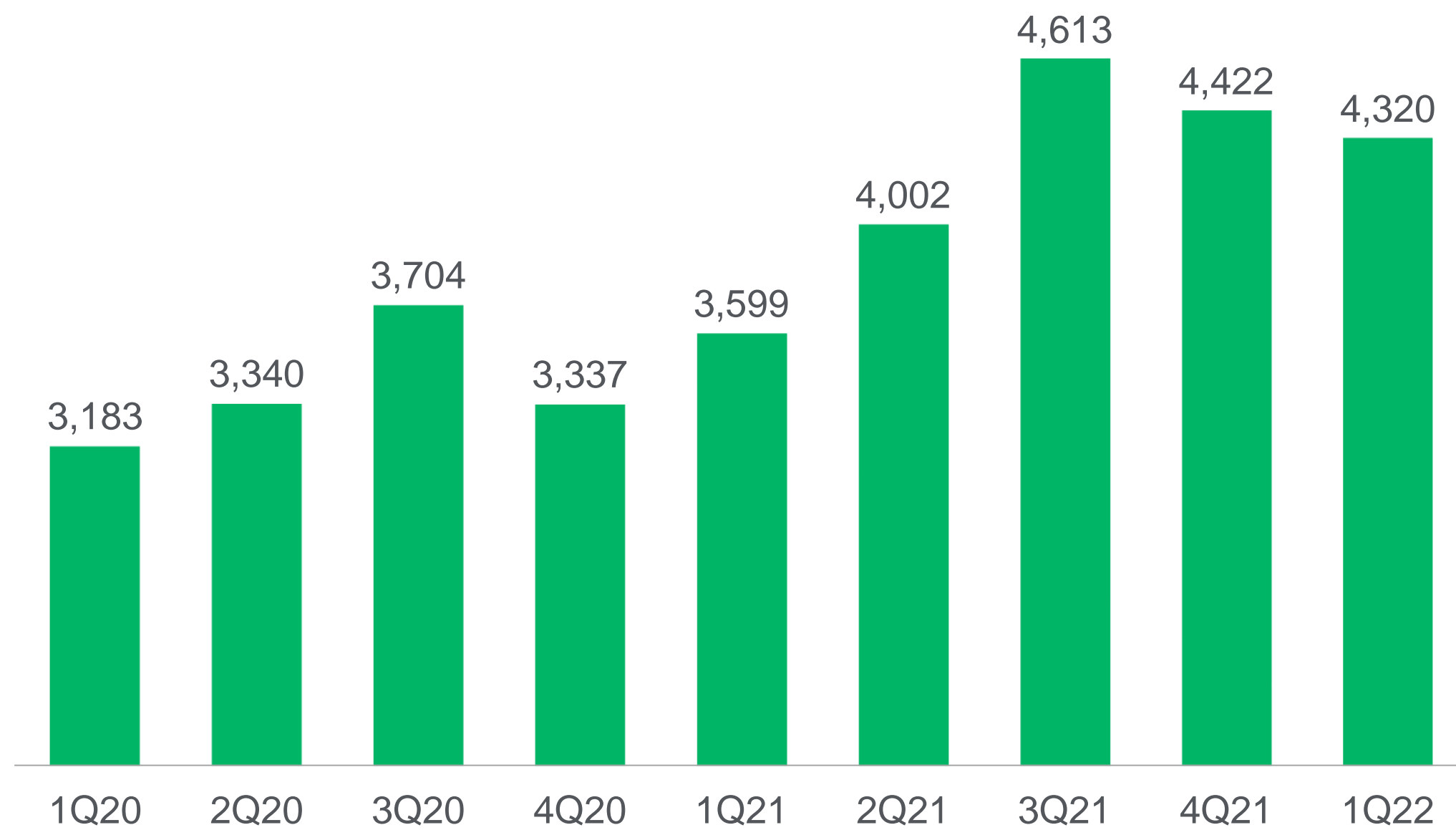
Cumulative Borrowers
(million)



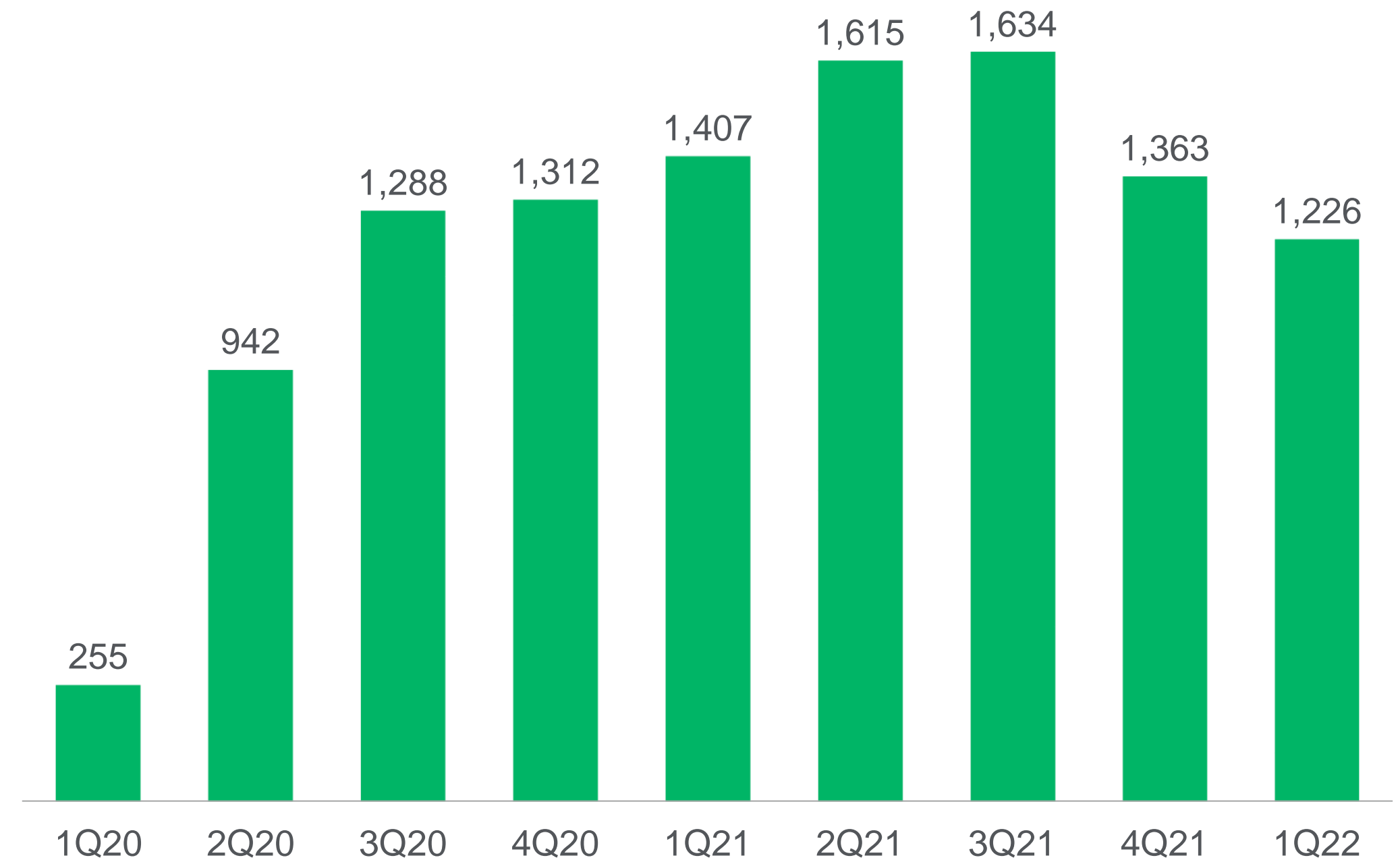
Note: (1) Refers to the total number of users who have submitted their credit applications and are approved with a credit line at the end of each period.

Solid Execution through Economic Cycle

Total Net Revenue
(RMB million)



Non-GAAP Net Income⁽¹⁾
(RMB million)



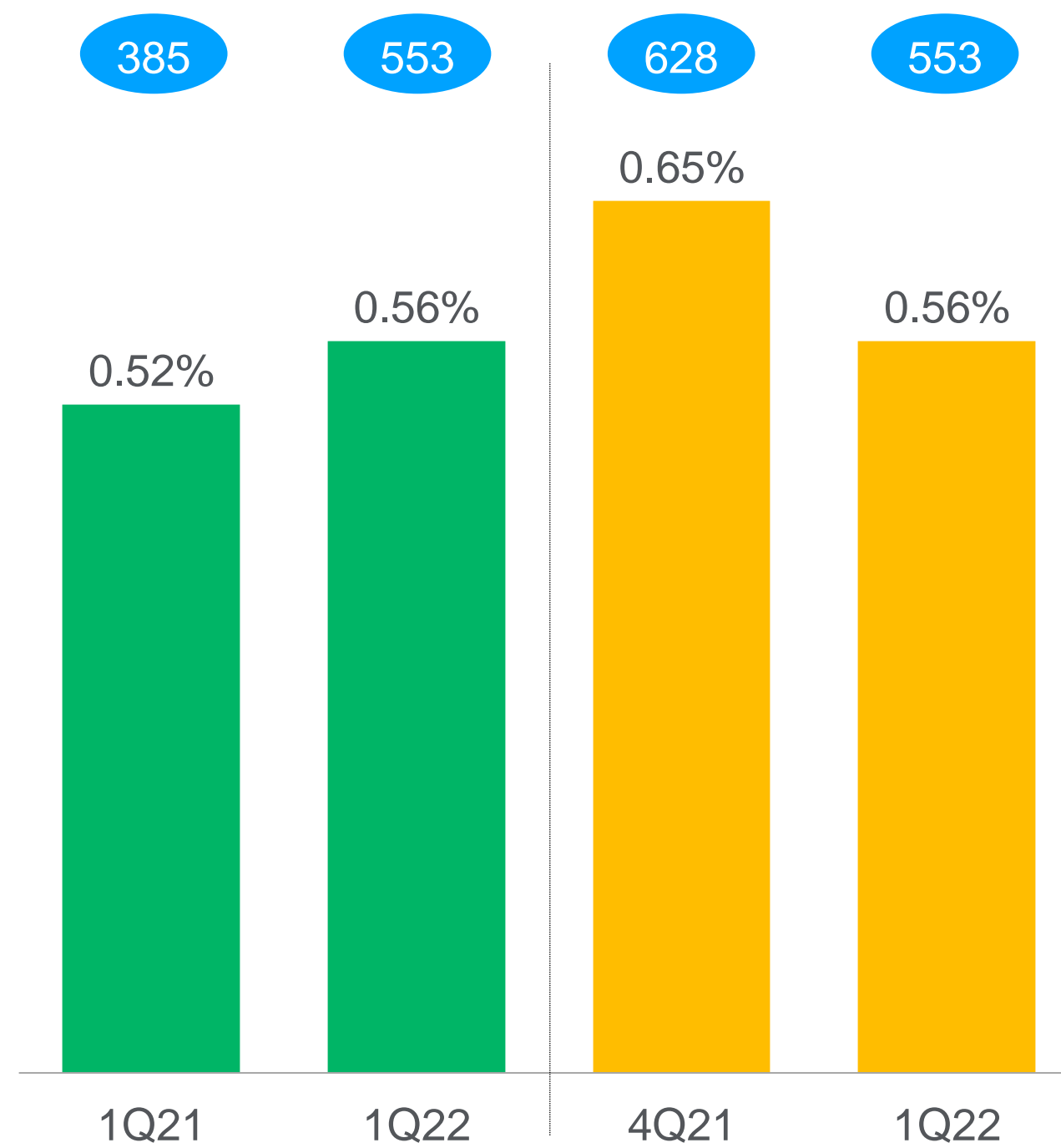
Note: (1) Excluding share-based compensation expenses.

Source: Company data.

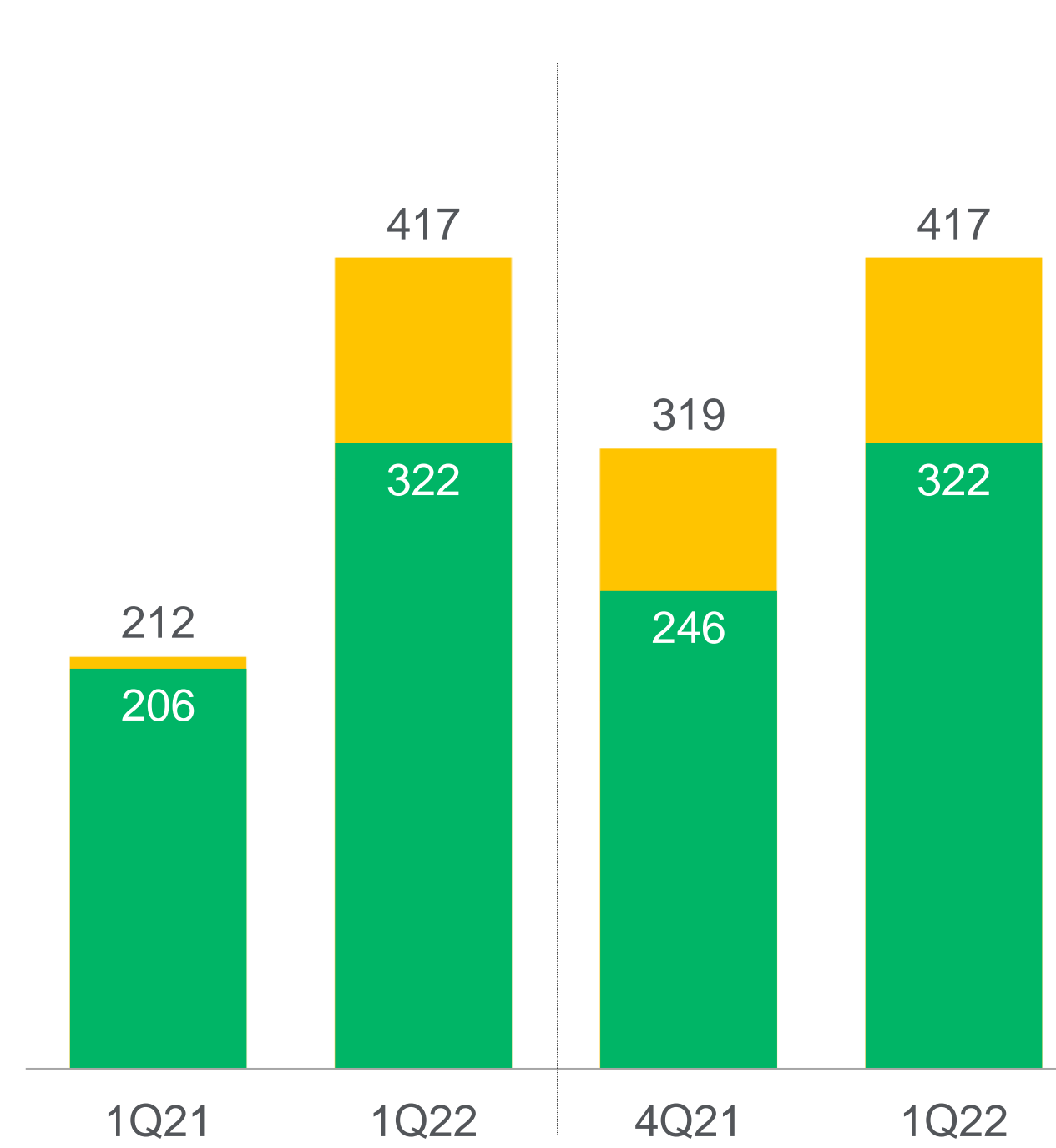
Operational Efficiency

S&M Expenses as % of Loan Facilitation Volume

S&M Expenses
(RMB million)

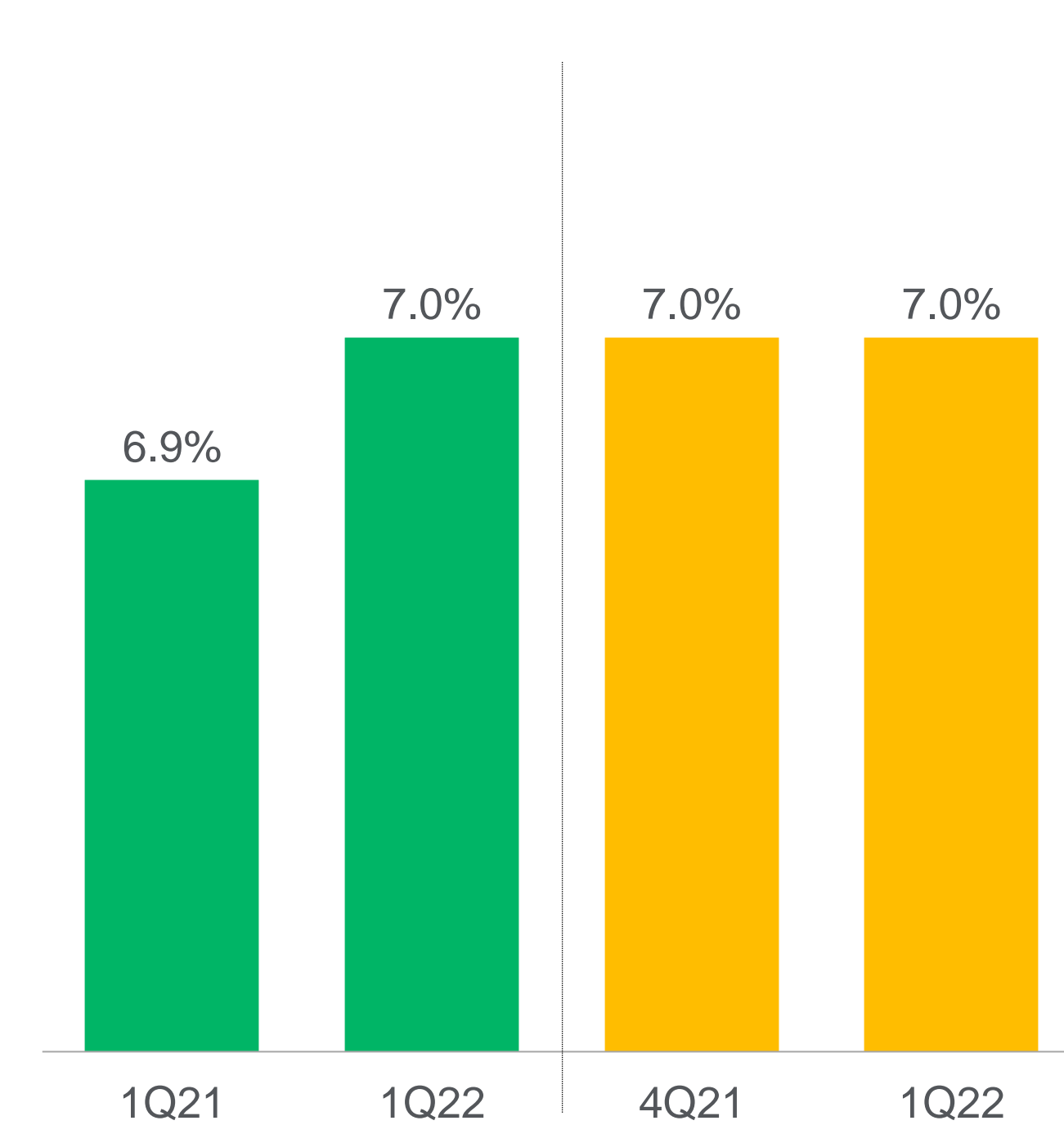


User Acquisition Costs⁽¹⁾ (RMB)



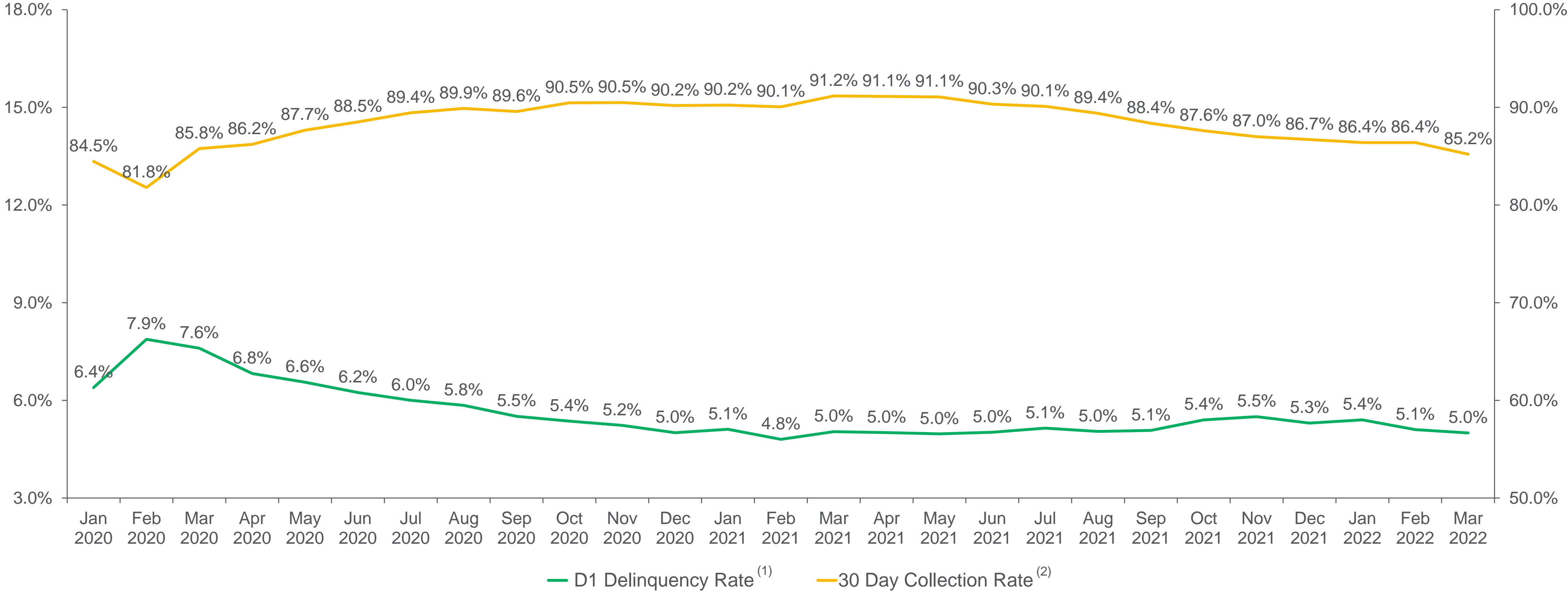
- Refers to user acquisition costs for all users
- Refers to user acquisition costs excluding large ticket-sized users in both consumer and SME markets

Funding Costs⁽²⁾



Asset Quality Remains Stable

D1 Delinquency & 30 Day Collection Rate

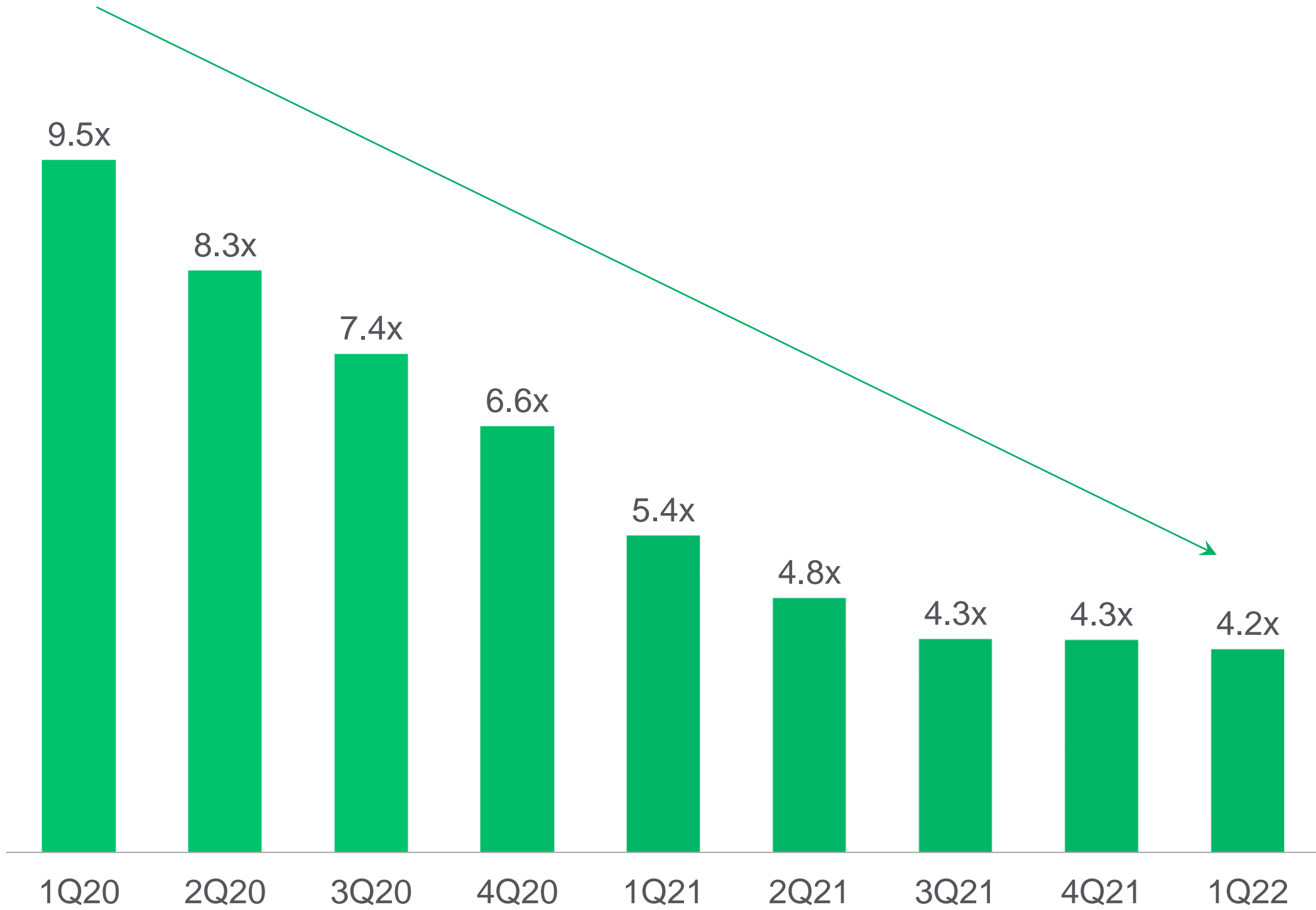


Note: (1) D1 delinquency rate is defined as (i) the total amount of principal that became overdue as of a specified date, divided by (ii) the total amount of principal that was due for repayment as of such date. (2) 30 day collection rate is defined as (i) the amount of principal that is repaid in one 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.

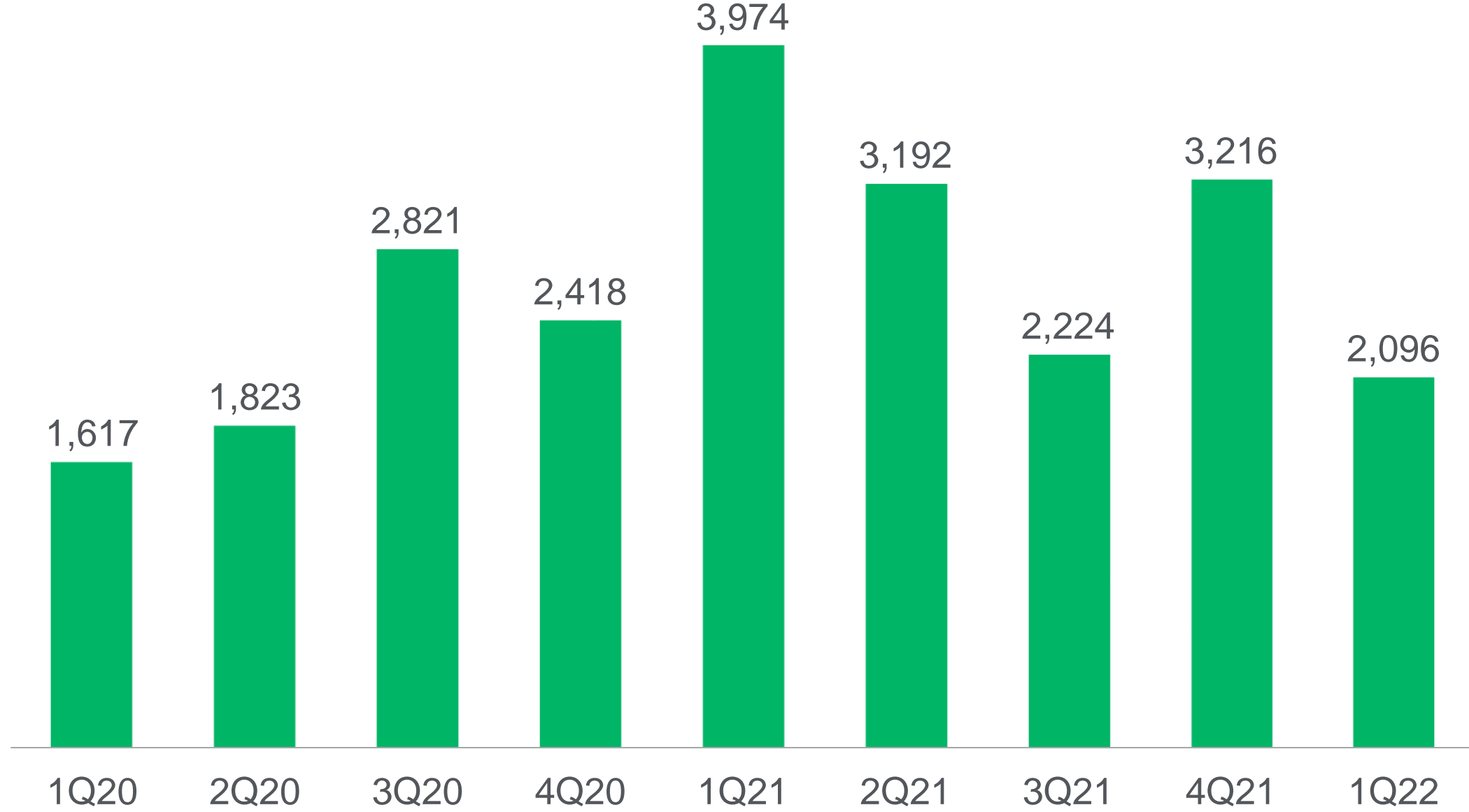
Source: Company data.

Margin of Safety – Leverage Ratio & Free Cash

Leverage Ratio⁽¹⁾



Free Cash⁽²⁾
(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