

November 2024



3Q2024 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 3Q24

One of the Leading Consumer Credit-Tech Platforms in China

55.2 million

Cumulative Users with Approved Credit Lines⁽¹⁾

162

Cumulative Financial Institution Partners⁽¹⁾

RMB4,370 million

Total Net Revenue in 3Q24

2.1%

YoY Increase

RMB1,825 million

Non-GAAP Net Income in 3Q24⁽²⁾

54.5%

YoY Increase

32.2%

Non-GAAP ROE⁽³⁾



Notes: (1) Data as of September 30, 2024. (2) Excluding share-based compensation expenses. (3) Non-GAAP ROE refers to (i) the annualized 3Q24 Non-GAAP net income attributed to the Company, divided by (ii) the average shareholder's equity of June 30, 2024 and September 30, 2024.

Dedicated to Returning Value to Shareholders



Execution Progress & New Share Repurchase Plan

Execution of Share Repurchases⁽¹⁾



US\$448 million

Worth of ADSs repurchased
cumulatively



14.3%

Share count reduction
through share buyback⁽²⁾

New Share Repurchase Plan of 2025



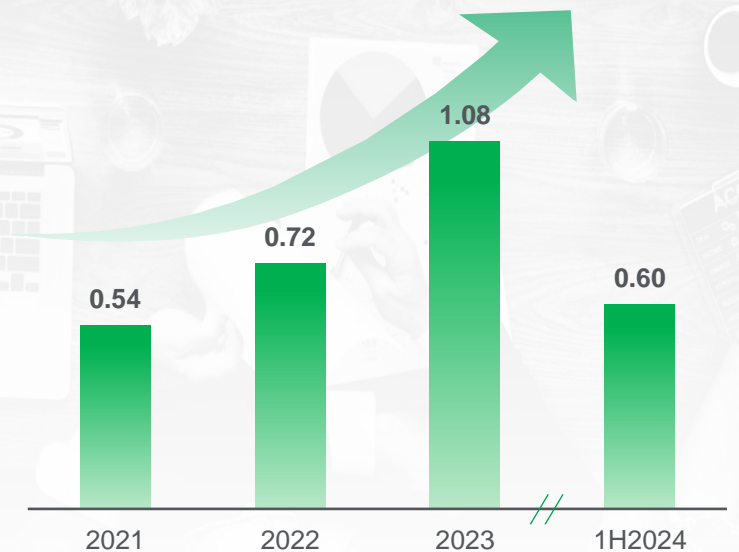
US\$450 million

Over the next 12 months starting from January 1, 2025



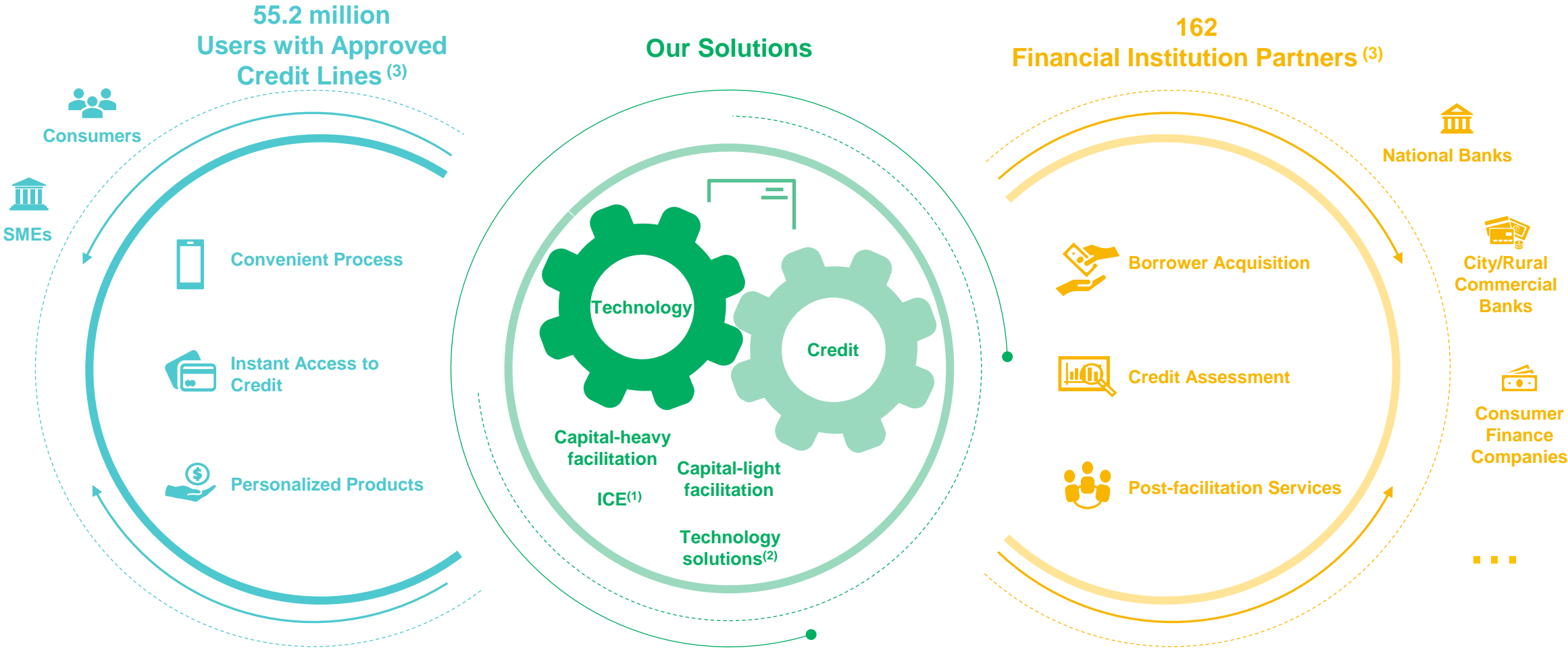
Recurring Dividend Payout

Dividend per ADS (USD)



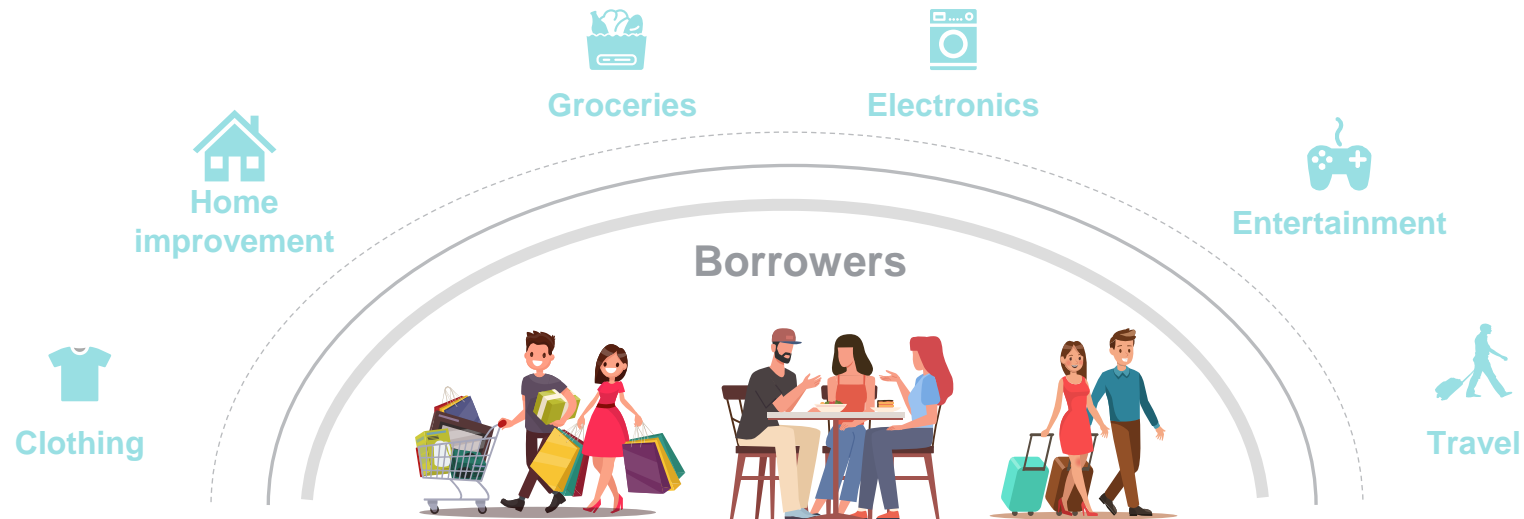
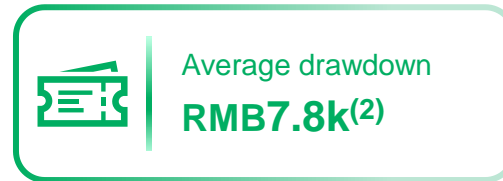
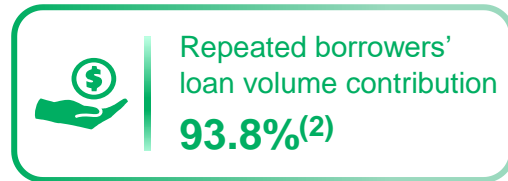
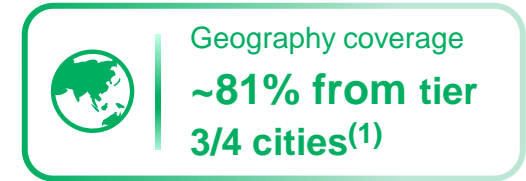
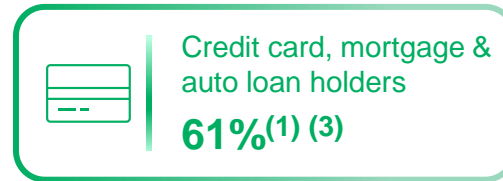
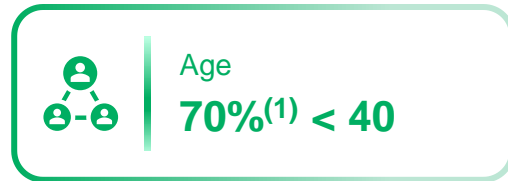
Notes: (1) Pursuant to the following two share repurchase plans: (i) the US\$150 million share repurchase plan during the 12-month period from June 20, 2023, which was utilized substantially all of the total authorized value as of March 28, 2024; (ii) the US\$350 million share repurchase plan during the 12-month period from April 1, 2024. (2) Share count reduction refers to (i) the total number of ADSs repurchased from June 20, 2023 to November 19, 2024, divided by (ii) the number of outstanding ADSs as of June 19, 2023, excluding the effects of ESOP.

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



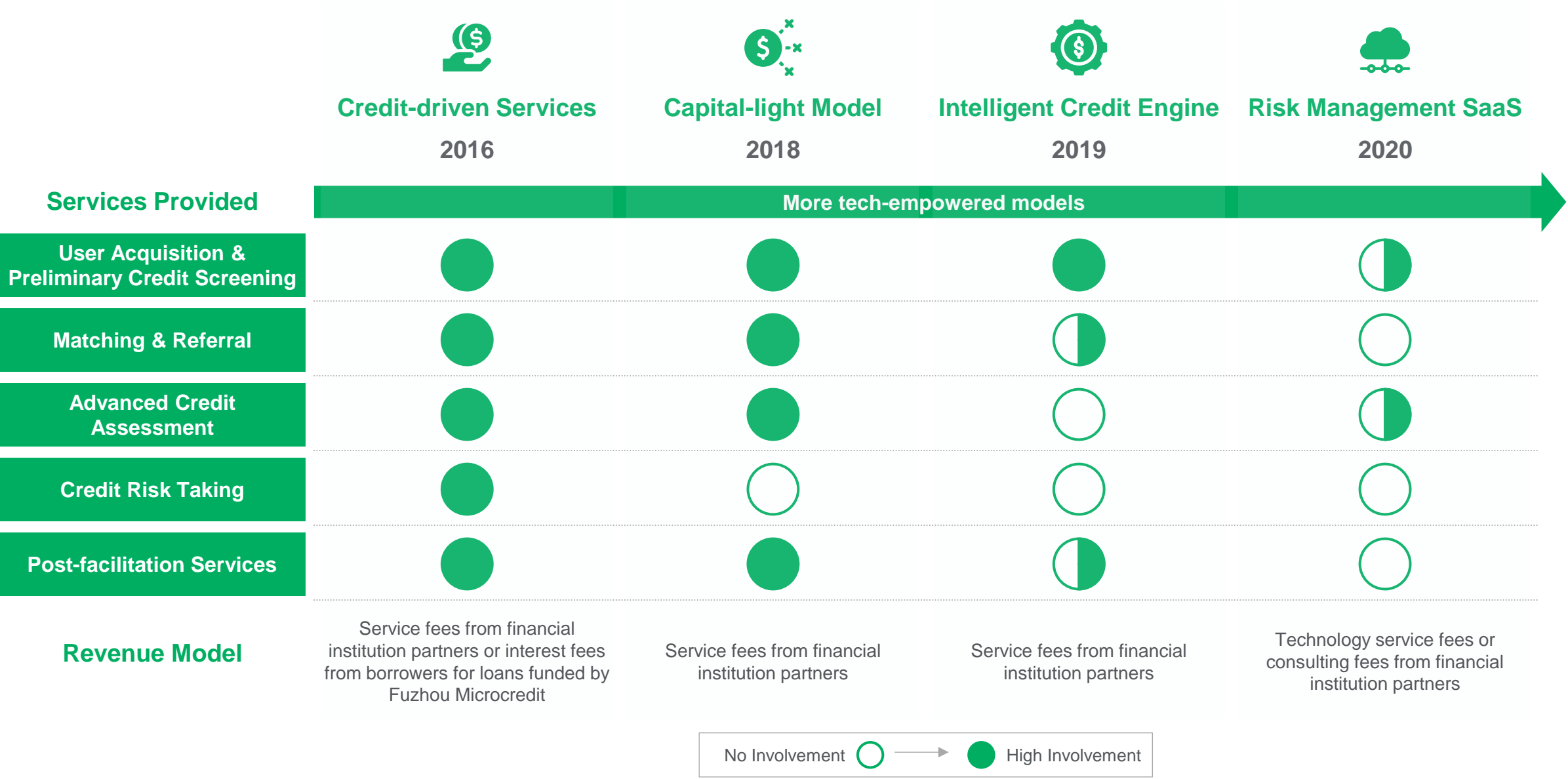
Notes: (1) Refers to Intelligence Credit Engine. (2) Refers to Risk management Software-as-a-Service and end-to-end technology solutions. (3) Cumulative number as of September 30, 2024.

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

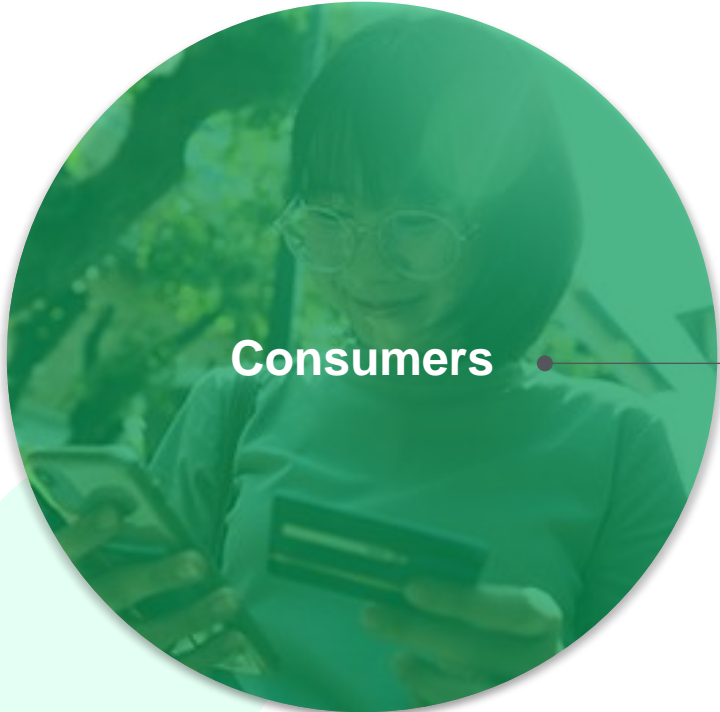


Notes: (1) Data based on cumulative users with approved credit lines as of September 30, 2024. (2) 3Q24 data. (3) Refer to the users who possess a credit card or have a mortgage or auto loan, and have made at least one repayment within 6 months prior to the date when the credit line was granted.

Our Solutions



Our Addressable Market



Consumers



Consumer Credit-Tech Market in China ⁽¹⁾

2021

RMB5.2 trillion

2021-2026E
CAGR

9.2%



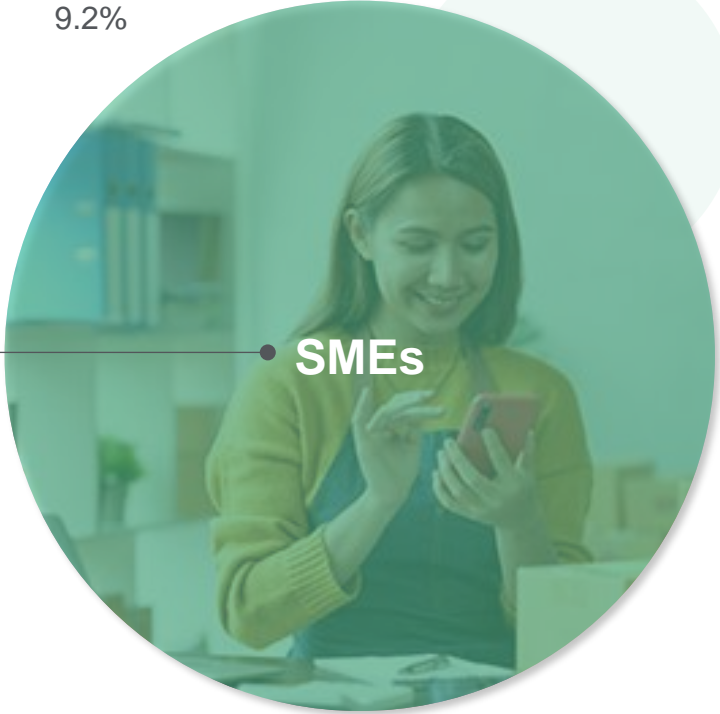
SME Credit-Tech Market in China ⁽²⁾

2021

RMB6.0 trillion

2021-2026E
CAGR

35.9%

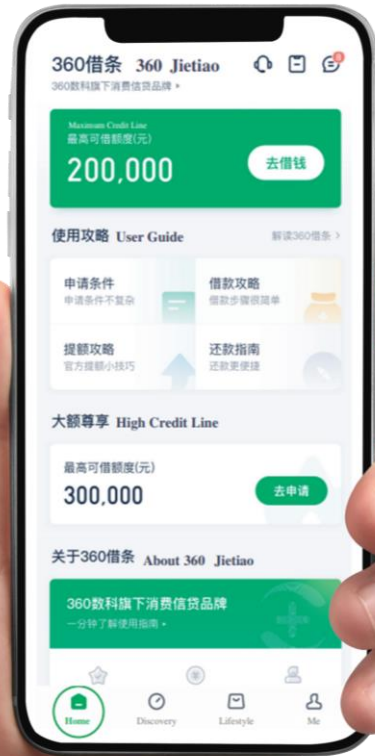


SMEs

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



55.2 million

cumulative users with approved credit lines

33.1 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 51 leading online platforms cumulatively, including leading short-form video / payment / e-commerce / ride-hailing / smart phone companies

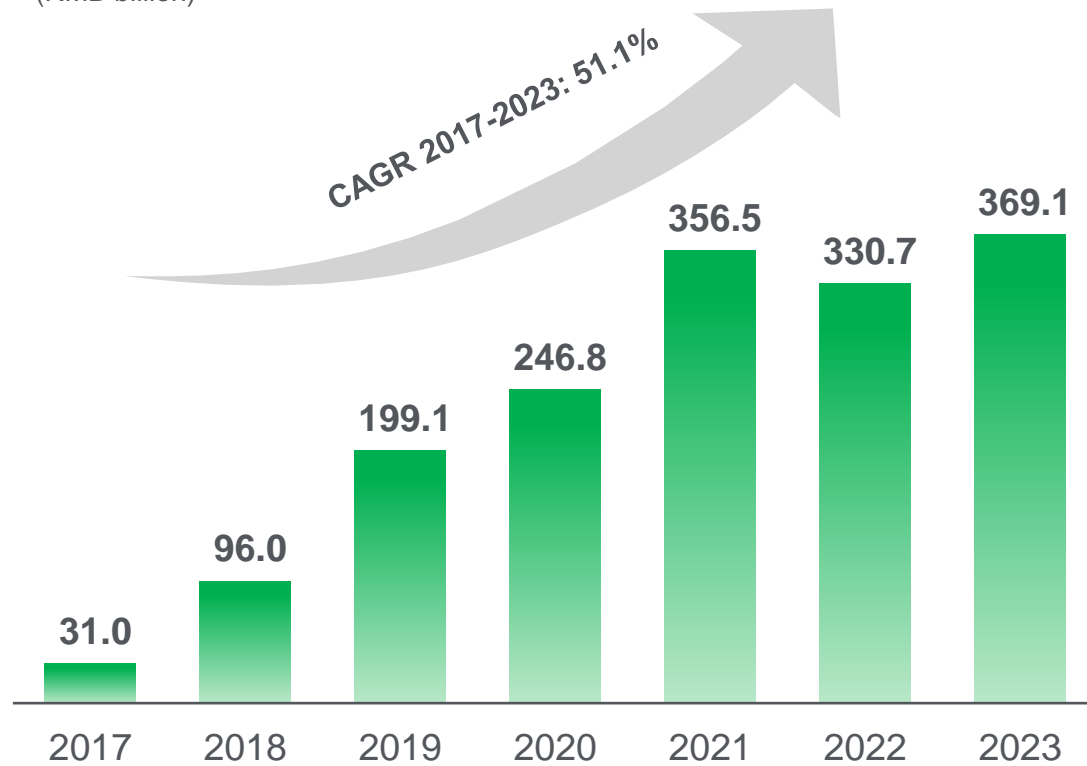
Borrower Referral and Offline Promotion

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

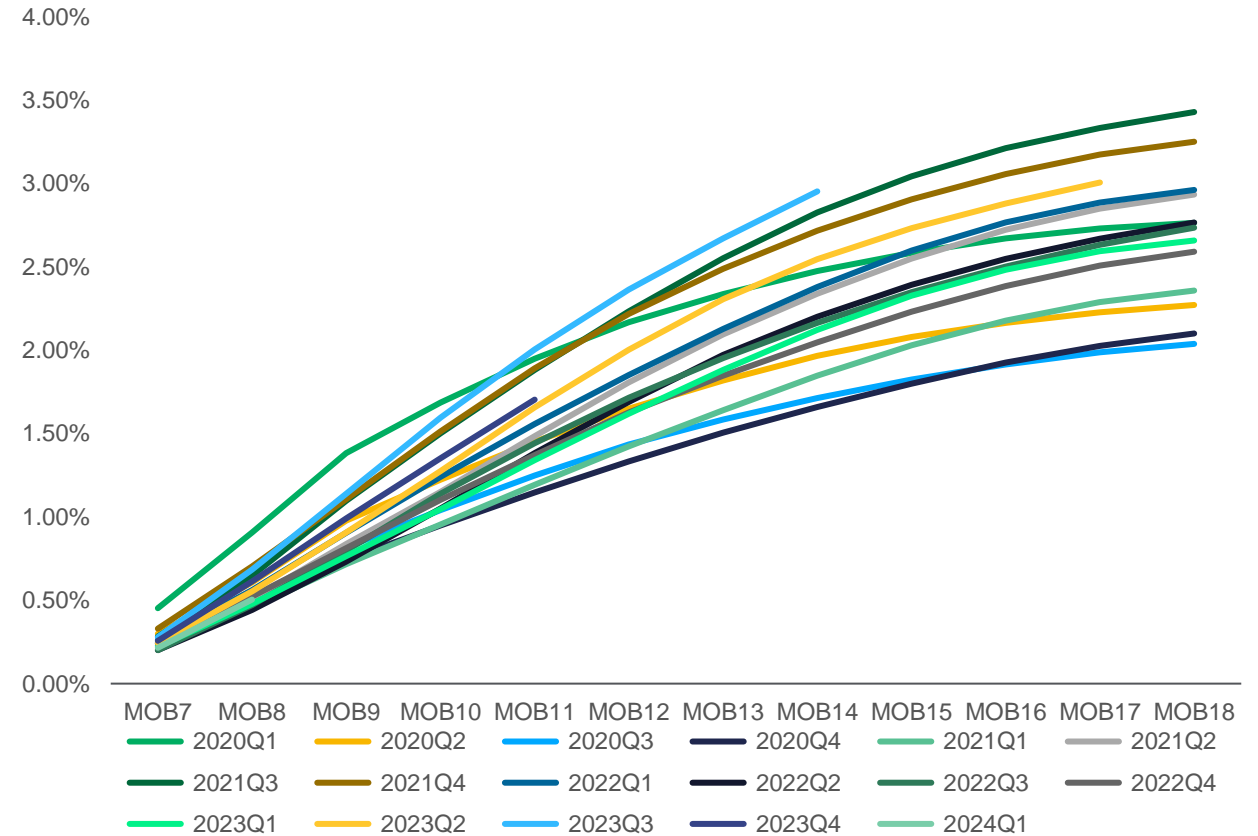
Proven Track Record of Continuous Growth with Stable Risk Performance

Our Track Record

Loan Facilitation Volume of Ongoing Services⁽¹⁾
(RMB billion)

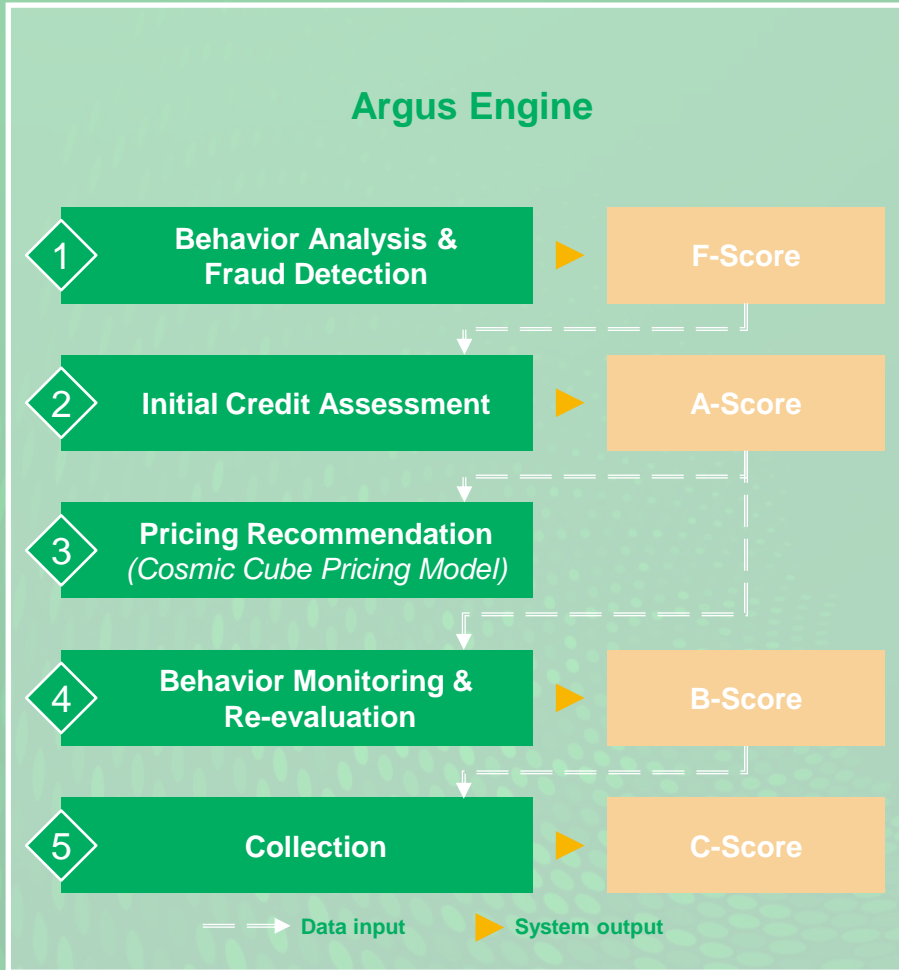


180 Day+ Delinquency Rates by Vintage⁽²⁾
(As of September 30, 2024)



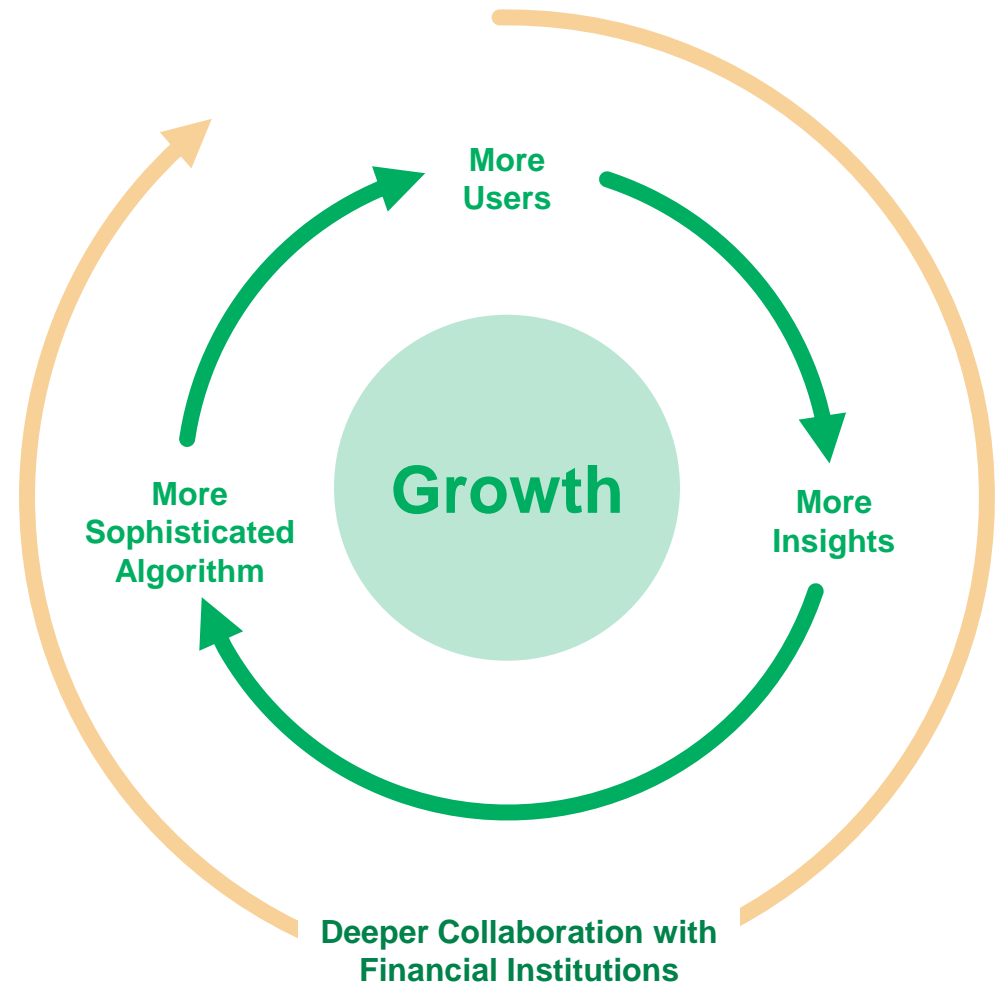
Note: (1) Refers to the total principal amount of loans facilitated and originated during the given period, including the loan volume under credit driven services, capital-light model, Intelligence Credit Engine ("ICE") and total technology solutions. (2) a percentage, which is equal to (i) the total 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 total 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 loan mix and diversifying user acquisition channels
- Maintain a prudent approach to manage risks, finetune operations, and drive efficiency to improve profitability
- Build a comprehensive credit-tech service platform based on users' risk profiles and values
- 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

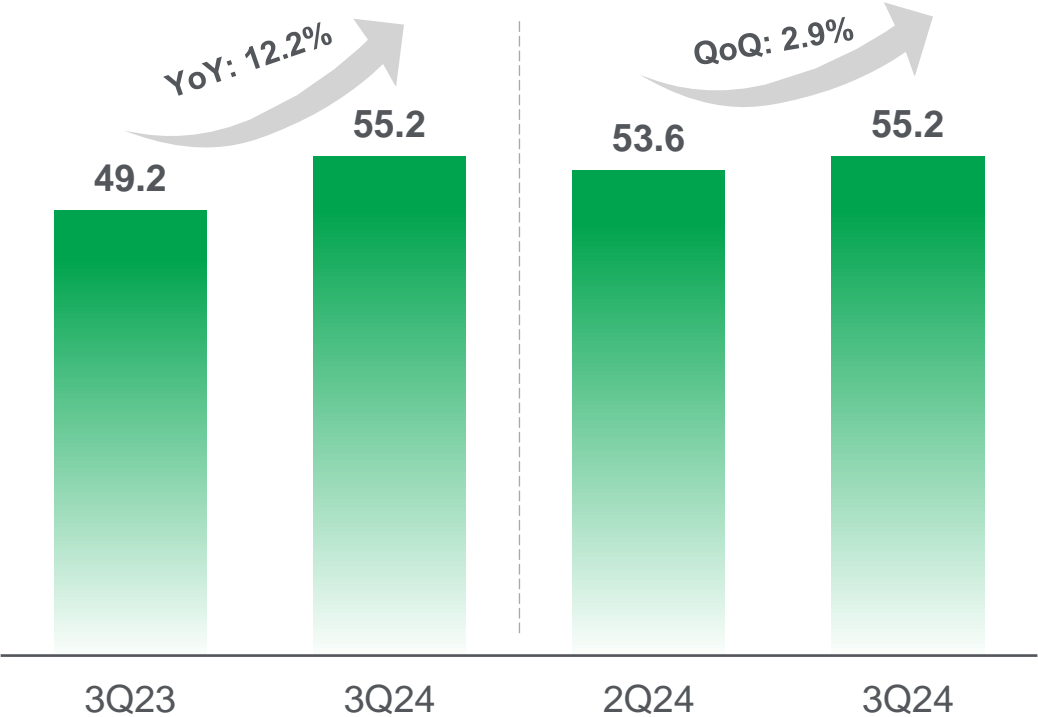
Operational and Financial Data



Consistently Expanding User Base

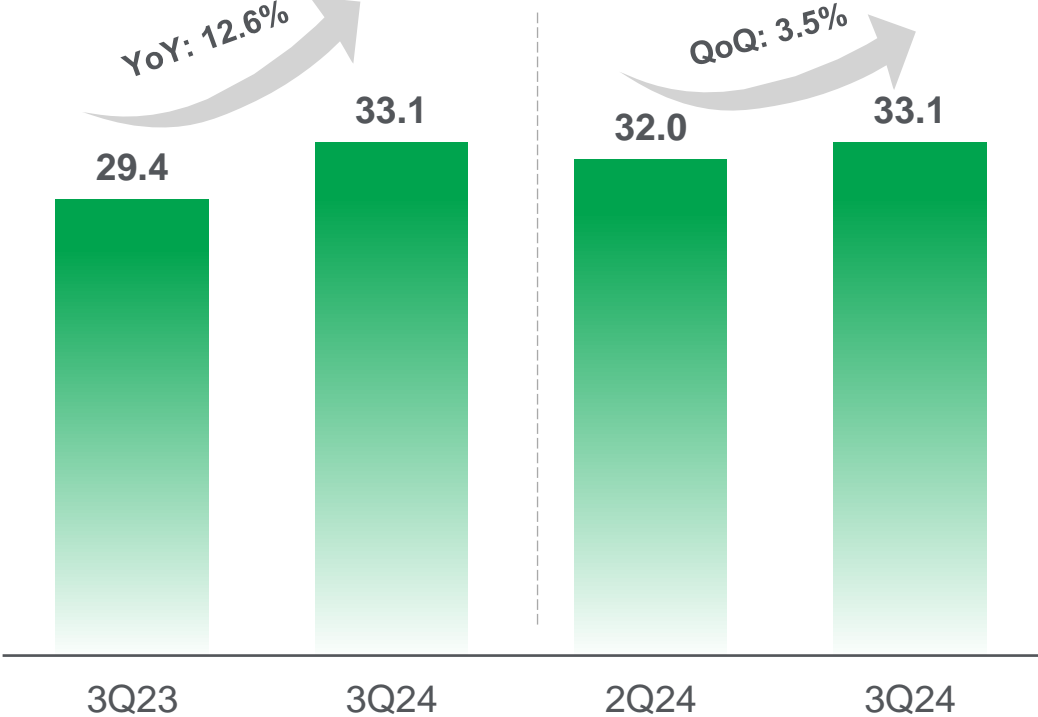
Cumulative Users with Approved Credit Lines

(million)



Cumulative Borrowers

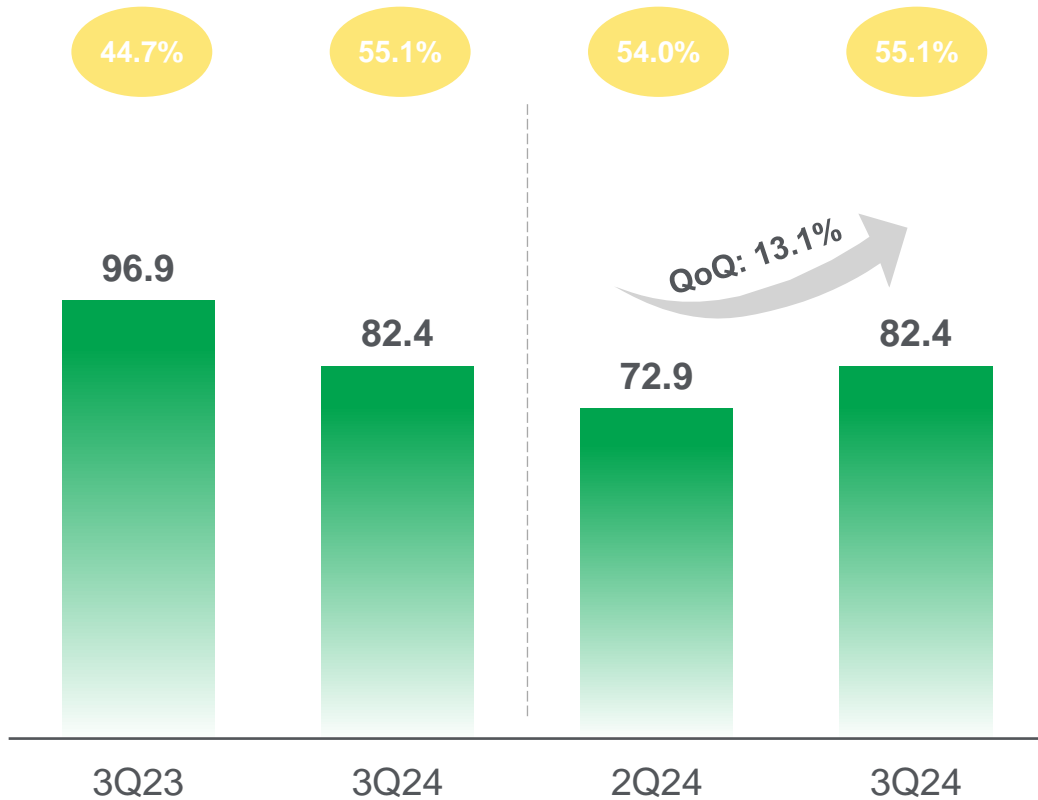
(million)



Loan Facilitation Volume Stabilizing

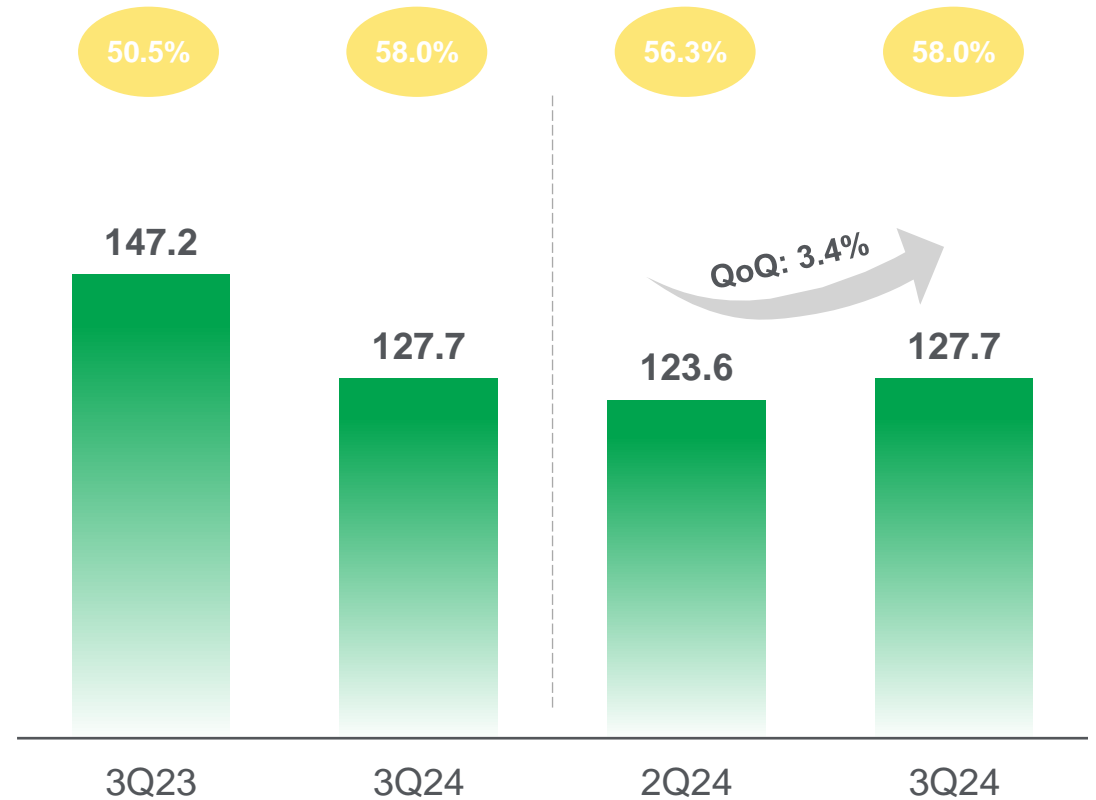
Loan Facilitation Volume of Ongoing Services ⁽¹⁾
(RMB billion)

% of platform services' contribution



Outstanding Loan Balance of Ongoing Services ⁽²⁾
(RMB billion)

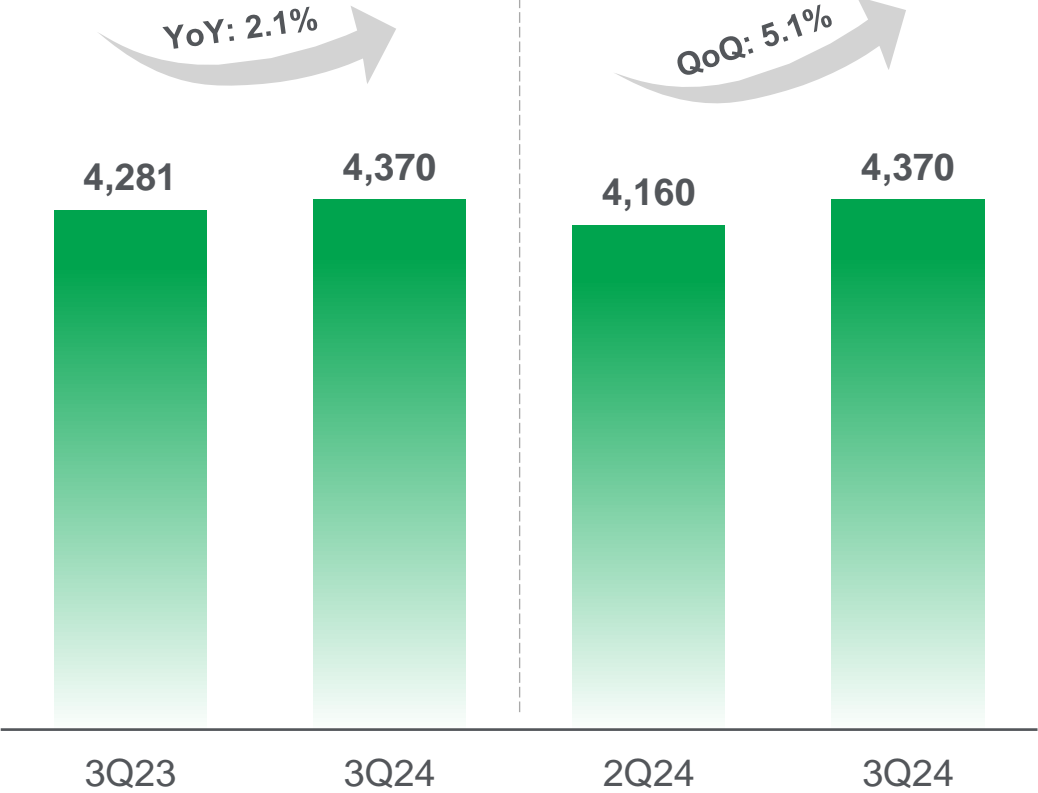
% of platform services' contribution



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

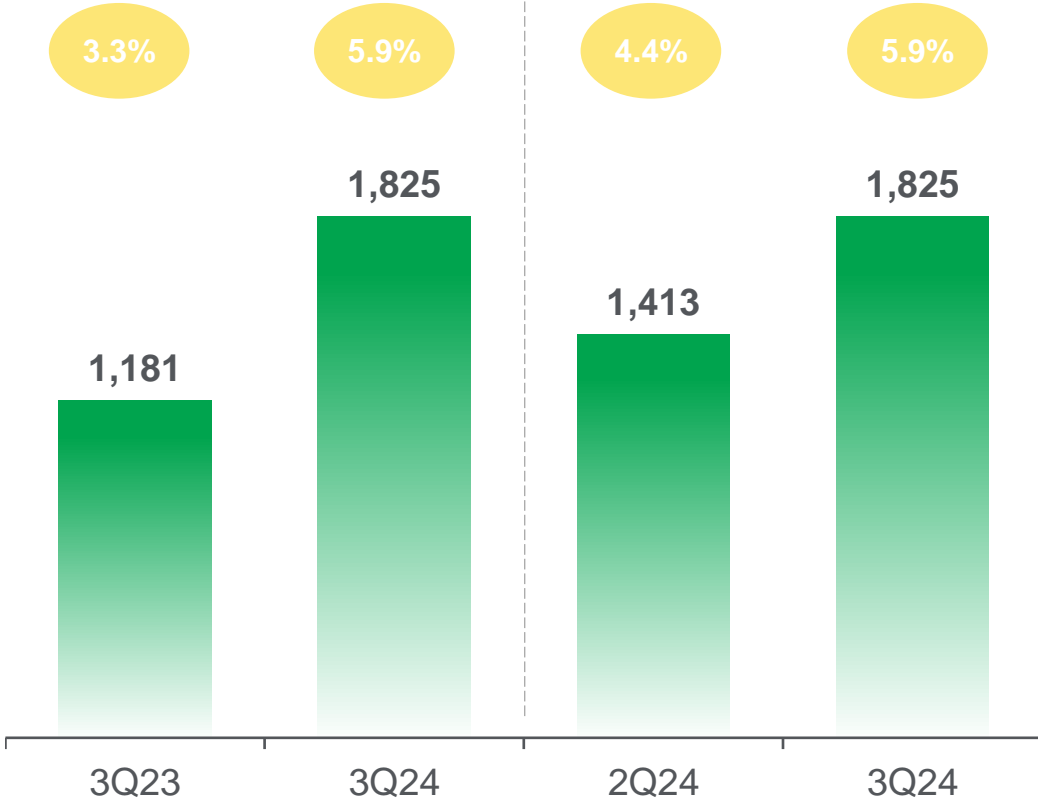
Solid Profitability Driven by Improving Take Rates

Total Net Revenue
(RMB million)



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

% Net Take Rate(2)

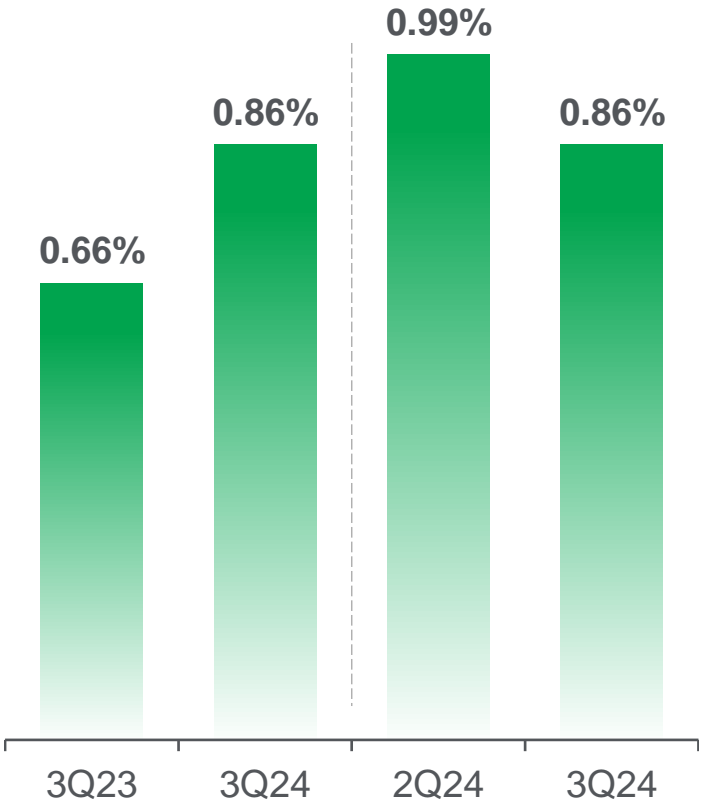


Notes: (1) Excluding share-based compensation expenses. (2) Net Take Rate refers to (i) the annualized Non-GAAP net income of a specified quarter, divided by (ii) the average outstanding loan balance at the beginning and the end of such specified quarter, excluding loans under other technology solutions.

Operating Expenses

Facilitation, Origination and Servicing Expense

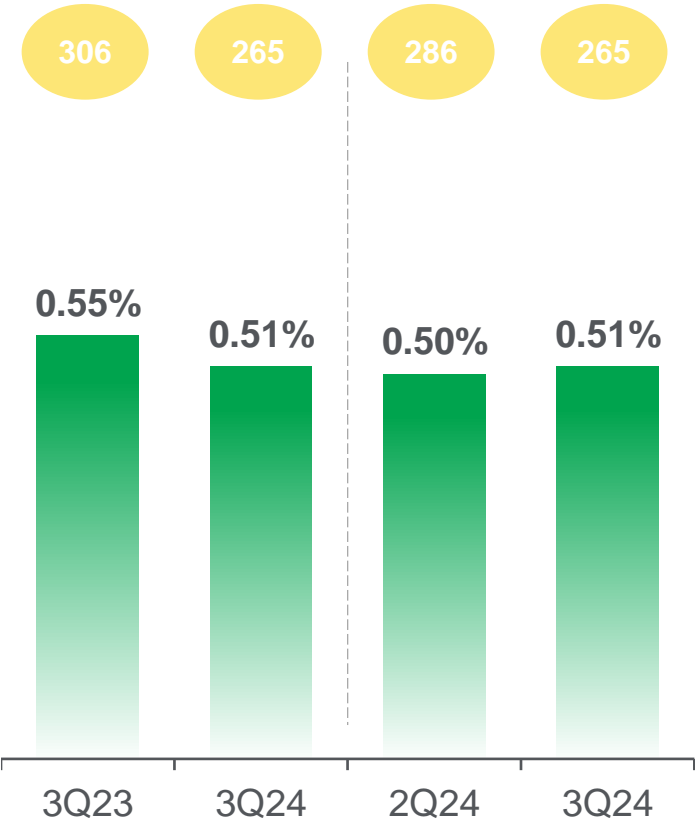
(% of Loan Facilitation Volume of Ongoing Services)



Sales and Marketing Expense

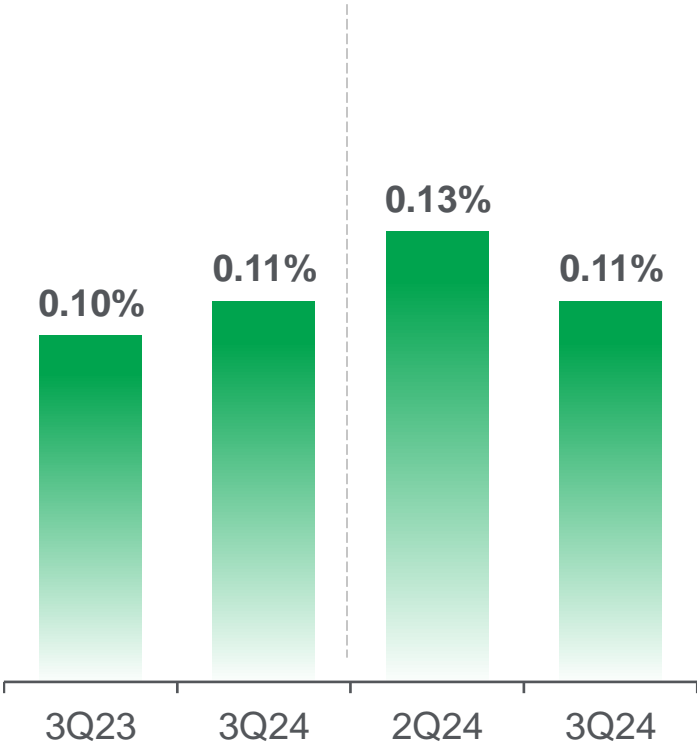
(% of Loan Facilitation Volume of Ongoing Services)

User Acquisition Costs(RMB)⁽¹⁾



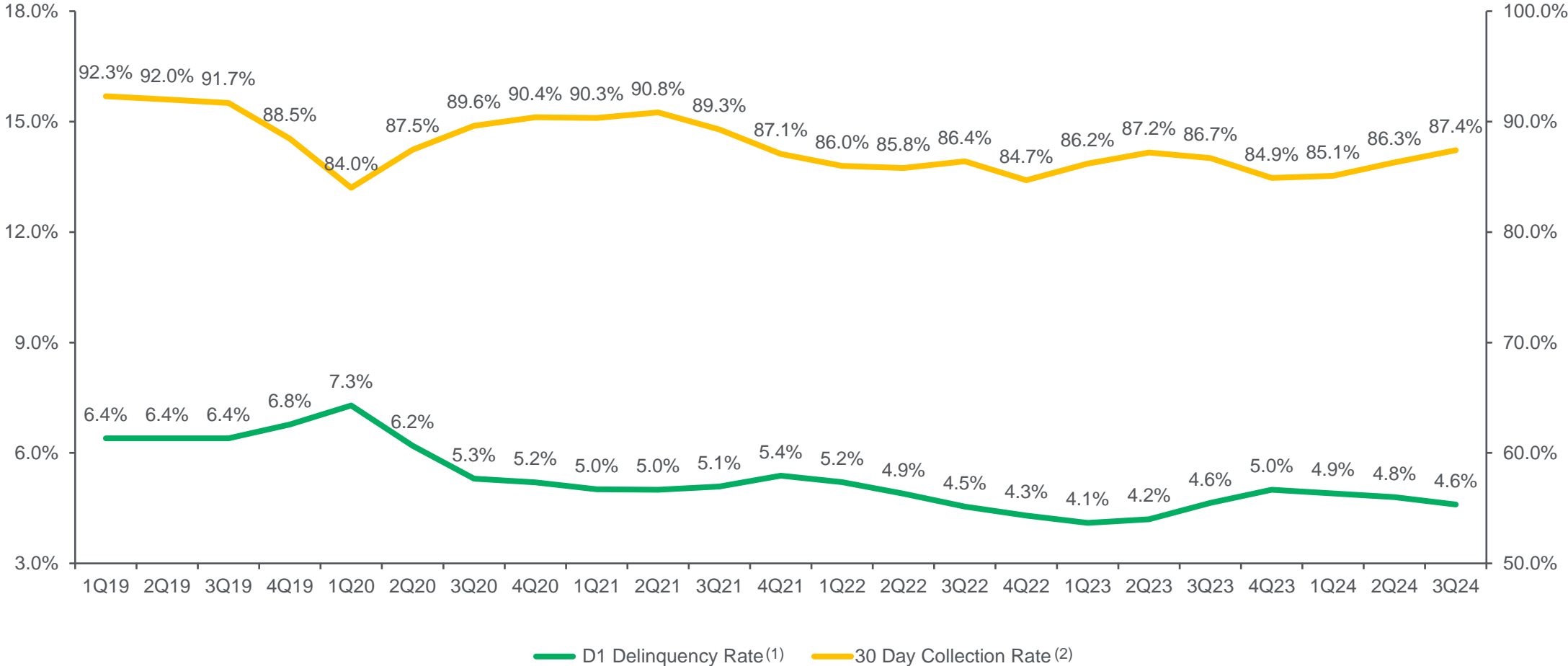
General and Administrative Expense

(% of Loan Facilitation Volume of Ongoing Services)



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