

August 2024



2Q2024 Result Presentation

Disclaimer

This presentation has been prepared by Qifu Technology, Inc. (the “Company”) solely for information purpose. By viewing or accessing the information contained in this material, you hereby acknowledge and agree that no representations, warranties or undertakings, express or implied, are made by the Company or any of its directors, shareholders, employees, agents, affiliates, advisors or representatives as to, and no reliance should be placed upon, the accuracy, fairness, completeness or correctness of the information or opinions presented or contained in this presentation. None of the Company or any of its directors, shareholders, employees, agents, affiliates, advisors or representatives accept any responsibility whatsoever (in negligence or otherwise) for any loss howsoever arising from any information presented or contained in this presentation or otherwise arising in connection with the presentation. The information presented or contained in this presentation is subject to change without notice and its accuracy is not guaranteed.

This presentation does not constitute an offer to sell or issue or an invitation or recommendation to purchase or subscribe for any securities of the Company for sale in the United States or anywhere else. No securities of the Company may be sold in the United States without registration with the United States Securities and Exchange Commission (the “SEC”) or an exemption from such registration pursuant to the Securities Act of 1933, as amended (the “Securities Act”) and the rules and regulations thereunder. No part of this presentation shall form the basis of or be relied upon in connection with any contract or investment decision in relation to any securities or otherwise. This presentation does not contain all relevant information relating to the Company or its securities, particularly with respect to the risks and special

considerations involved with an investment in the securities of the Company. Nothing contained in this presentation shall be relied upon as a promise or representation as to the past or future performance of the Company. Past performance does not guarantee or predict future performance. You acknowledge that any assessment of the Company that may be made by you will be independent of this presentation and that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

Certain statements in this presentation, and other statements that the Company may make, are forward-looking statements under the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995. These statements can be identified by terminology such as “will,” “expects,” “anticipates,” “future,” “intends,” “plans,” “believes,” “estimates” and similar statements. Among other things, the business outlook and quotations from management in this presentation, as well as the Company’s strategic and operational plans, contain forward-looking statements. The Company may also make written or oral forward-looking statements in its periodic reports to the SEC, in its interim and annual reports to shareholders, in announcements, circulars or other publications made on the website of The Stock Exchange of Hong Kong Limited (the “HKEX”), in press releases and other written materials and in oral statements made by its officers, directors or employees to third parties. Statements that are not historical facts, including the Company’s business outlook, beliefs and expectations, are forward-looking statements. Forward-looking statements involve

inherent risks and uncertainties. A number of factors could cause actual results to differ materially from those contained in any forward-looking statement, which factors include but not limited to the following: the Company’s growth strategies, the Company’s cooperation with 360 Group, changes in laws, rules and regulatory environments, the recognition of the Company’s brand, market acceptance of the Company’s products and services, trends and developments in the credit-tech industry, governmental policies relating to the credit-tech industry, general economic conditions in China and around the globe, and assumptions underlying or related to any of the foregoing. Further information regarding these risks and special considerations is included in the Company’s filings with the SEC and the HKEX. All information provided in this presentation is as of the date of this press release, and the Company does not undertake any obligation to update any forward-looking statement, except as required under applicable law.

This presentation also contains non-GAAP financial measures, the presentation of which is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP). In addition, the Company’s calculation of these non-GAAP financial measures may be different from the calculation used by other companies, and therefore comparability may be limited. The reconciliation of those measures to the most comparable GAAP measures is contained within this presentation or the earnings release or available at the Company website <https://ir.qifu.tech/>.

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 2Q24

One of the Leading Consumer Credit-Tech Platforms in China

53.6 million

Cumulative Users with
Approved Credit Lines⁽¹⁾

160

Cumulative Financial
Institution Partners⁽¹⁾

RMB4,160 million

Total Net Revenue in 2Q24

6.3%

YoY Increase

RMB1,413 million

Non-GAAP Net Income in 2Q24⁽²⁾

23.3%

YoY Increase

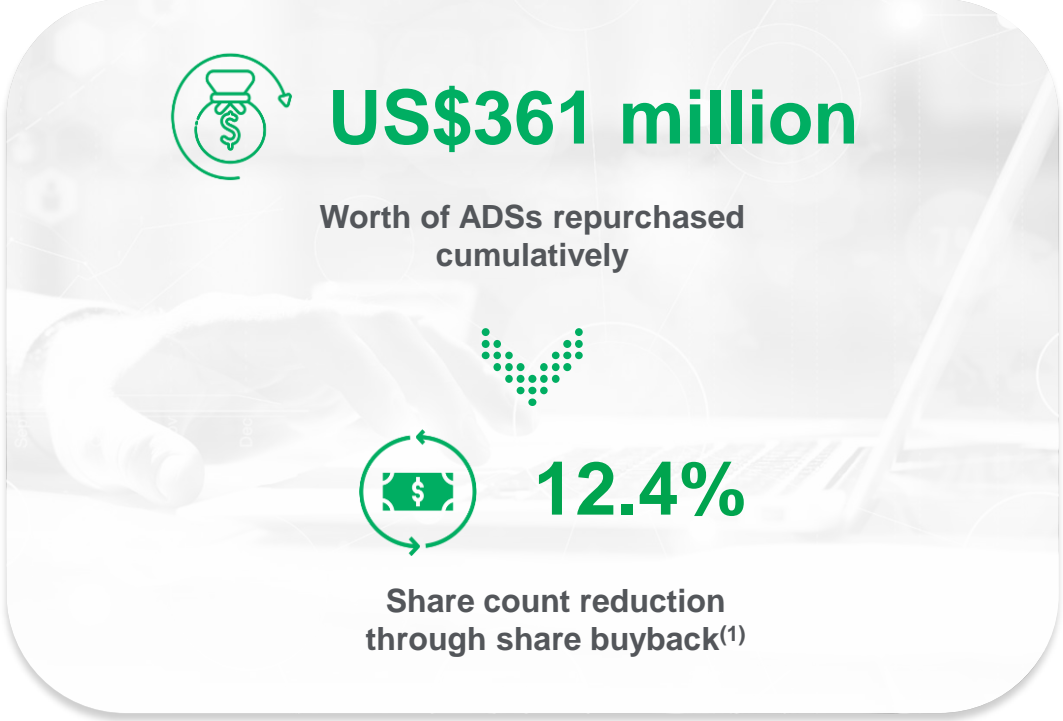
25.4%

Non-GAAP ROE⁽³⁾

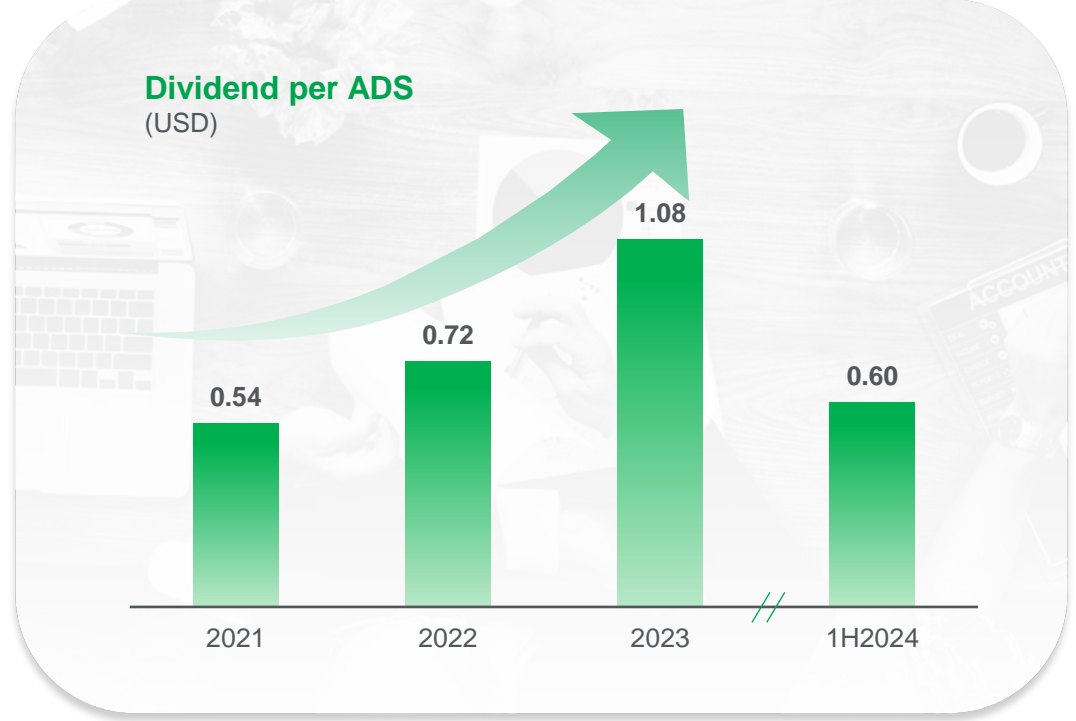
Dedicated to Returning Value to Shareholders



Execution of Share Repurchases

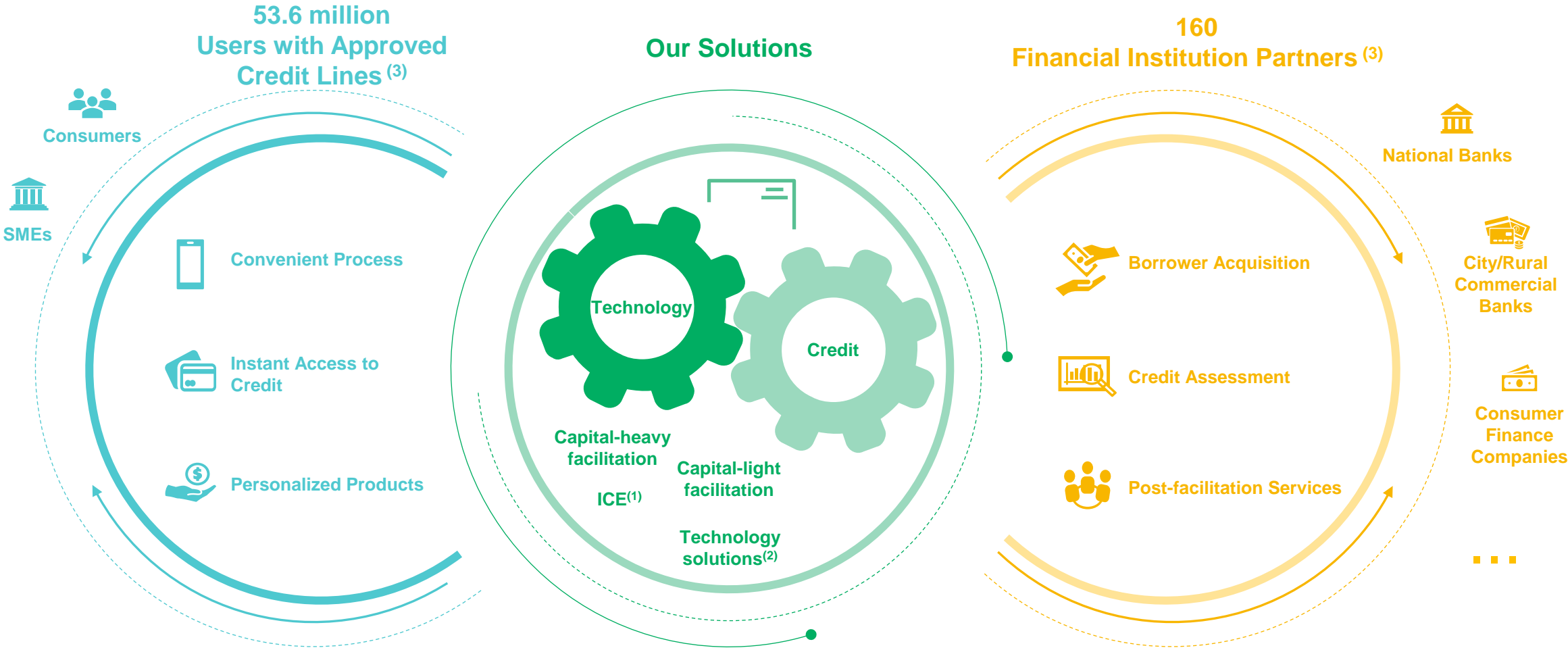


Recurring Dividend Payout



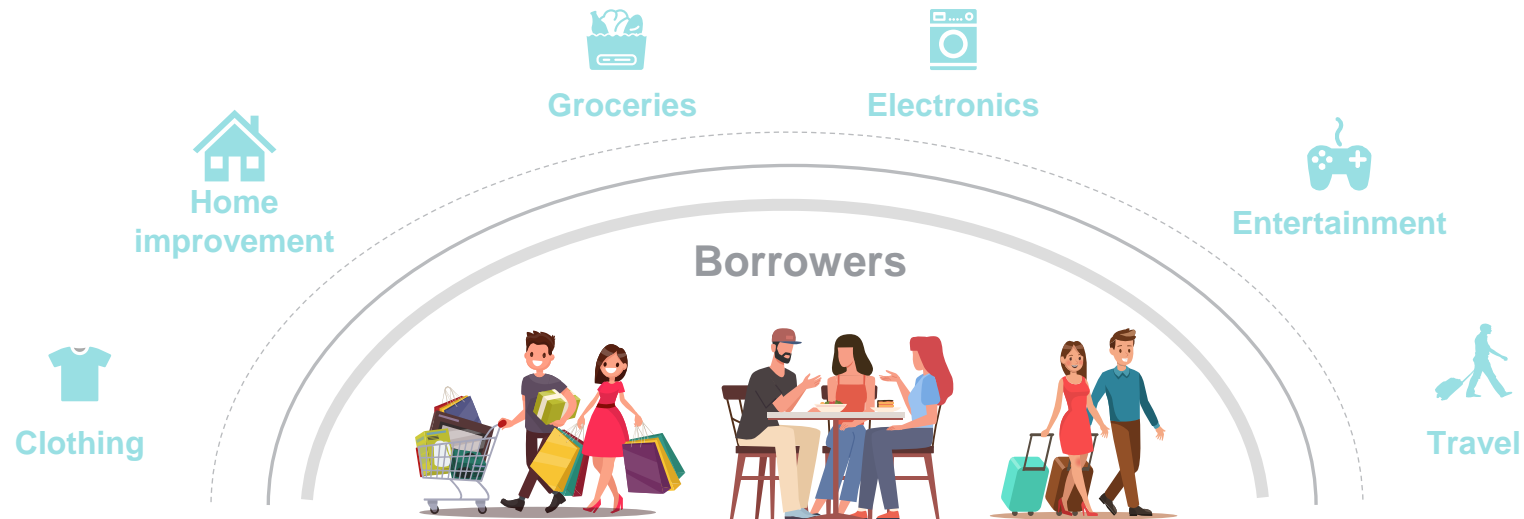
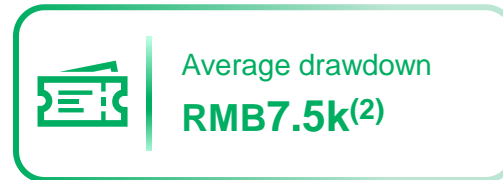
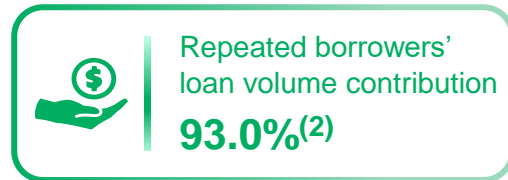
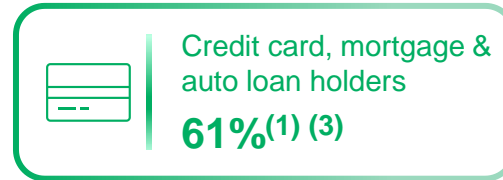
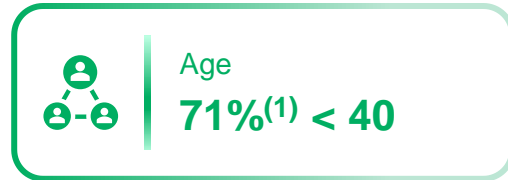
Notes: (1) Share count reduction refers to (i) the total number of ADSs repurchased from June 20, 2023 to August 13, 2024, divided by (ii) the number of outstanding ADSs as of June 19, 2023, excluding the effects of ESOP.

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



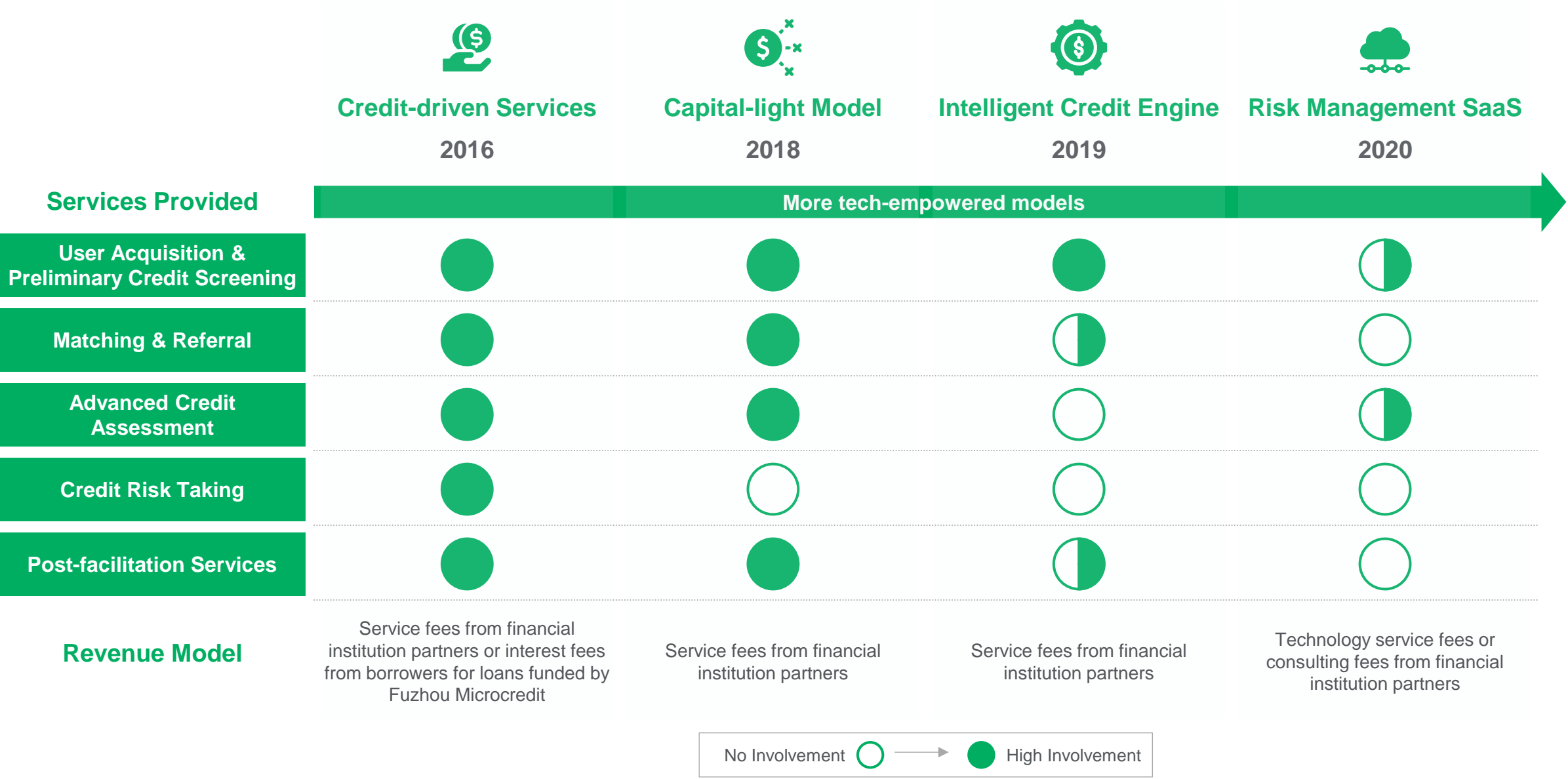
Notes: (1) Refers to Intelligence Credit Engine. (2) Refers to Risk management Software-as-a-Service and end-to-end technology solutions. (3) Cumulative number as of June 30, 2024.

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

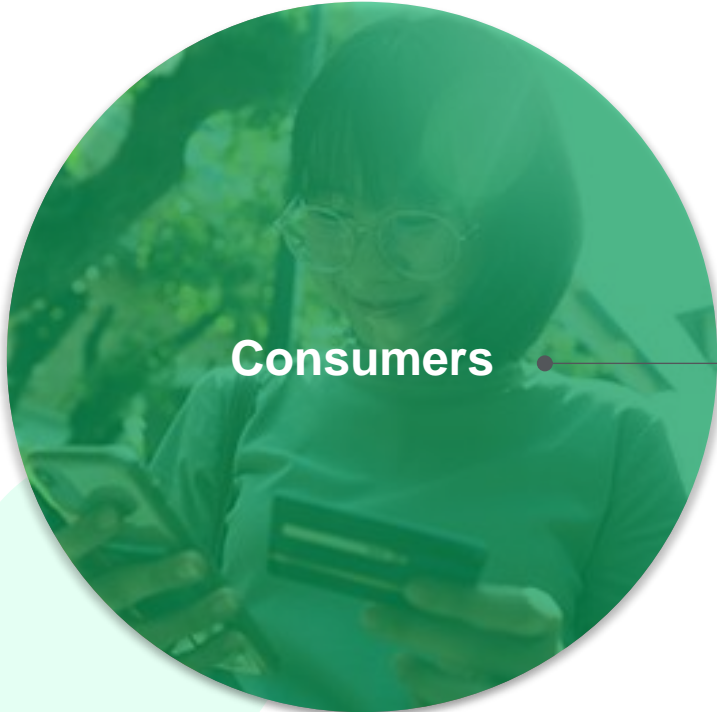


Notes: (1) Data based on cumulative users with approved credit lines as of June 30, 2024. (2) 2Q24 data. (3) Refer to the users who possess a credit card or have a mortgage or auto loan, and have made at least one repayment within 6 months prior to the date when the credit line was granted.

Our Solutions



Our Addressable Market



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%



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 41 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

53.6 million

cumulative users with approved credit lines

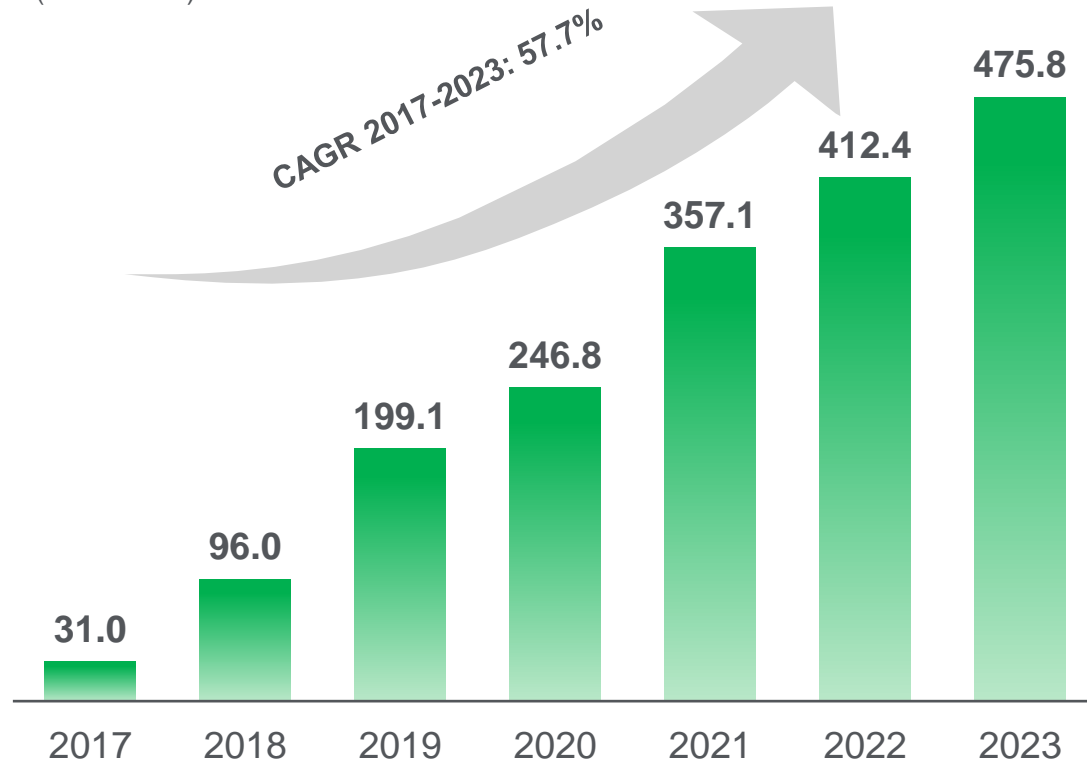
32.0 million

cumulative borrowers

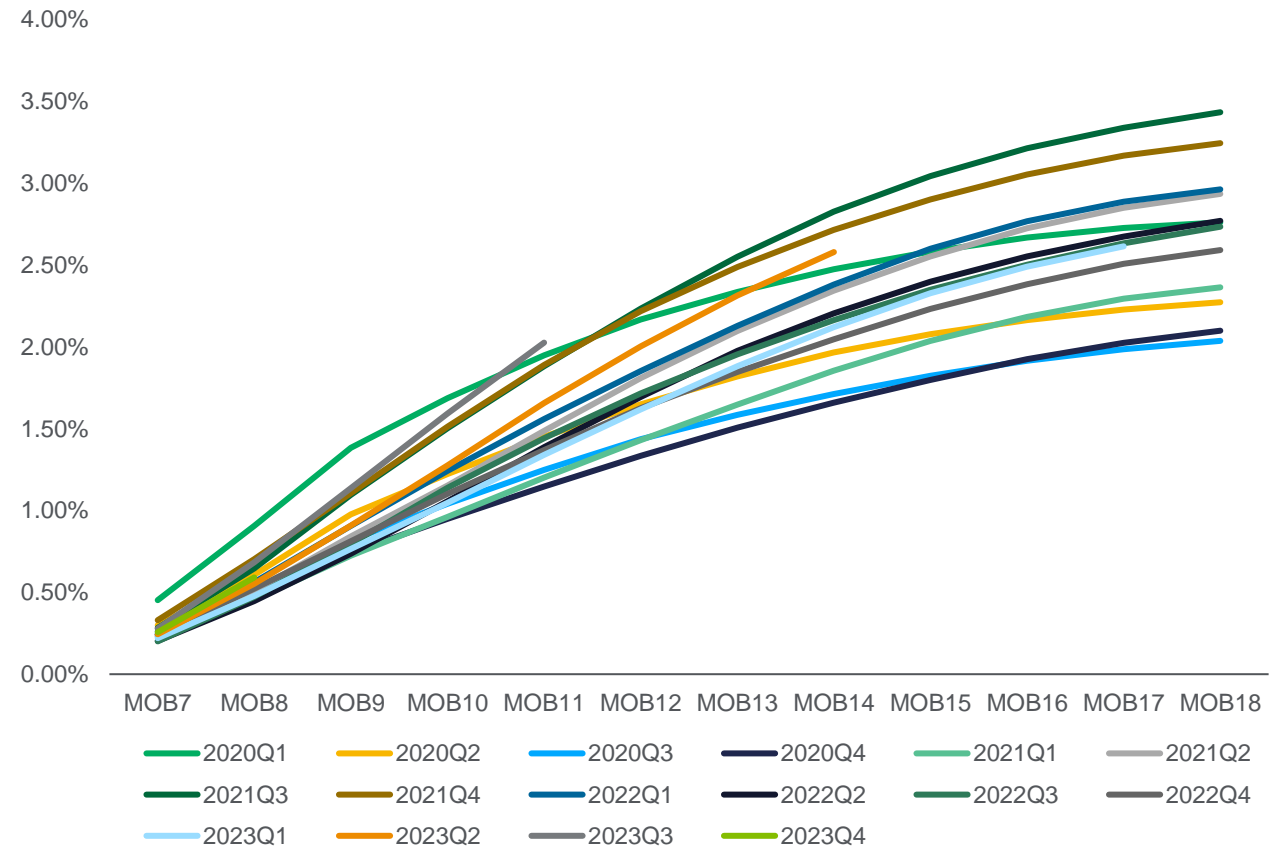
Proven Track Record of Continuous Growth with Stable Risk Performance

Our Track Record

Loan Facilitation Volume
(RMB billion)

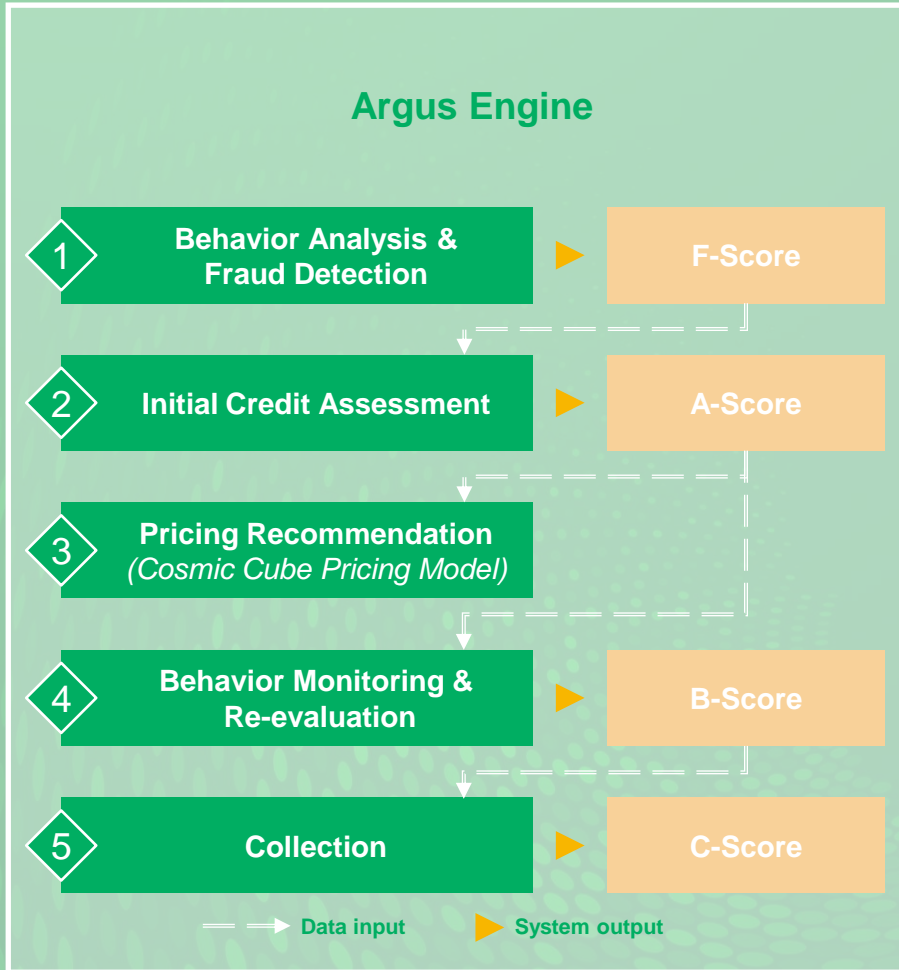


180 Day+ Delinquency Rates by Vintage (1)
(As of June 30, 2024)



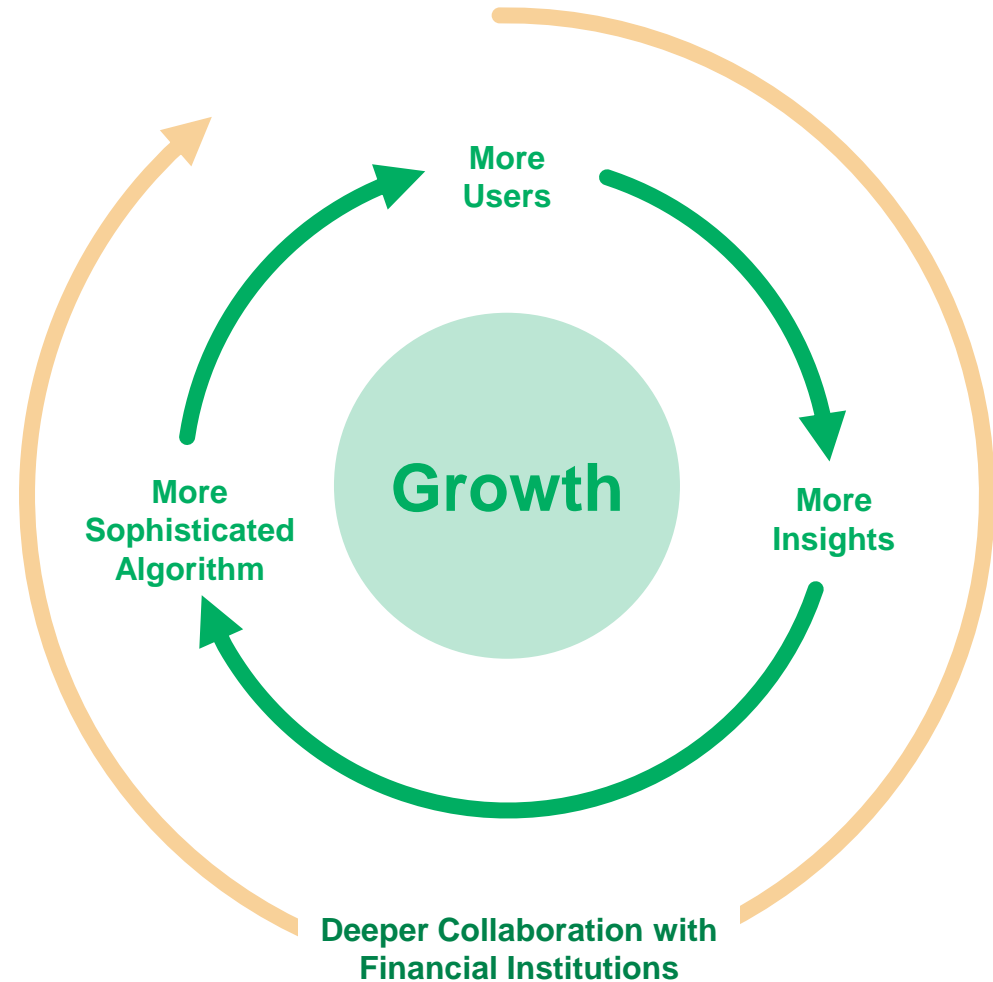
Note: (1) a percentage, which is equal to (i) the total amount of principal for all loans facilitated by our Group in a fiscal quarter that become delinquent for more than 180 days, less the total amount of recovered past due principal for all loans facilitated by our Group that were delinquent for more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

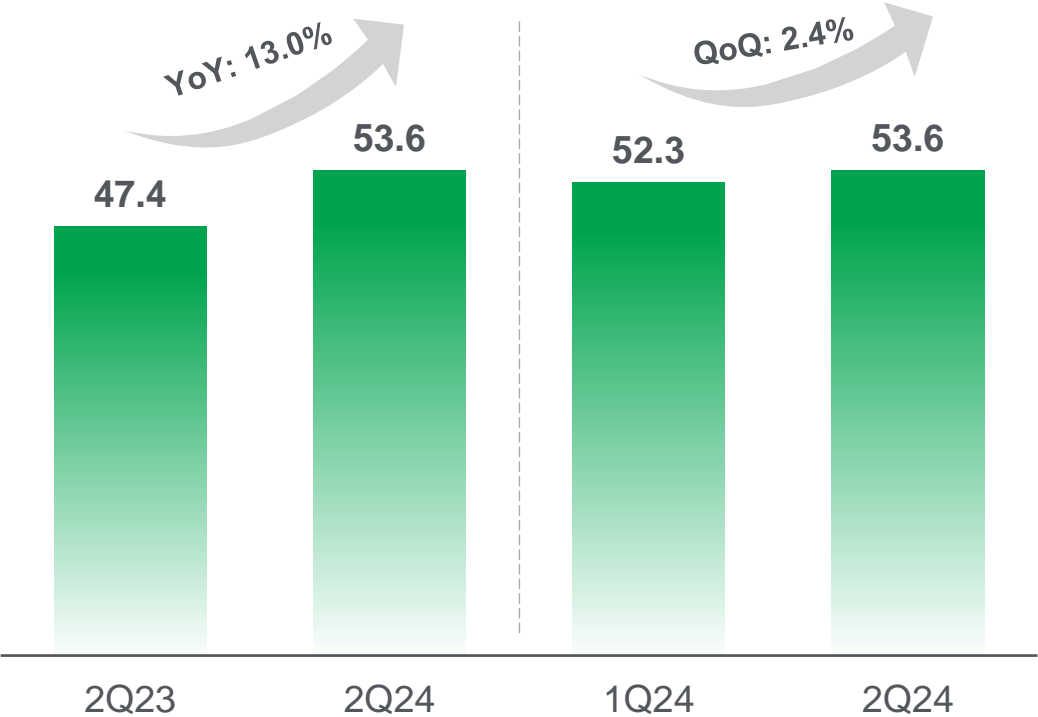
Operational and Financial Data



Consistently Expanding User Base

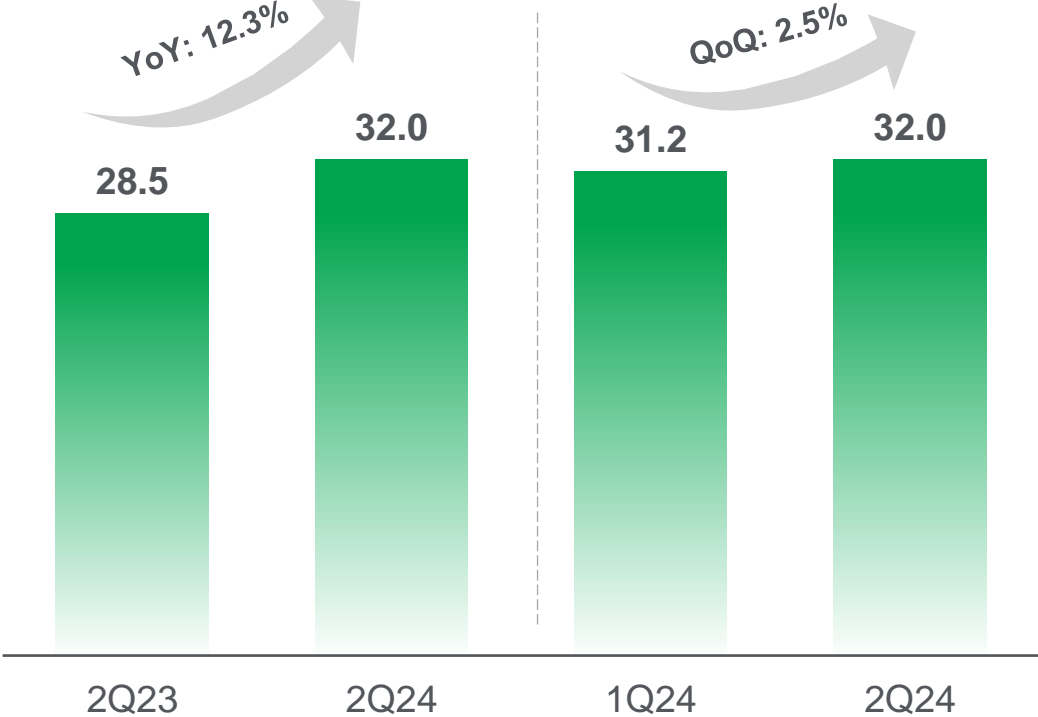
Cumulative Users with Approved Credit Lines

(million)



Cumulative Borrowers

(million)

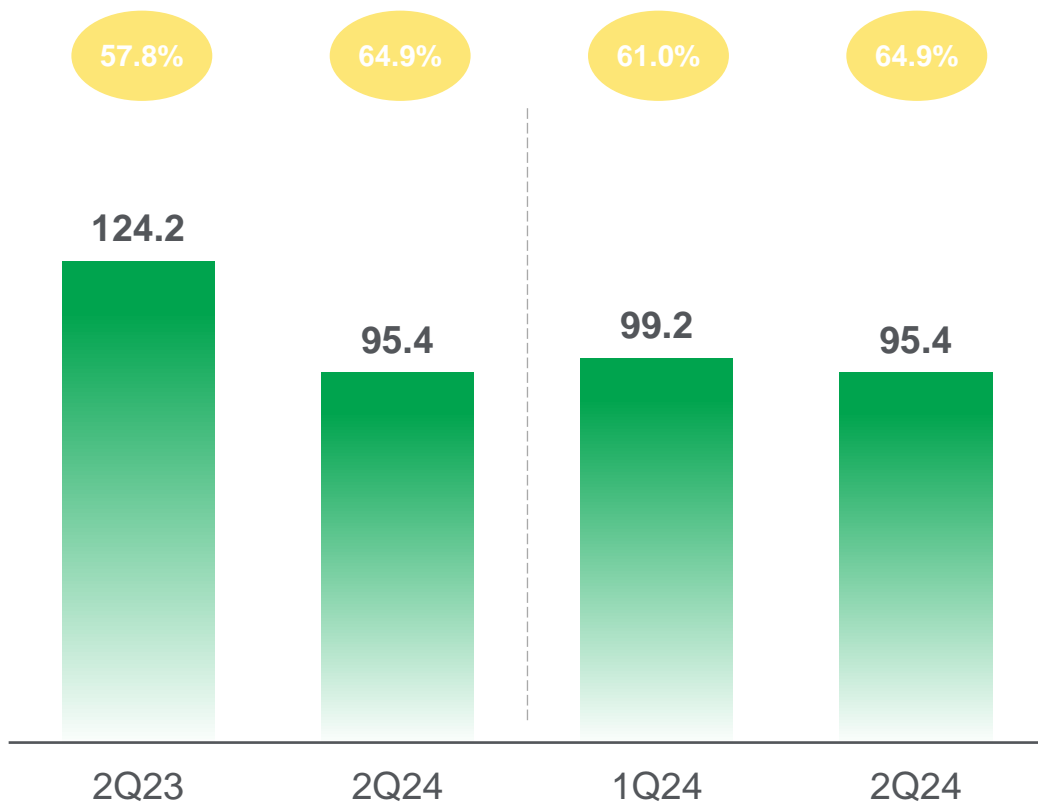


Balancing Loan Facilitation Volume with Prudent Risk Management

Loan Facilitation Volume⁽¹⁾

(RMB billion)

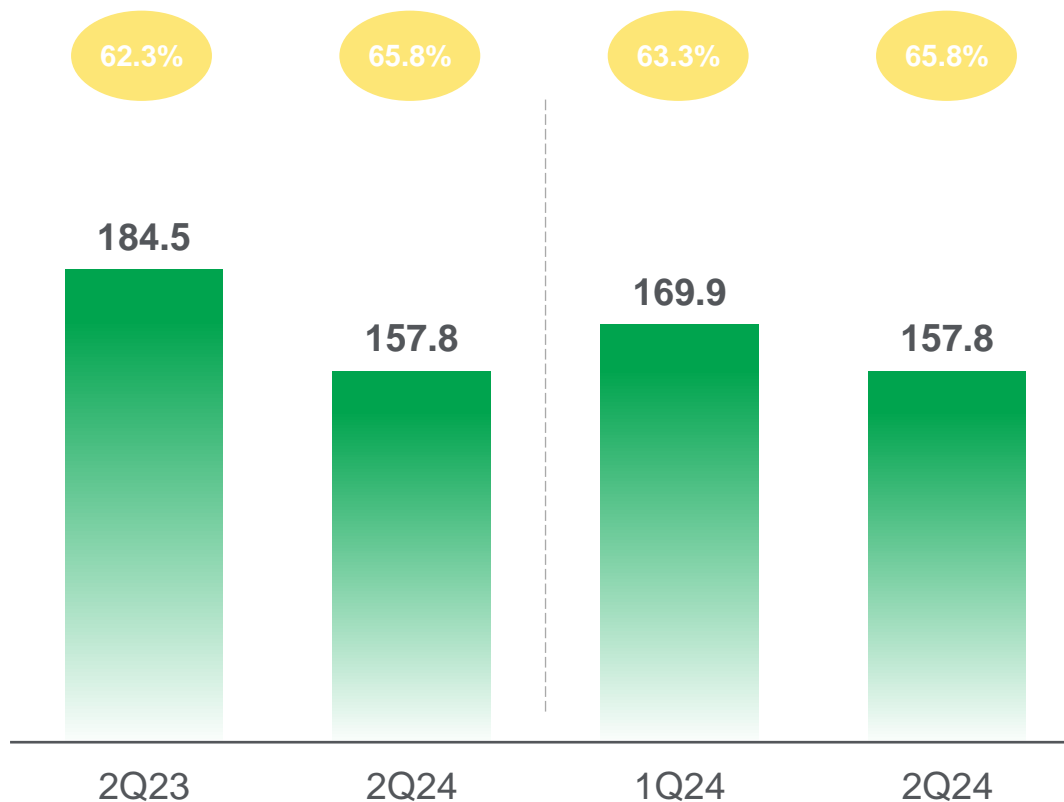
% of platform services' contribution



Outstanding Loan Balance⁽²⁾

(RMB billion)

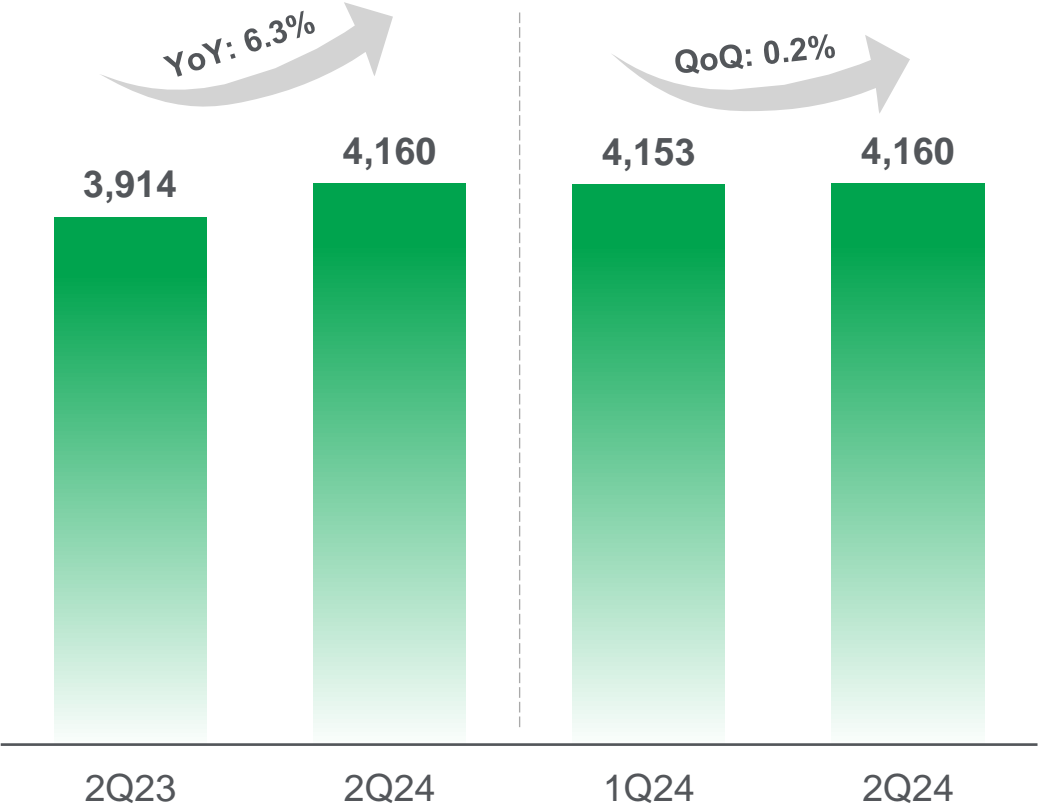
% of platform services' contribution



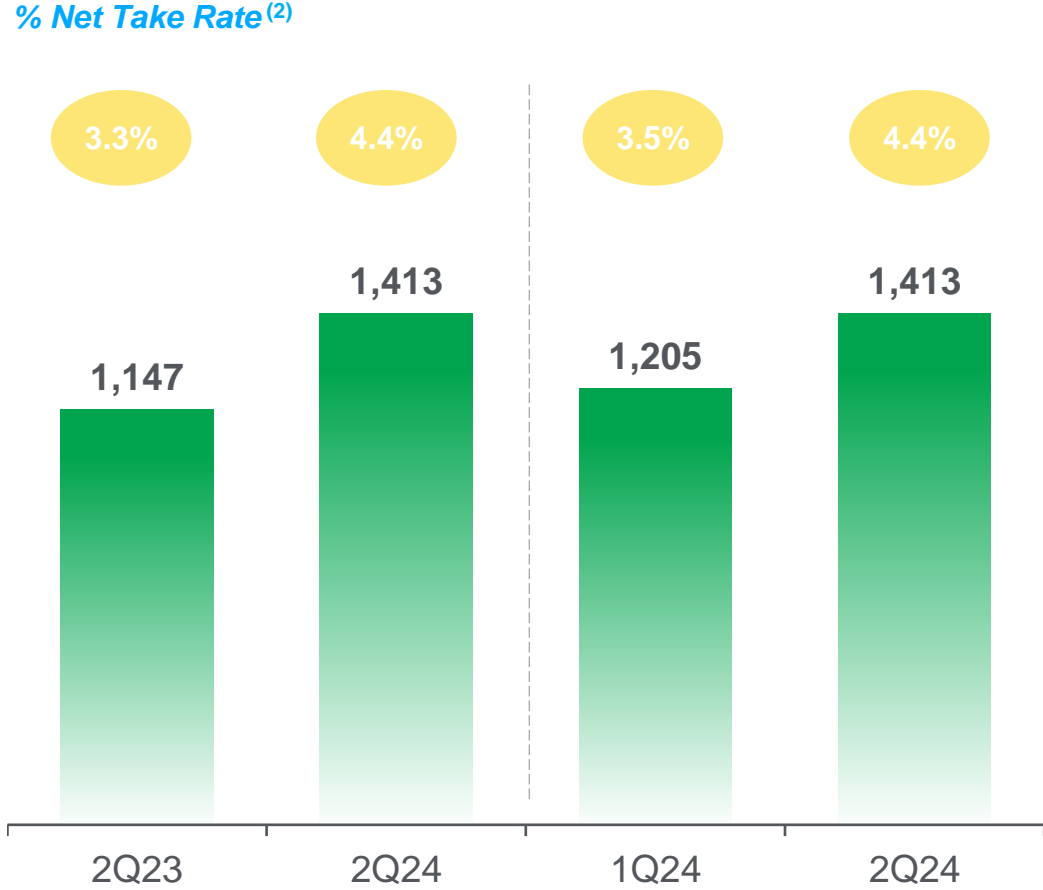
Notes: (1) Refers to the total principal amount of loans facilitated and originated during the given period, including loan volume facilitated through Intelligence Credit Engine ("ICE") and other technology solutions. (2) Refers to the total amount of principal outstanding for loans facilitated and originated 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)

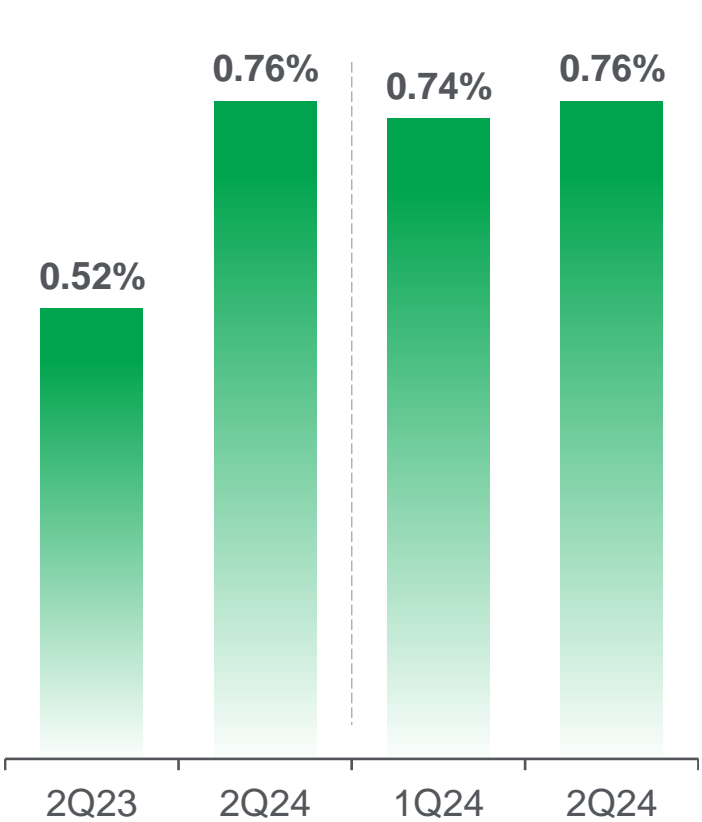


Notes: (1) Excluding share-based compensation expenses. (2) Net Take Rate refers to (i) the Non-GAAP net income, divided by (ii) the average outstanding loan balance of the beginning and the end of the quarter excluding other technology solutions.

Operating Expenses

Facilitation, Origination and Servicing Expense

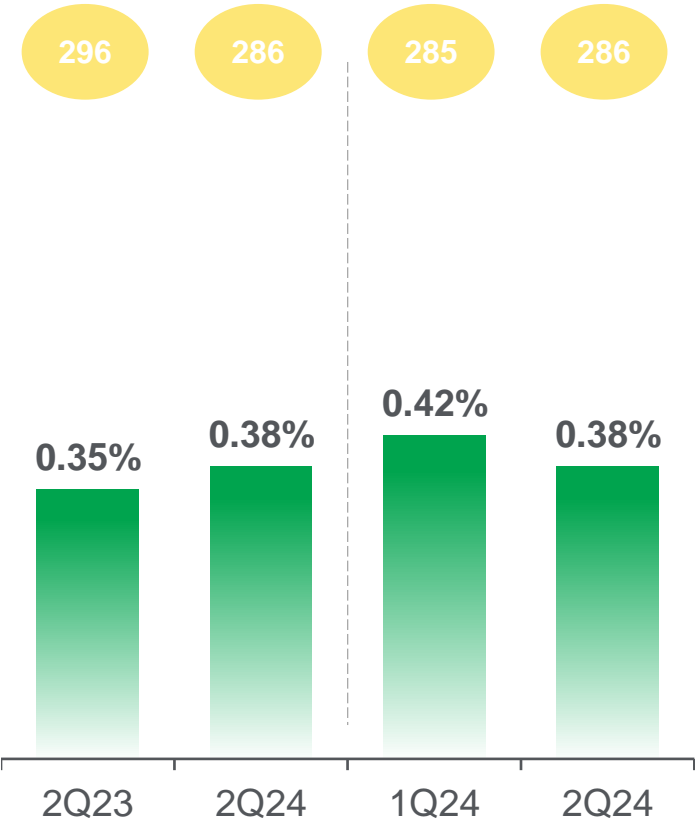
(% of Loan Facilitation Volume)



Sales and Marketing Expense

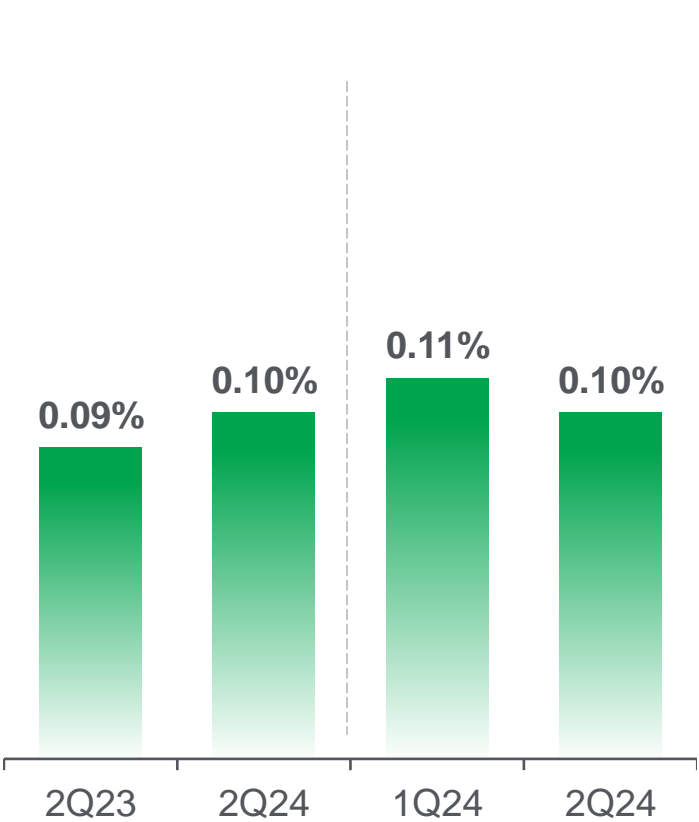
(% of Loan Facilitation Volume)

User Acquisition Costs(RMB)⁽¹⁾



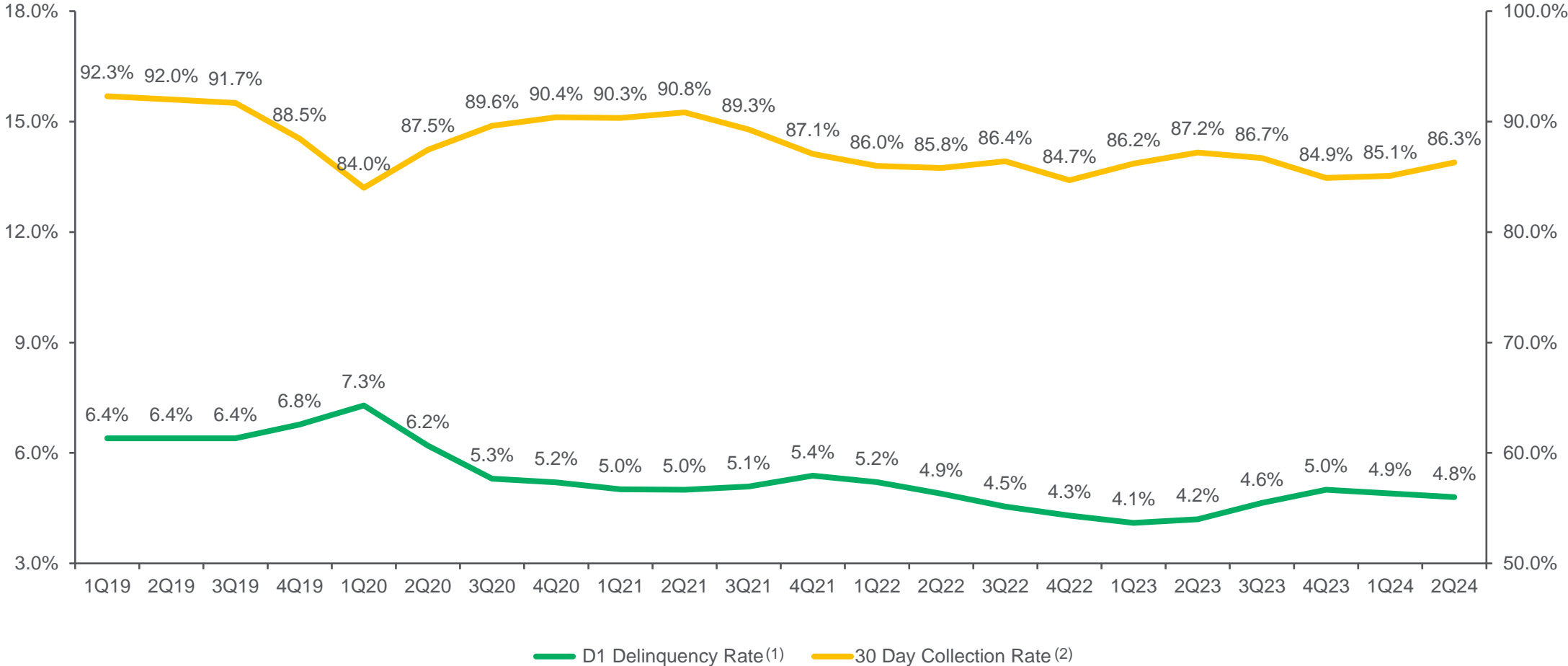
General and Administrative Expense

(% 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