



纳斯达克

股票代码: JFIN

JIAYIN TECHNOLOGY

Investor Presentation

November 2023

Disclaimer

This presentation has been prepared by Jiayin Group Inc. (the “Company”) solely for information purposes; it is not an offer to buy or sell or a solicitation of an offer to buy or sell any security or instrument, and has not been updated since it was originally presented.

By viewing or accessing the information contained in this presentation, you hereby acknowledge and agree that no representations, warranties or undertakings, express or implied, are made by the Company or any of its affiliates, advisers 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 affiliates, advisers 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.

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. 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.

This presentation contains “forward-looking” statements that are based on our management’s beliefs and assumptions and on information currently available to management. Forward-looking statements include all statements, other than statements of historical fact contained in this presentation, including but not limited to, information or predictions concerning our future financial performance, projected growth and other strategies, business plans and objectives, potential market and growth opportunities, competitive position, technological or market trends and industry environment. In some cases, you can identify forward-looking statements by words such as “may,” “will,” “would,” “should,” “could,” “expect,” “plan,” “anticipate,” “believe,” “contemplate,” “estimate,” “predict,” “project,” “intend,” “potential,” “continue,” “ongoing” or the negative of these terms or other words or other similar terms or expressions. We caution you that the foregoing may not include all of the forward-looking statements made in this presentation. You should not rely on forward-looking statements as predictions of future events.

Forward-looking statements are based on information available at the time those statements are made or management’s good faith beliefs and assumptions as of that time with respect to future events, and are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in, or suggested by, the forward-looking statements. Potential risks and uncertainties include, but are not limited to, those relating to the Company’s ability to retain existing investors and borrowers and attract new investors and borrowers in an effective and cost-efficient way, the Company’s ability to increase the investment volume and loan origination of loans volume facilitated through its marketplace, effectiveness of the Company’s credit assessment model and risk management system, PRC laws and regulations relating to the online individual finance industry in China, general economic conditions in China, and the Company’s ability to meet the standards necessary to maintain listing of its ADSs on the Nasdaq Stock Market or other stock exchange, including its ability to cure any non-compliance with the continued listing criteria of the Nasdaq Stock Market, as well as risks, uncertainties and other factors described in “Risk Factors” and elsewhere in our most recent annual report on Form 20-F filed with the Securities and Exchange Commission (the “SEC”), which is available on the SEC’s website at www.sec.gov. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. Additional information will be available in other future reports that will be filed with the SEC from time to time, which could cause actual results to vary from expectations. Except as required by law, Jiayin Group Inc. does not undertake any obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

This presentation contains statistical data, estimates and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This information involves many assumptions and limitations, and you are cautioned not to give undue weight to these estimates. We have not independently verified the accuracy or completeness of the data contained in these industry publications and other publicly available information. Accordingly, we make no representations as to the accuracy or completeness of that data nor do we undertake to update such data after the date of this presentation.

JIAYIN TECHNOLOGY

is a platform committed to facilitating effective, transparent, secure, and fast connections between underserved individual borrowers and financial institution funding partners.

Mission

To Realize Dreams by Creating Value through Technology and Passion

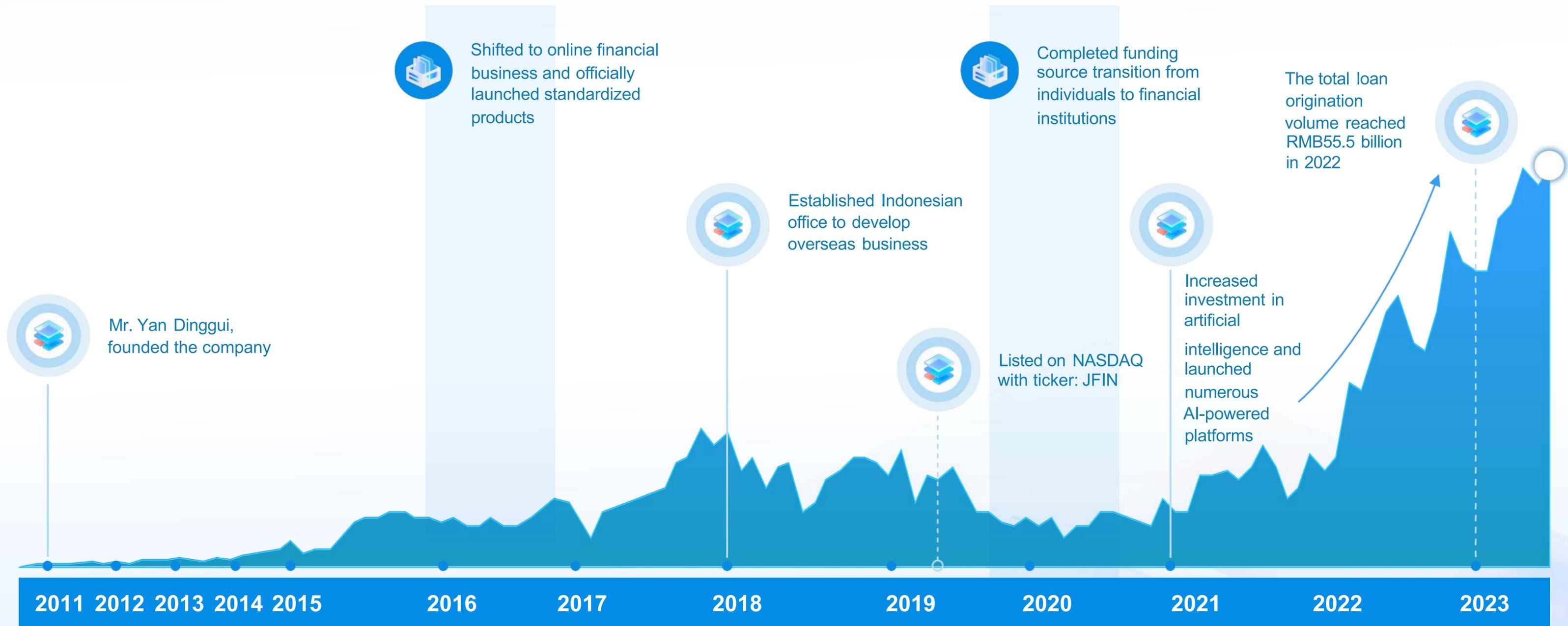
Vision

To empower borrowers and financial institutions by creating opportunities with cutting-edge technology, passion, and innovation

History of self-disruption and technological advancement for sustainable business growth

85 Billion RMB

Announced guidance on full-year loan origination volume: RMB85 billion



■ Represents the loan origination volume facilitated in Mainland China during the period presented

Challenges faced by borrowers and financial institutions



Borrowers

Seeking access to credit

- Underserved by traditional financial institutions
- Immediate need to bridge cash flow gap
- Prefer online solutions that prioritizes speed, convenience and privacy



Financial Institutions

Seeking to diversify portfolio

- Limited reach across online channels and geographical regions
- Seeking trustworthy partners with expertise in technology, data, and security
- Competing against larger competitors with scale and efficiency advantages

Technology driven model enhances customer experience and efficiency at scale

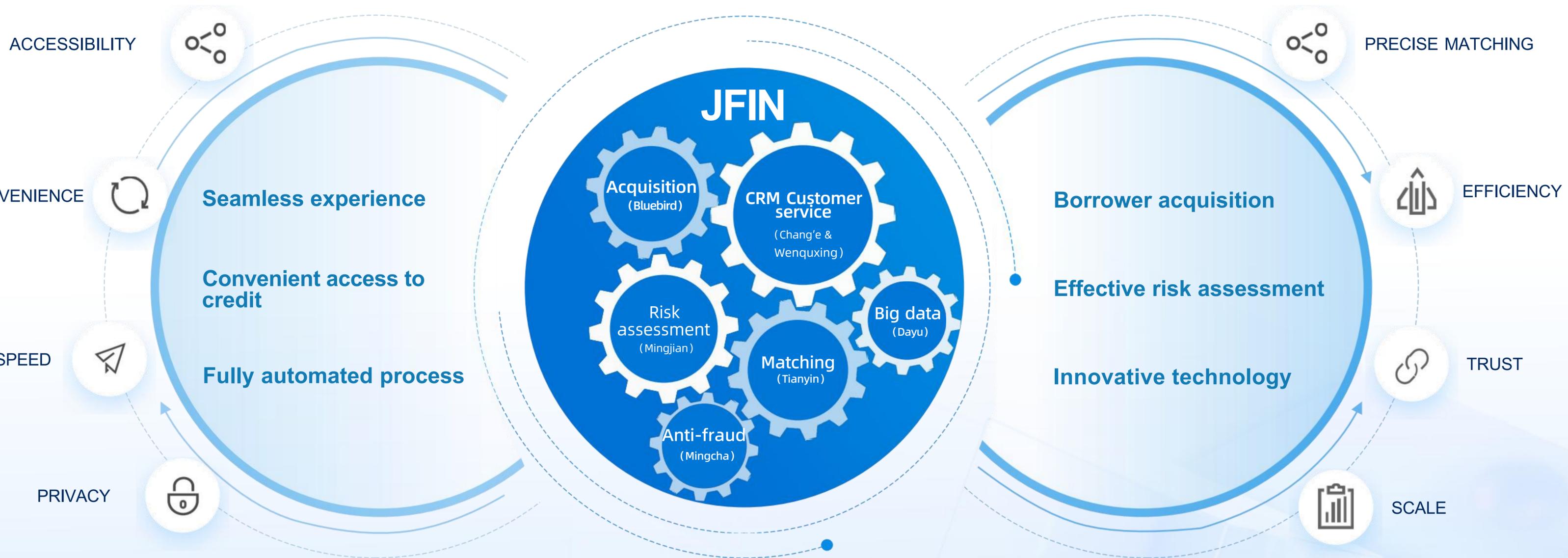
Borrowers

Individuals, SMEs



Financial Institutions

Banks, Microcredit Companies, Trusts, Consumer Finance Companies



Achievements as of 2023 Q3

2022 FULL YEAR

55.5 Billion ORIGINATION VOLUME (RMB)
+ 153.4% YOY

3.27 Billion NET REVENUE (RMB)
+ 83.7% YOY

1.18 Billion NET INCOME (RMB)
+ 152.3% YOY

2023 Q3

24.2 Billion ORIGINATION VOLUME (RMB)
+ 62.4% YOY

1.47 Billion NET REVENUE (RMB)
+ 64.0% YOY

0.32 Billion NET INCOME (RMB)
+ 30.6% YOY

 **>14.0 Million**

Cumulative Borrowers
with 0.48M new borrowers in 2023Q3

 **73**

Cumulative Funding Partners
with another 76 in discussion

Visionary and committed management team



DINGGUI YAN

Founder, Director and Chief Executive Officer



CEIBS EMBA



YIFANG XU

Director and Chief Risk Officer



Northwestern University
Kellogg School of Management MBA



LIBIN WANG

Director and Vice President of Finance



Fudan University
Master's Degree in Accounting



CHUNLIN FAN

Chief Financial Officer



University of Michigan
Ross School of Business MBA



YI FENG

Chief Technology Officer



University of Pennsylvania
Master's Degree of Computer Science

使命

愿景

价值观

Service and Technology

用科技和热爱汇聚点滴价值，
给梦想可能。

立足科技创新，
赋能企业智慧运营，
打造令人安心的服务体验，
成为值得信赖的事业伙伴。

我们用客户的视角定义我们工作的价值。
通过简单高效和诚实守信的方式，做正确的事。

创造价值

我们相信成就彼此，追求共赢。
为客户创造价值，既是成就客户，
也是成就我们朝夕相处的同学。

成就伙伴

我们尊重个体的不同，相互倾听，
用开放的态度接纳不同的声音，
我们在一起，就能创造1+1>2的价值。

开放包容

我们始终积极的心态，拥抱变化，
在变化中学习，不断成长。

变中求进

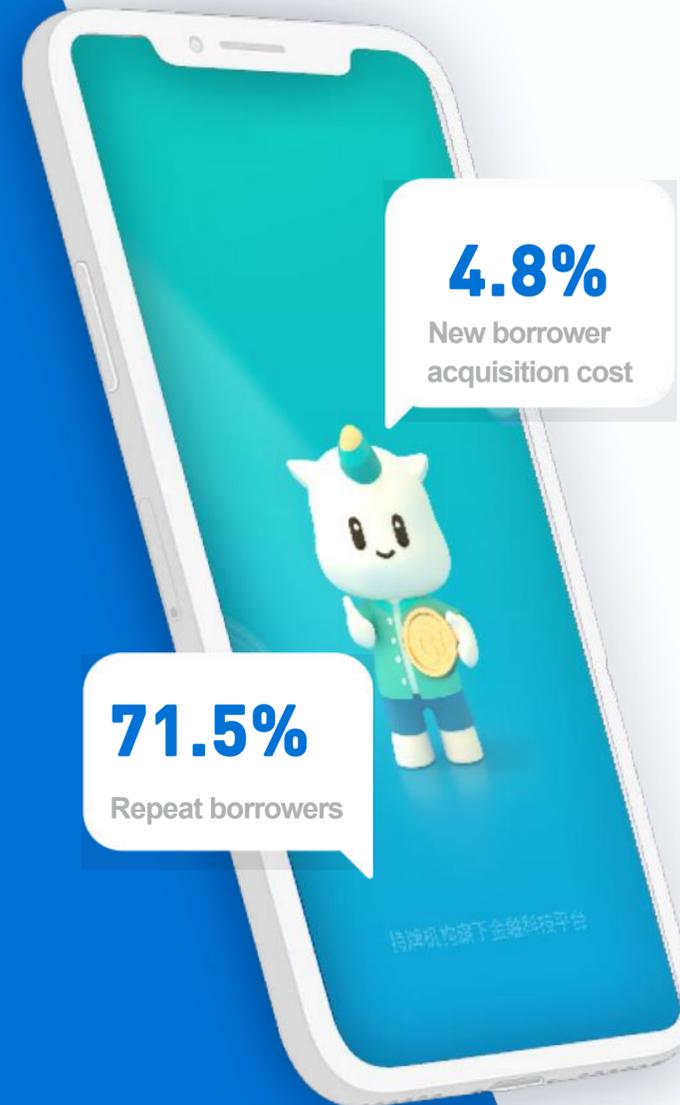
我们不设边界，敢作为，
面对挑战和困难时，有舍我其谁的担当

我就是嘉银

Diversified channels for borrower acquisition

Borrower Profile

-  Average amount per borrowing **RMB 10,972**
-  48% of borrowers between **age 20 to 35**
-  Average tenor close to **12 months**
-  **100%** AI automated approval and processing
-  Loan origination volume for Small Business Owners accounted for **17.3%**



Online Marketing Channels

Online Advertising



Application Stores



Consumption Marketplace



Empowering institutional funding partners with innovative technology



Borrower Acquisition

Help institution funding partners grow borrower base through targeted marketing strategies supported by advanced analytics



Risk Assessment

Deliver reliable initial credit assessment for institutional funding partners with our sophisticated AI risk model, trained with proprietary data



Digital Advantage

Provide sustainable and scalable growth for institutional funding partners in a cost-effective manner



Technology Empowerment

Innovative technology and data solutions to serve the needs of institutional funding partners

Tian Yin

Asset Management Platform

Ming Jian

AI Risk Control System

Xing Kong

Knowledge Graph Platform

Ming Cha

Anti-fraud System

Er Lang Shen

Unified Warning Platform



Compliance Operation

Innovative technology and data solutions ensuring compliance through maintaining constant dialogue with regulators and reinforcing internal controls and processes serve the needs of institutional funding partners

Institutional funding partners



Banks



Trusts

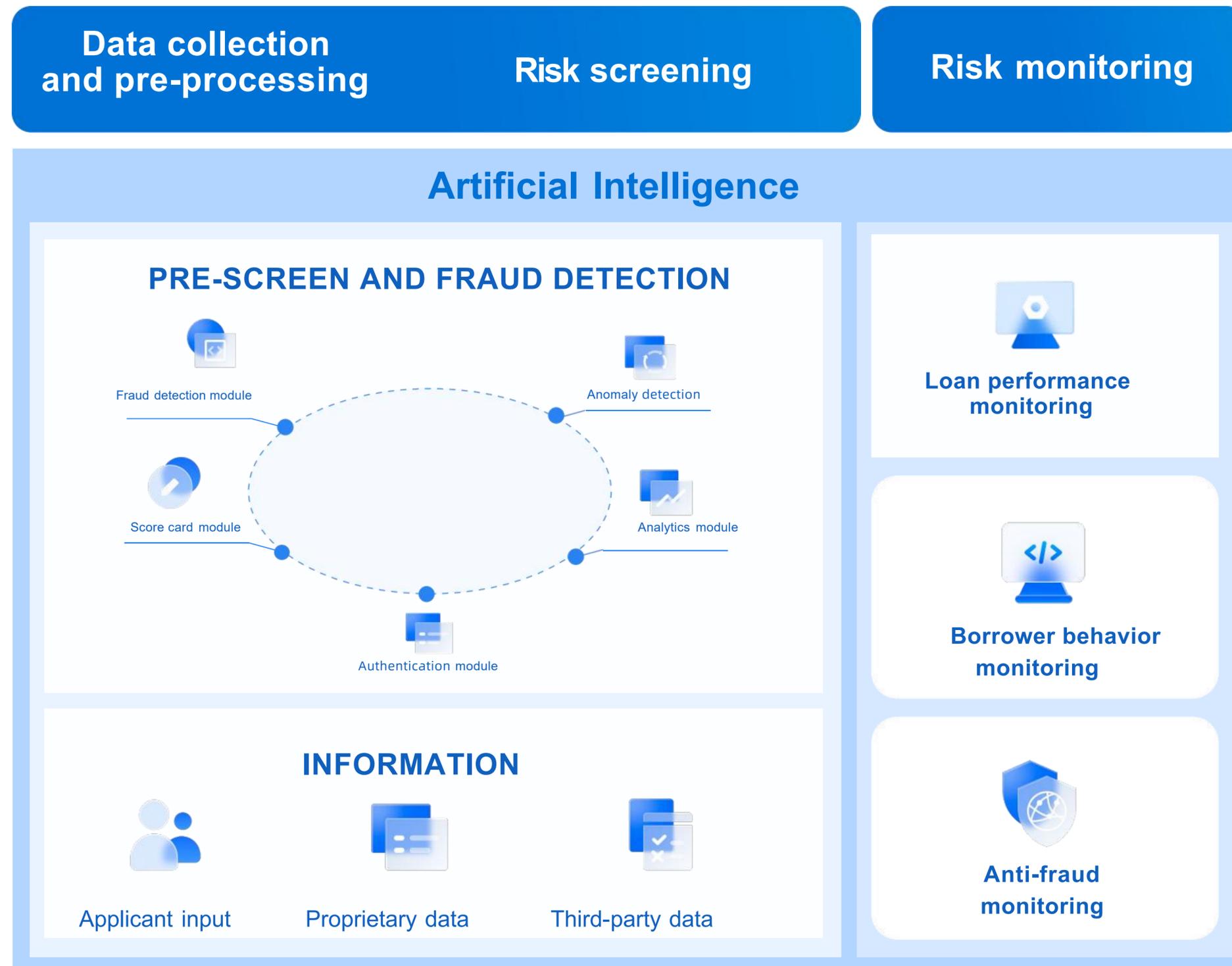


Microcredit Companies



Consumer Finance Companies

Proprietary risk management system through entire life cycle



Proprietary credit assessment model

- Advanced big data analysis and sophisticated learning model
- We independently developed the knowledge graph database known as Xingkong in FY2021, enhancing the anti-fraud module
- We launched Anti-fraud System MingCha in FY2022, improving the efficiency of processing and operating

External cooperation enabling technology empowerment

- We proactively respond to policies, collaborating with credit reporting institutions Baihang and Pudao to promote the policy of disconnected direct connection and data security
- We assisted our institutional partners by enhancing their risk management models while empowering the loan facilitation process

Sophisticated AI-powered tools underpin platform performance



Enhance
Risk management



Bolster
Core competitiveness



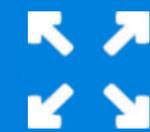
Optimize
Online marketing



Improve
Operation efficiency



Empower
Institutional partners



Expand
Business scale

使命

愿景

价值观

Operational and Financial Data

用科技和热爱汇聚点滴价值，
给梦想可能。

立足科技创新，
赋能企业智慧运营，
打造令人安心的服务体验，
成为值得信赖的事业伙伴。

创造价值

我们用客户的视角定义我们工作的价值。
通过简单高效和诚实守信的方式，做正确的事。

成就伙伴

我们相信成就彼此，追求共赢。
为客户创造价值，既是成就客户，
也是成就我们朝夕相处的同学。

开放包容

我们尊重个体的不同，相互倾听，
用开放的态度接纳不同的声音，
我们在一起，就能创造1+1>2的价值。

变中求进

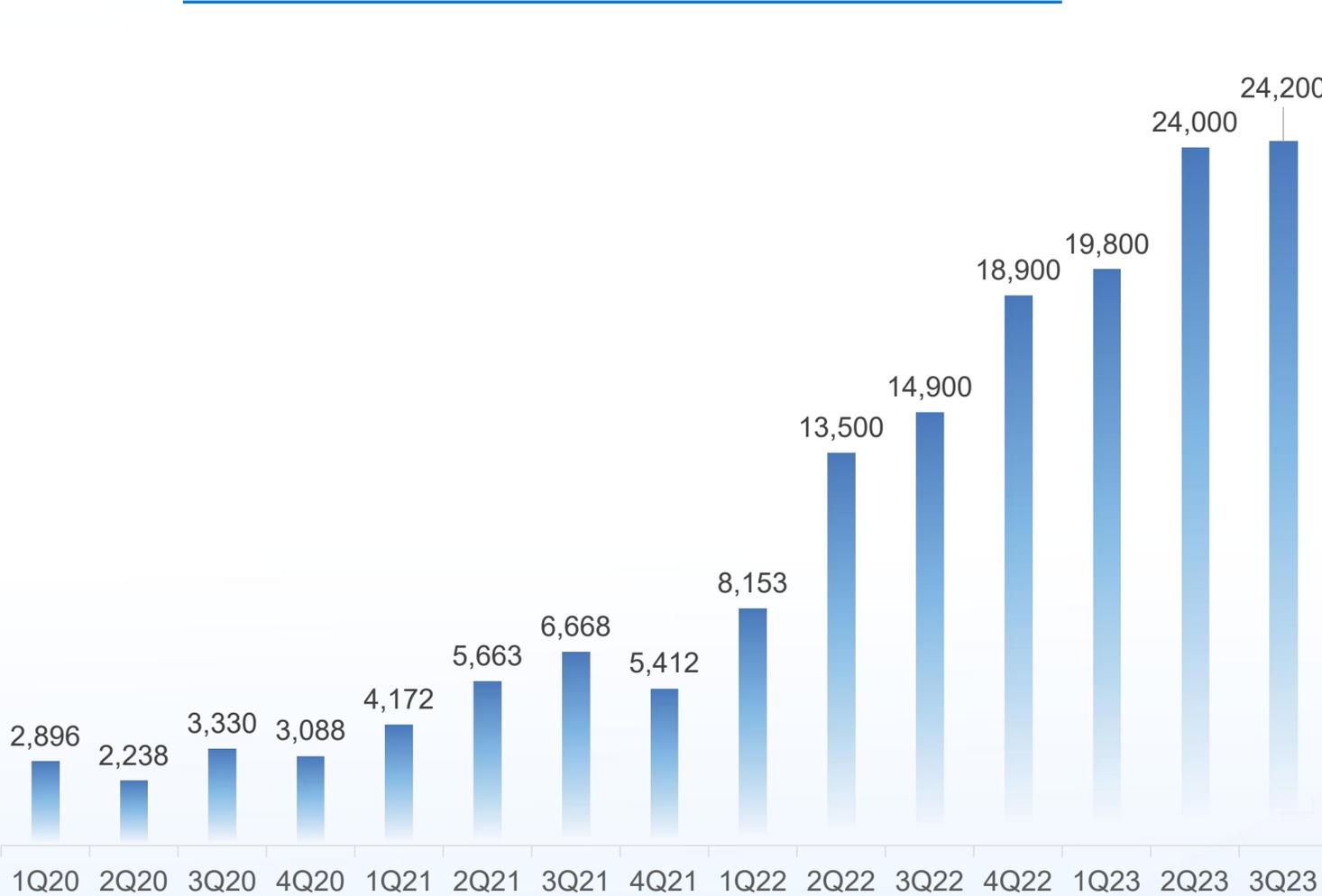
我们始终积极的心态，拥抱变化，
在变化中学习，不断成长。

我就是嘉银

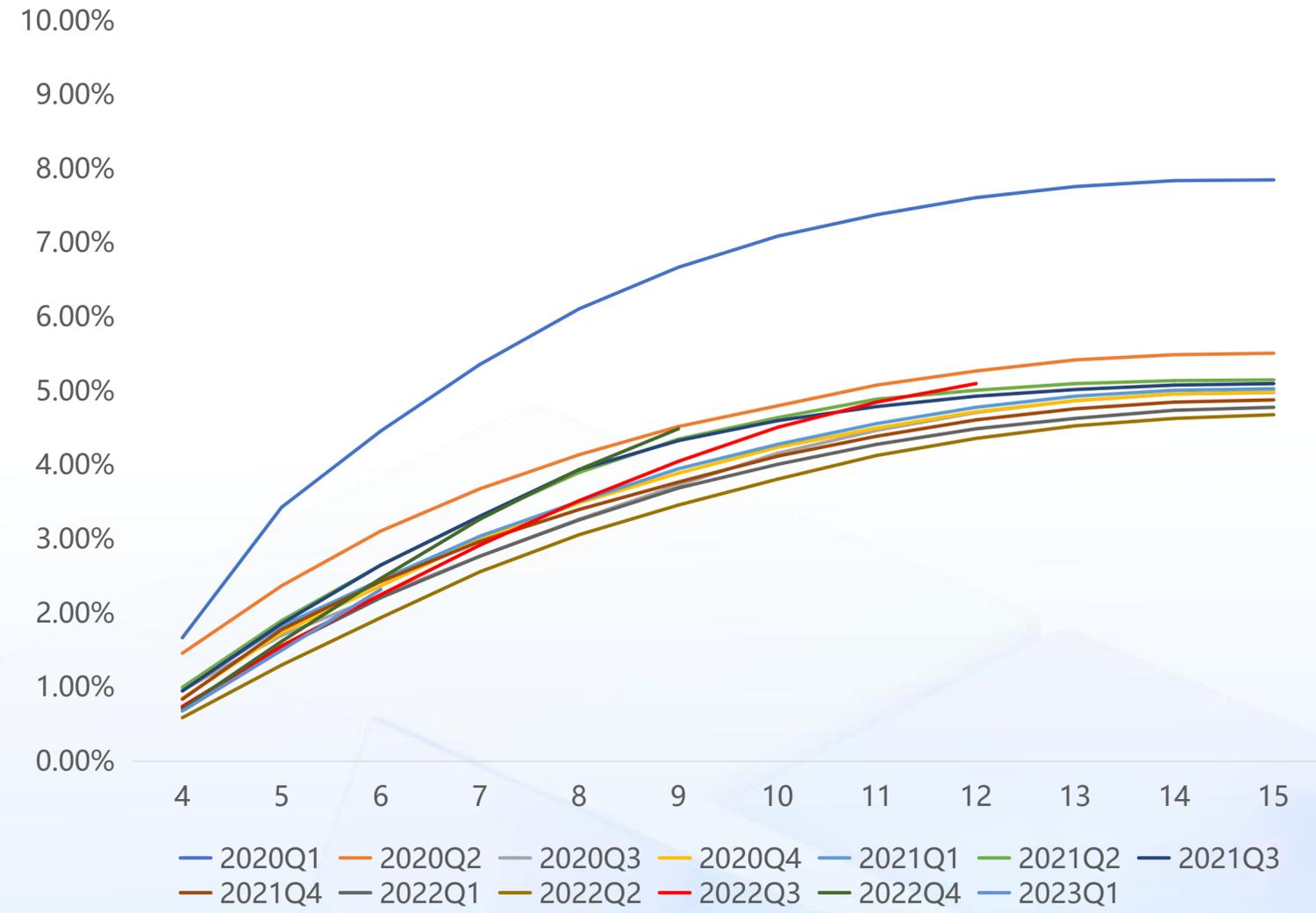
我们不设边界，敢作为，
面对挑战和困难时，有舍我其谁的担当

Steady improvement in credit performance supporting robust growth

Loan Origination Volume
(RMB in millions)

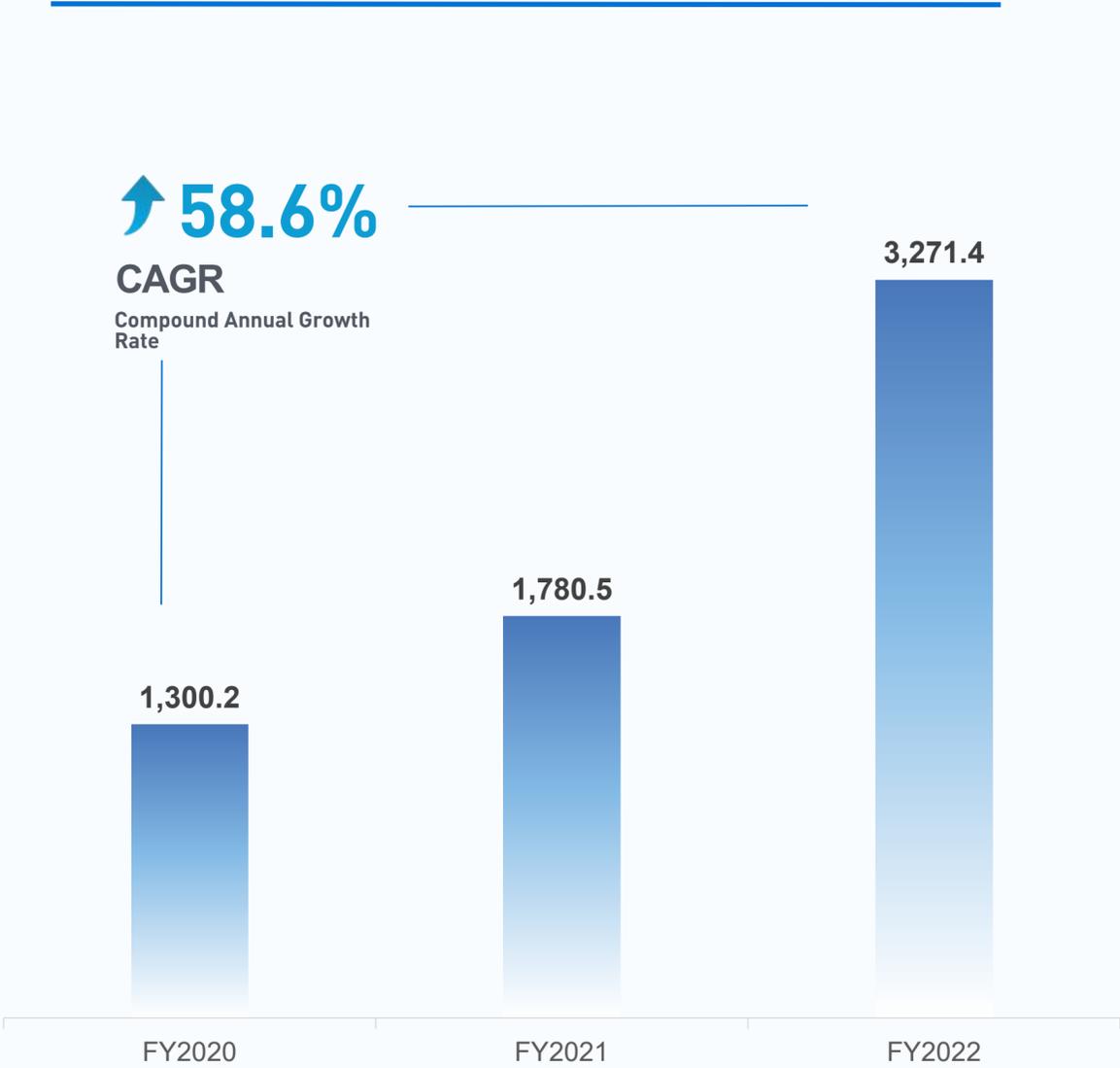


M3+ Delinquency Rate by Vintage

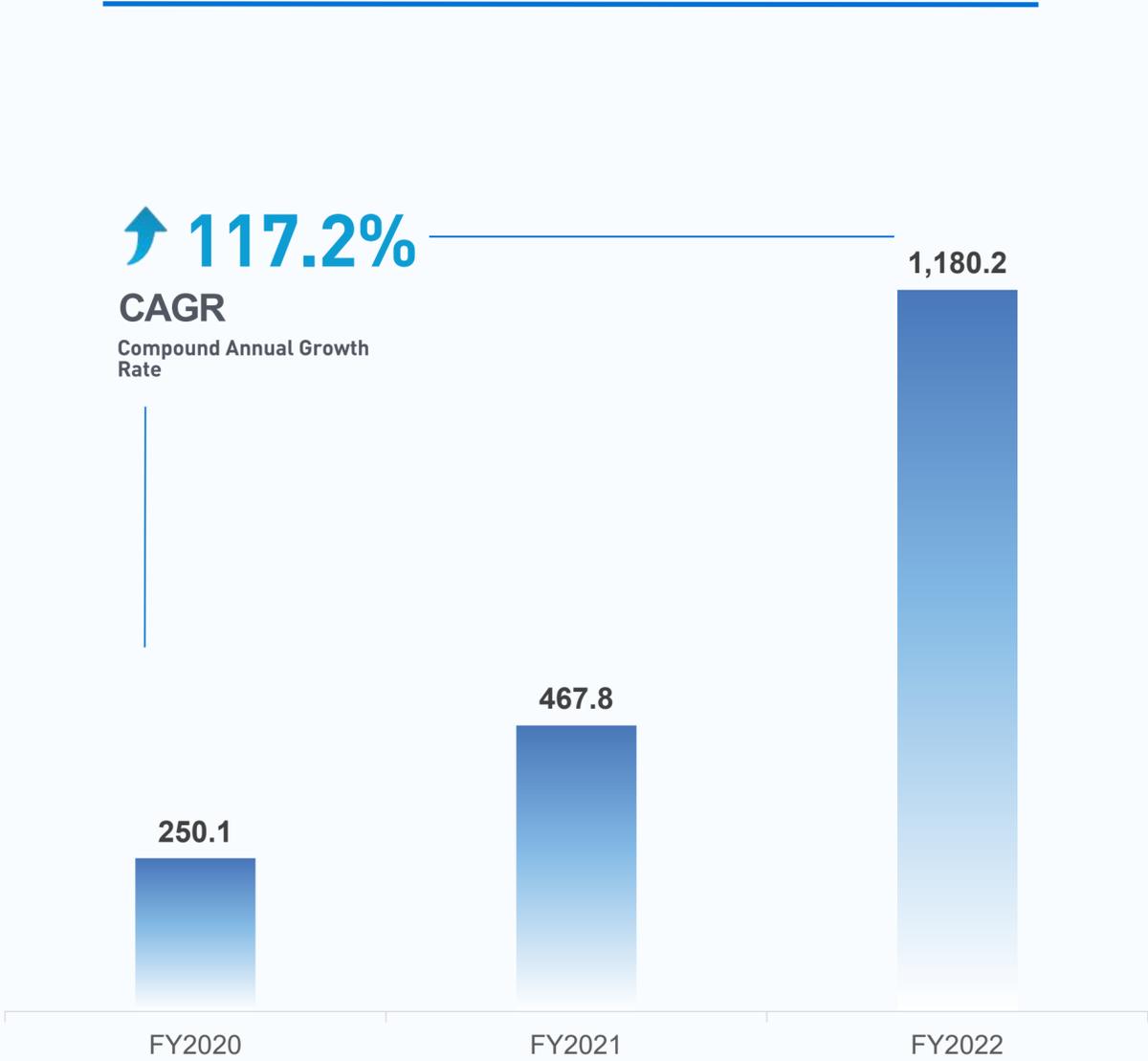


Quality growth and profitability

Net Revenue (RMB in millions)

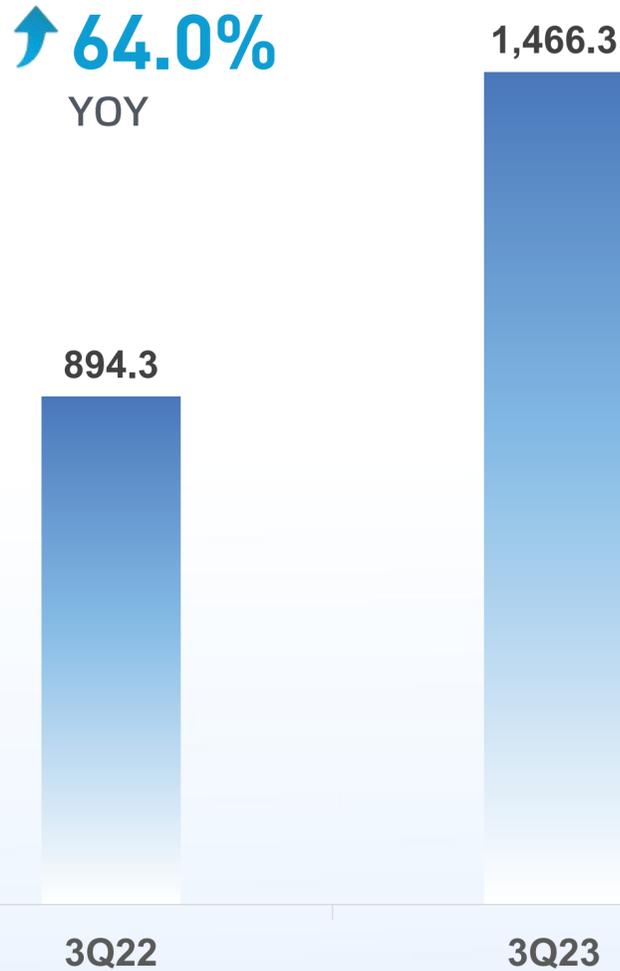


Net Income (RMB in millions)

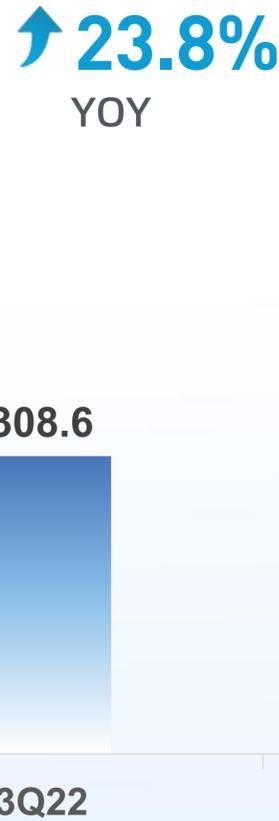


Quality growth and profitability (cont'd)

Net Revenue (RMB in millions)



Income from Operations (RMB in millions)



Net Income (RMB in millions)



Operating highlights of Q3 2023

Continuous Growth of loan Origination Volume



- Loan origination volume reached RMB24.2 billion, representing an increase of **62.4%YOY**

Strong Profitability



- Net revenue reached RMB1,466 million, representing an increase of **64.0%YOY**
- Net income reached RMB 324 million, representing an increase of **30.6%YOY**

Deepening Institutional Partnerships



- We have currently forged partnerships with **73** financial institutions, with another 76 in discussion
- New collaboration models have empowered **6** institutional partners

Stable Asset Quality



- The 61-90 days delinquency rate down to **0.52%** compared with 0.66% at the end of June 2023

Global Expansion



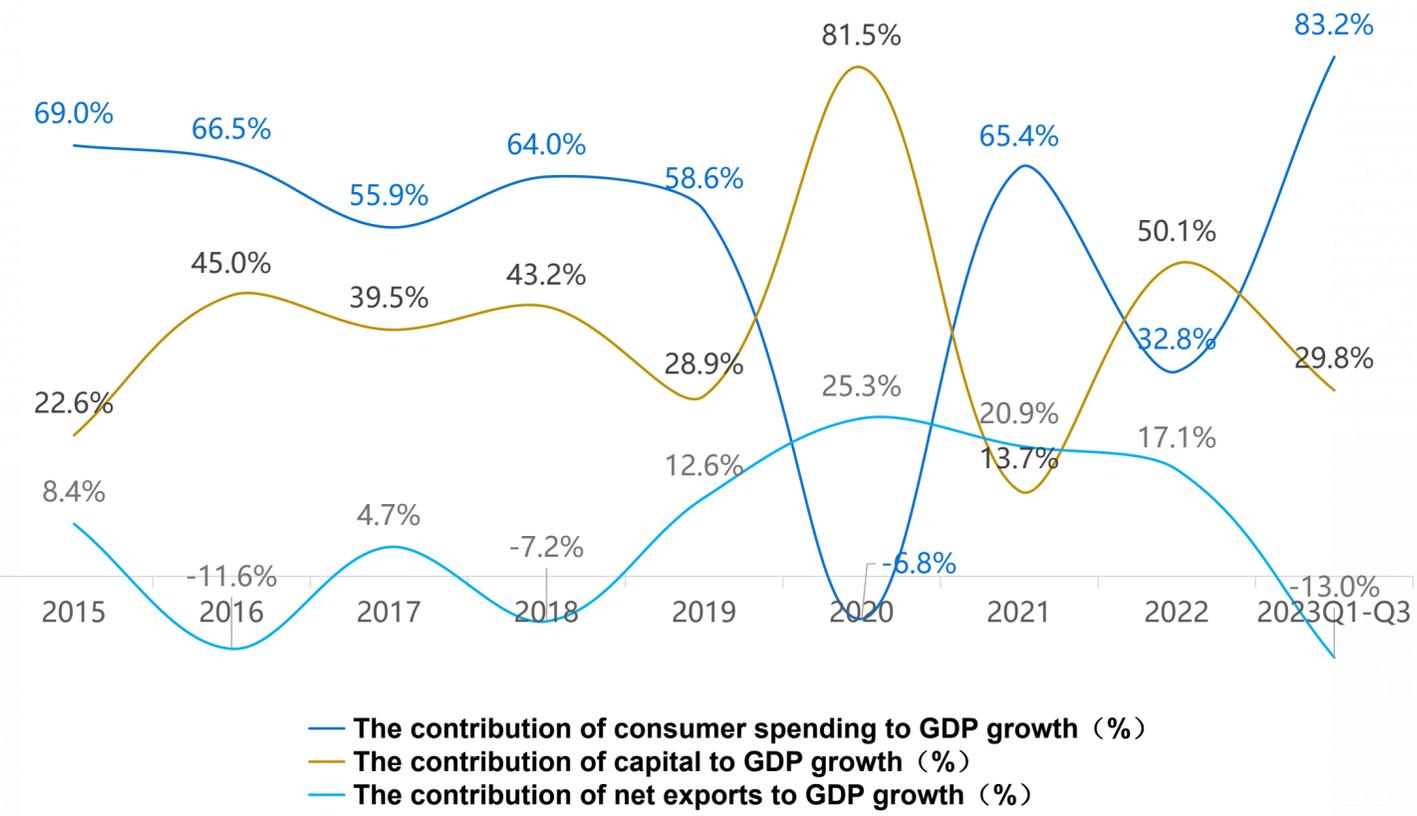
- We innovated the business model and achieved the loan facilitation business access for the first time in Indonesia
- Our Nigerian business has made significant progress in profitability with further improved risk indicators

Credit growth driven by consumption recovery



The contribution of consumer spending to GDP growth has recovered to the pre-epidemic level

The contribution of China's three major drivers to GDP growth from 2015 to the end of the third quarter of 2023



China's consumer credit balance in a narrow sense are forecast to grow at 13%



Reinforcing our strengths builds durable competitive advantage

Our accumulated strengths and core advantages

Capital-light model benefits from operating efficiency, scalability, and network effect

AI-enabled risk assessment model incorporates proprietary data and improves accuracy over time

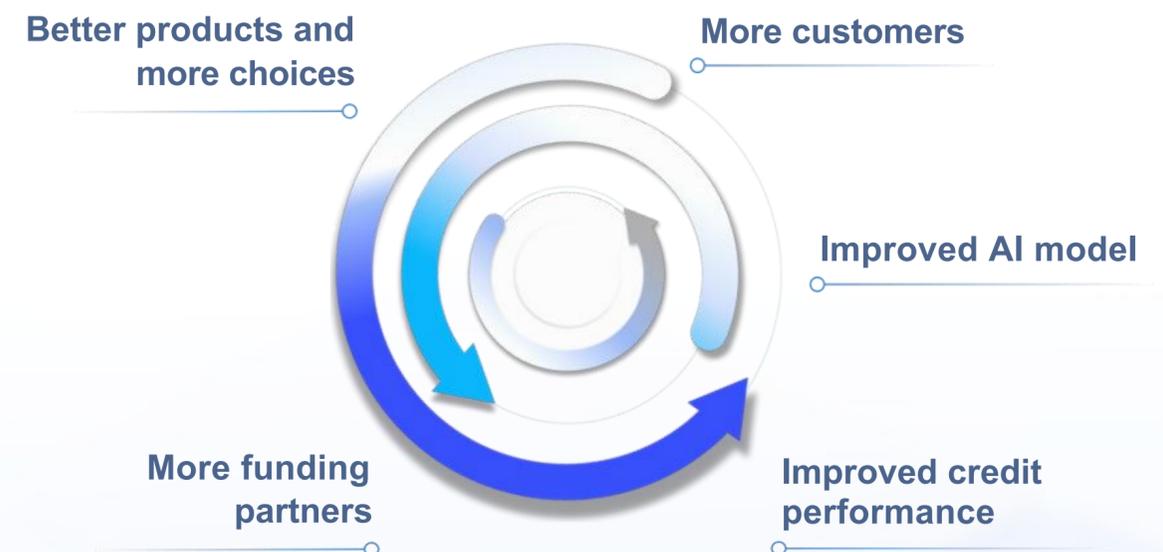
Strong borrower and channel relationships ensures engaged borrowers and precise targeting

Funding partners and network with deep cooperation and aligned objectives

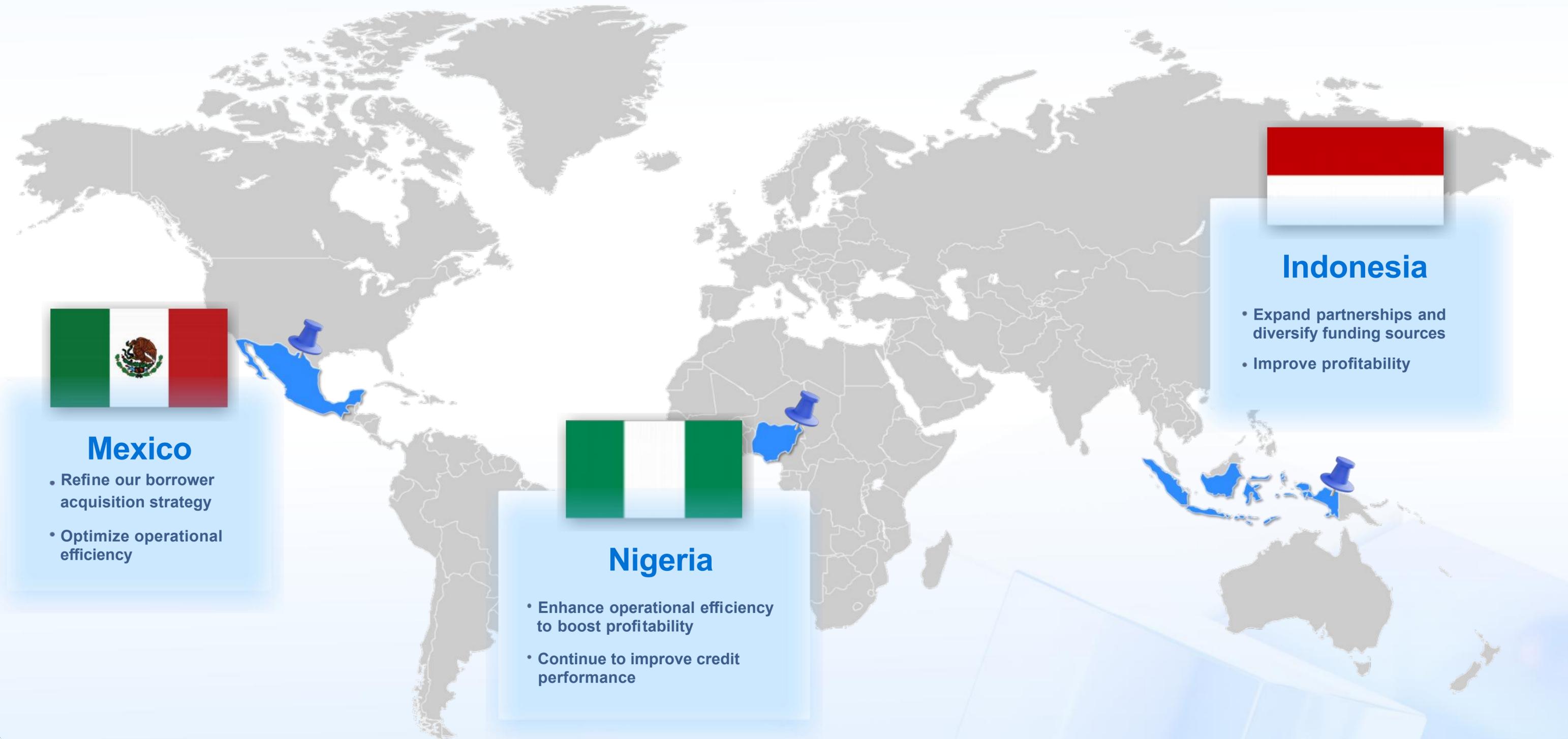
Committed management with years of domain expertise and industry insights

Drive growth and strengthen our core advantages to better serve our customers

Growth Flywheel



Expanding global presence through international market growth



Rewarding our shareholders with long-term value



Dividend Policy

From 2023, the Company may choose to declare and distribute cash dividend twice each fiscal year, at an aggregate amount of no less than **15%** of the net income after tax of the Company in the previous fiscal year.

On July 10, 2023, the company's board of directors approved a cash dividend of **US\$0.40** per American depositary share (ADS). The dividend was distributed in August, and the aggregate amount of cash distributed was approximately **US\$21.5 million**.

On November 22, 2023, the company's board of directors approved the payment of cash dividend of **US\$0.40** per American depositary share (ADS) for the second tranche of dividends in the fiscal year 2023.



Share Repurchase Plan

On June 7, 2023, the Board approved to extend the share repurchase plan with an aggregate value of US\$10 million.

As of September 30, 2023, the Company had repurchased approximately 1.8 million of its American depositary shares for approximately US\$5.5 million under this share repurchase plan.



Business Outlook

The Company expects its loan origination volume for the fourth quarter of 2023 to reach **RMB20 billion**. As such, the full year loan origination volume is expected to be more than **RMB85 billion**.

Commitment to social responsibility and all stakeholders



Empowering Technology to Drive Inclusive Financial Service



Care for Employees and Build a Warm Enterprise



Low-carbon Operations and Conduct Green Responsibility



Enthusiasm for the Public Welfare and Sowing the Seeds of Dreams





纳斯达克

股票代码: JFIN