



纳斯达克  
股票代码: JFIN

# JIAYIN FINTECH

Investor Presentation

August 2023



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# JIAYIN FINTECH

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

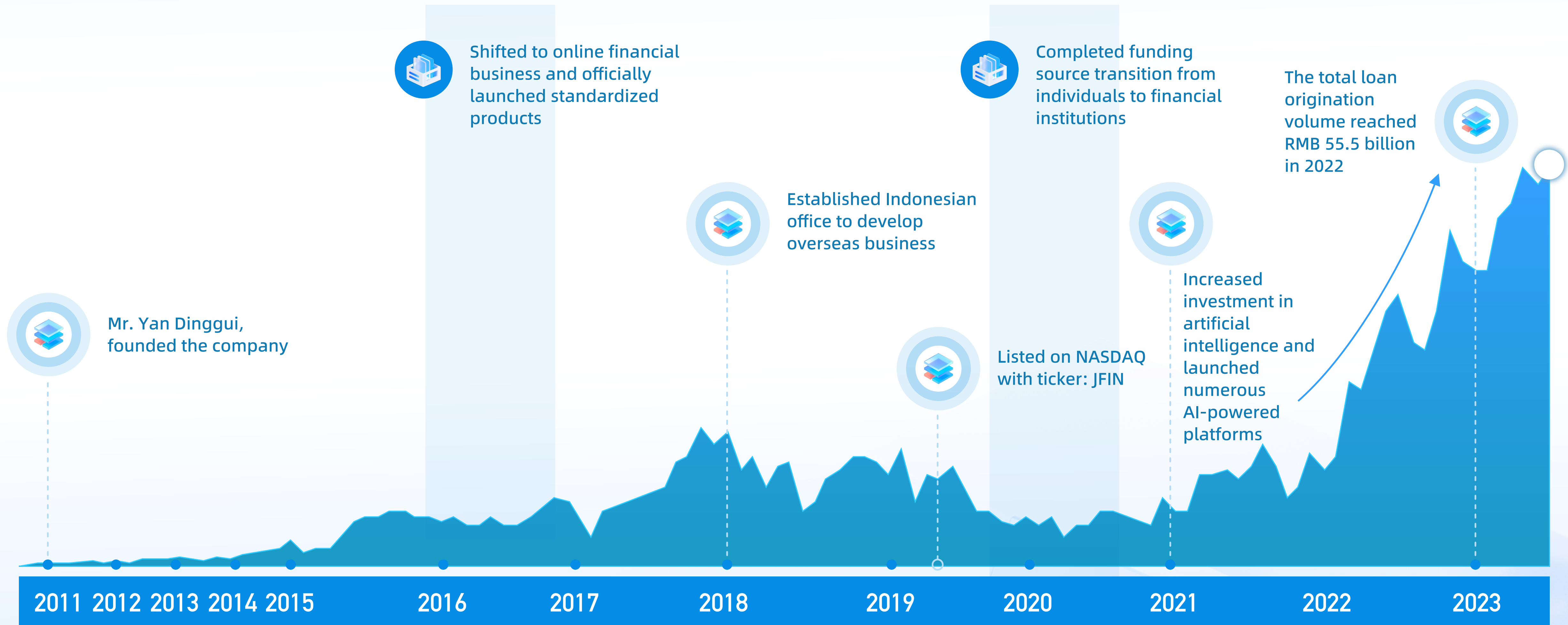
To empower borrowers and financial institutions by creating opportunities with cutting-edge technology, passion, and innovation



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

**85** Billion RMB

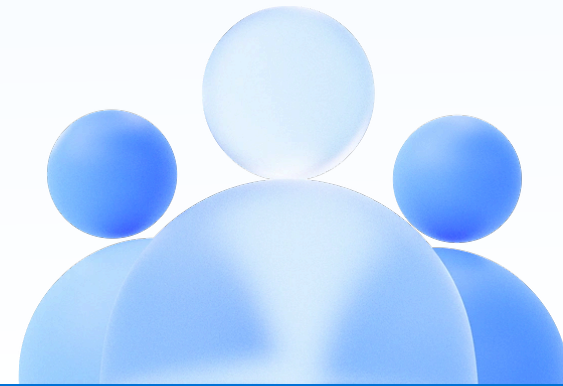
Announced guidance on full-year loan origination volume: RMB 85 billion



■ 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

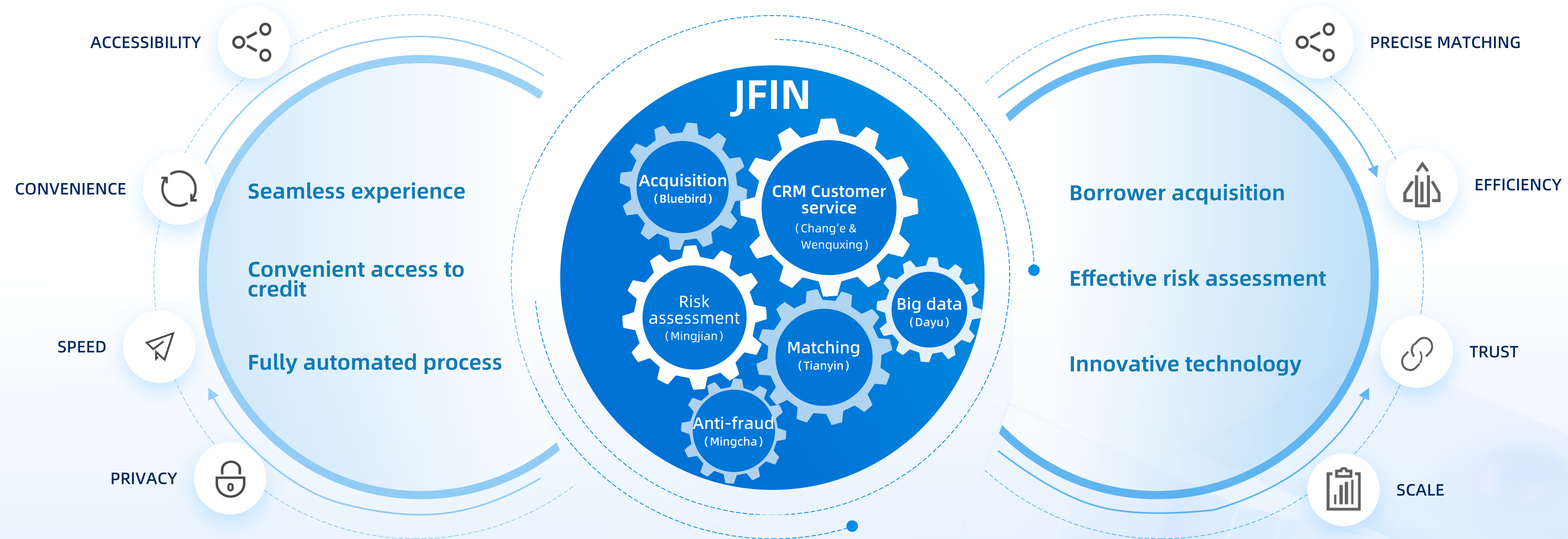
## Borrowers

Individuals, SMEs



## Financial Institutions

Banks, Microcredit Companies, Trusts, Consumer Finance Companies





# Achievements as of 2023 Q2

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 Q2

**24.0 Billion** ORIGINATION VOLUME (RMB)  
+ 77.8% YOY

**1.28 Billion** NET REVENUE (RMB)  
+ 57.4% YOY

**0.33 Billion** NET INCOME (RMB)  
+ 28.6% YOY

 **>13.6 Million**  
Cumulative Borrowers  
with 0.5M new borrowers in 2023 Q2

 **69**  
Cumulative Funding Partners  
with another 70 in discussion

AS OF JUN 30, 2023



# 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

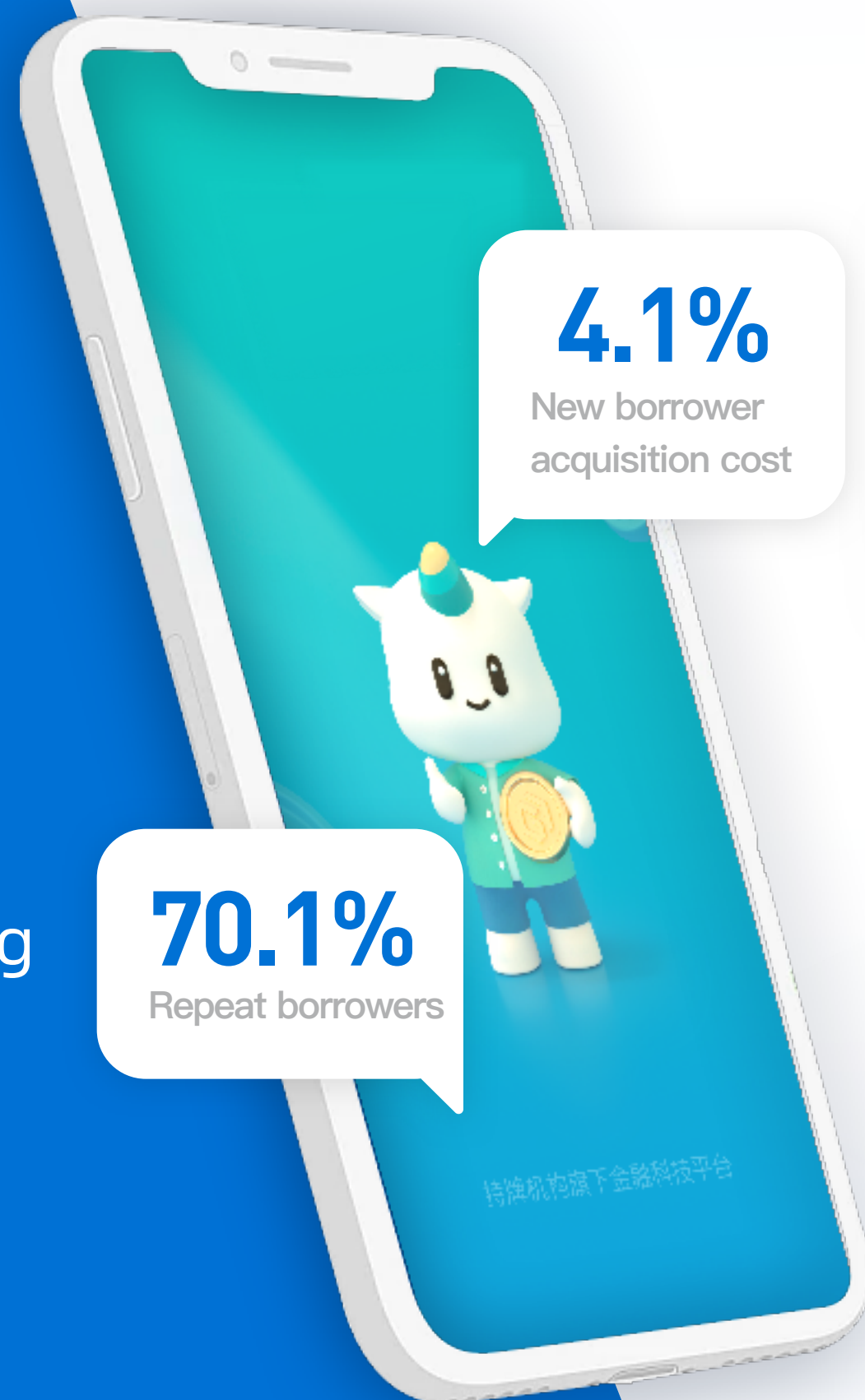
## 我就是嘉银



# Diversified channels for borrower acquisition

## Borrower Profile

-  Average amount per borrowing **RMB 10,368**
-  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 **15.7%**



## 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



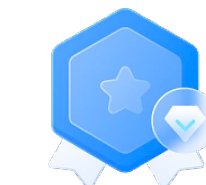
## Compliance Operation

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



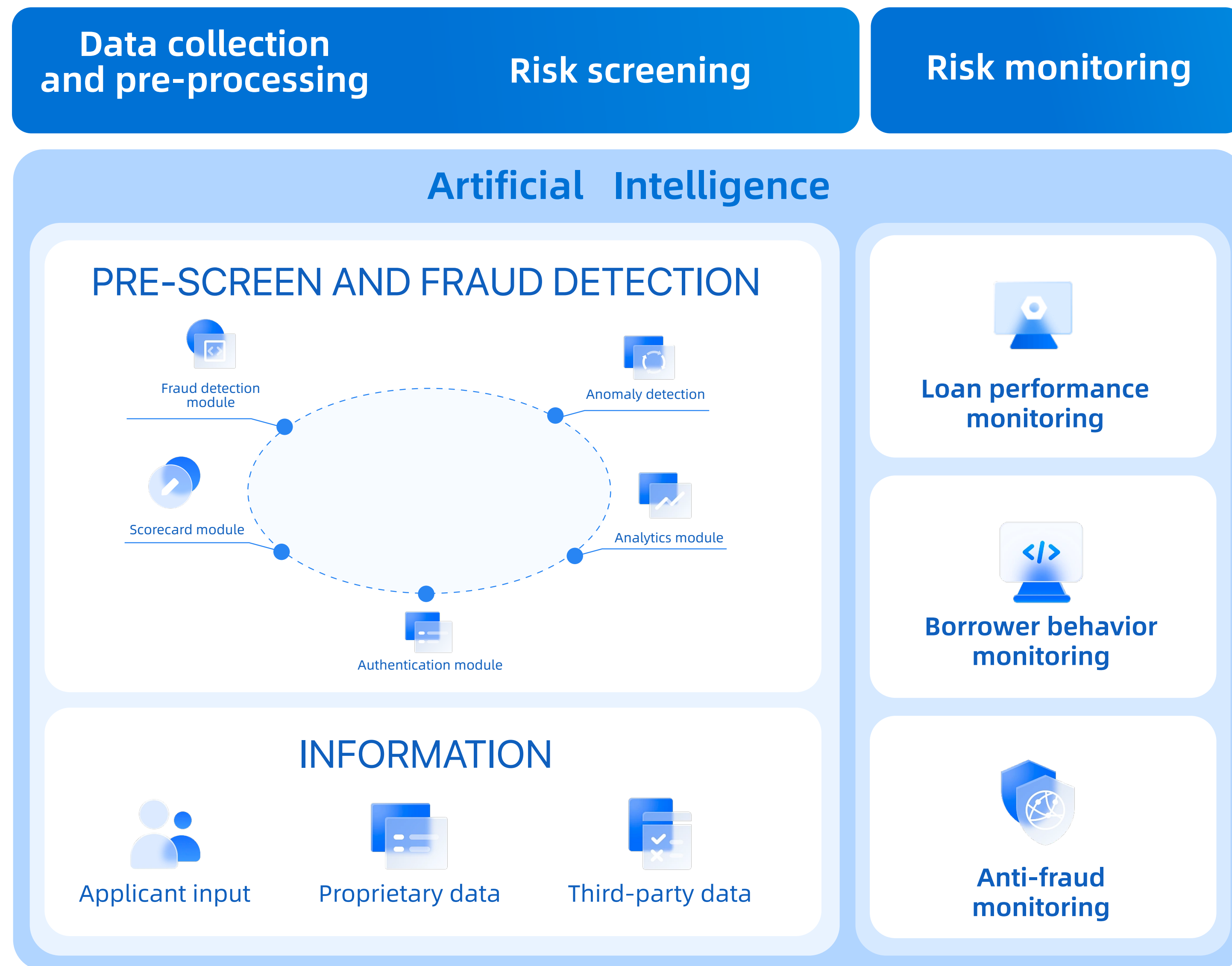
Microcredit Companies



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



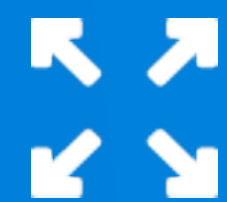
**Improve**

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，  
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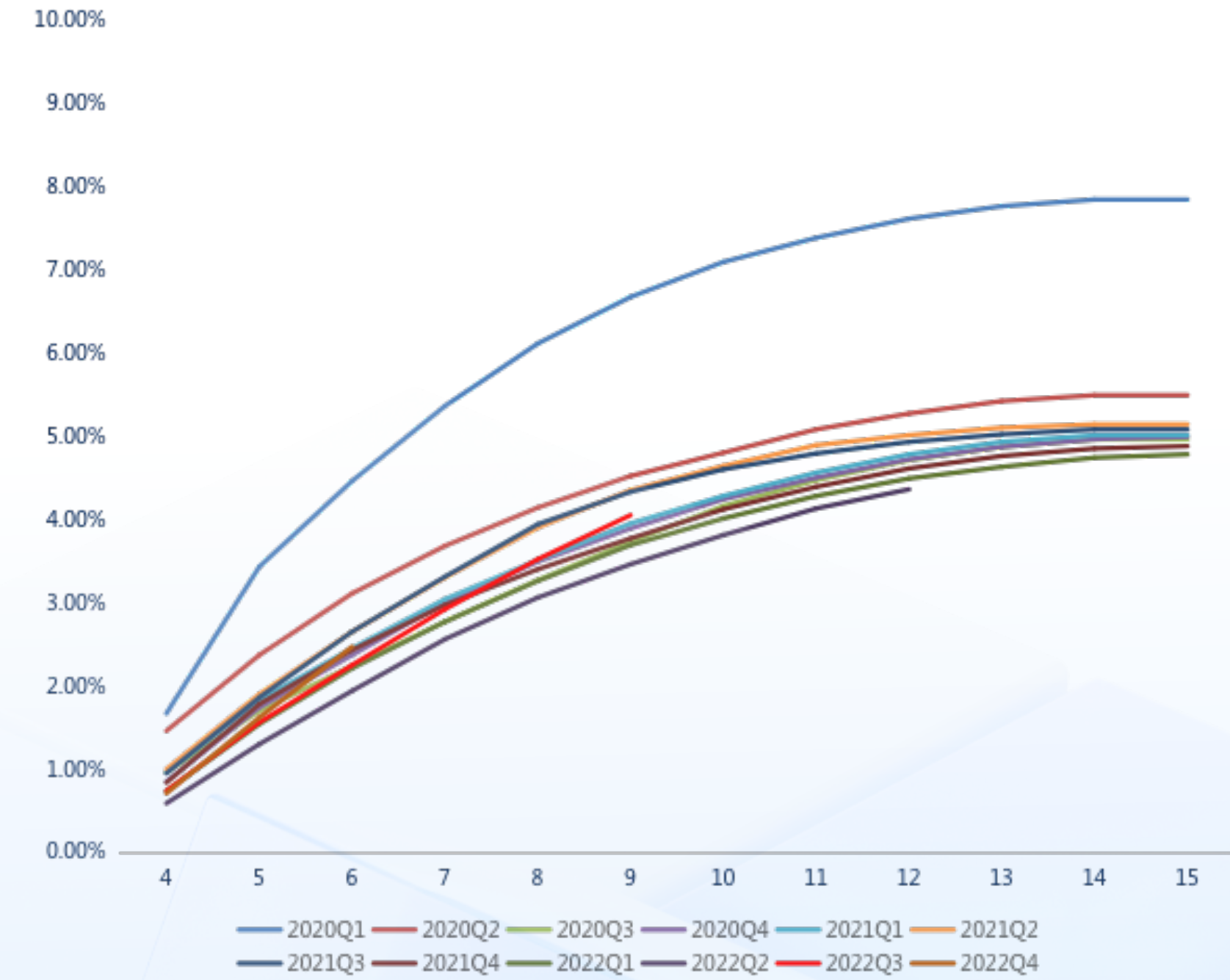


# Steady improvement in credit performance supporting robust growth

## Loan Origination Volume (RMB in millions)



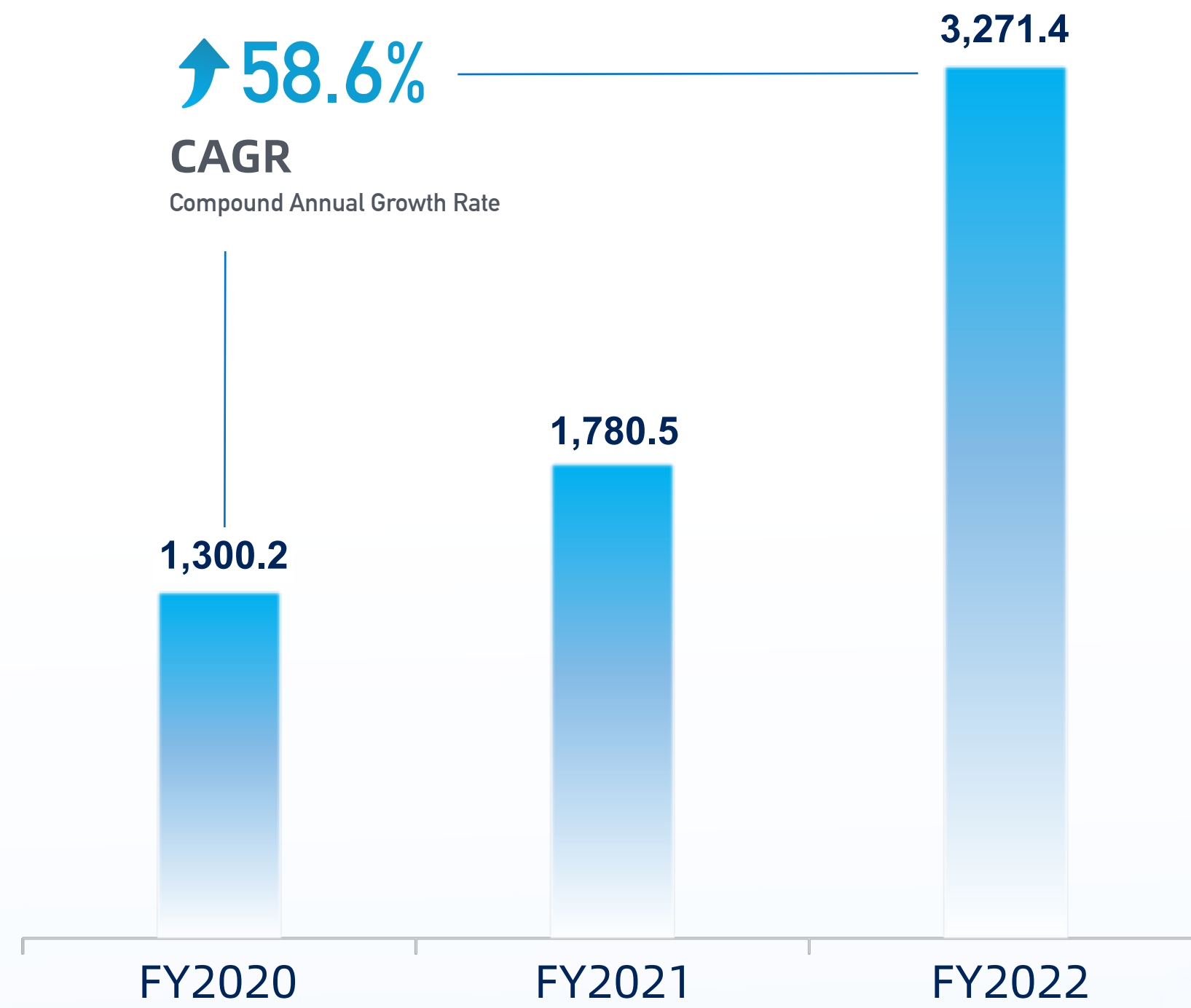
## M3+ Delinquency Rate by Vintage



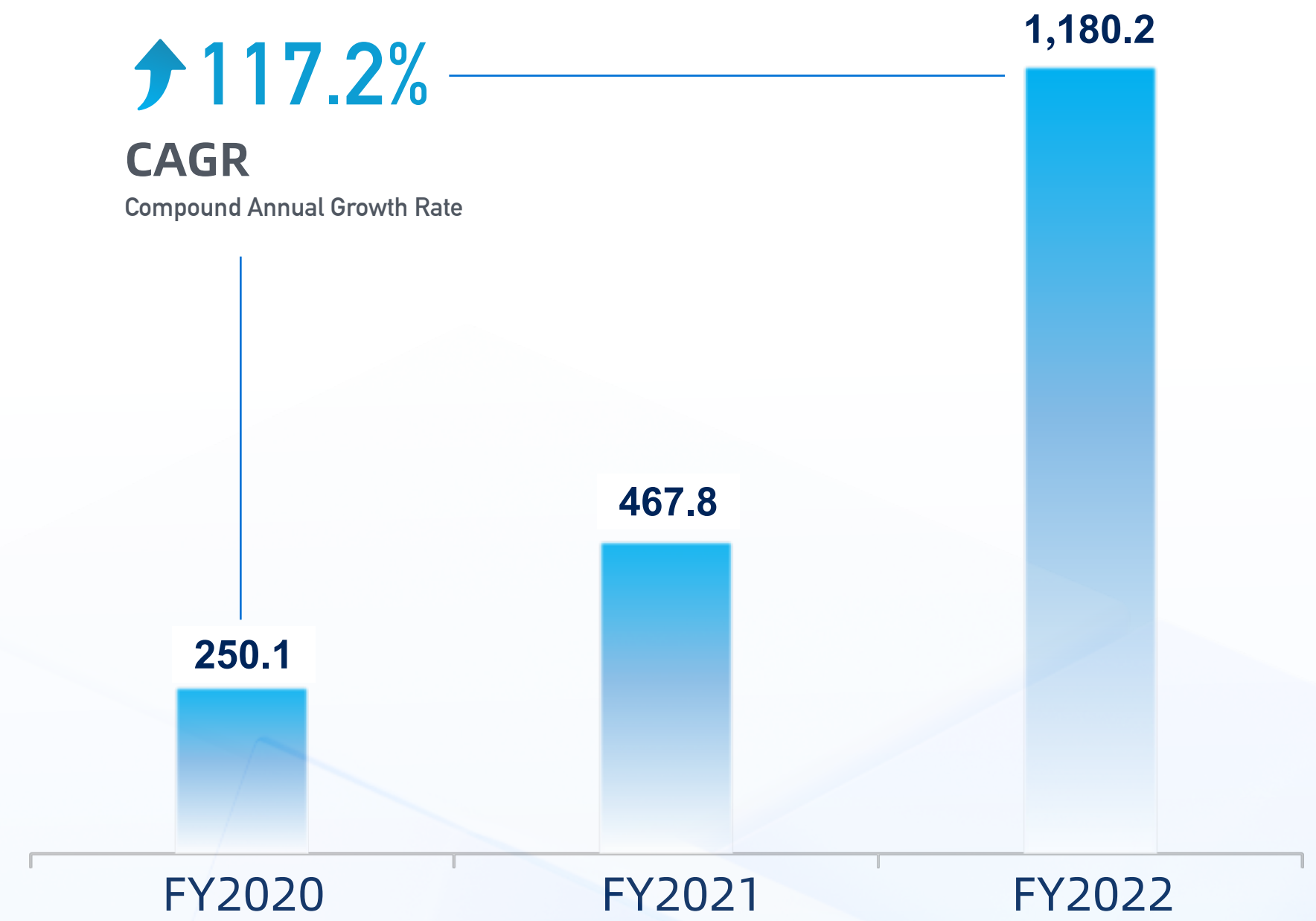


# Quality growth and profitability

Net Revenue  
(RMB in millions)



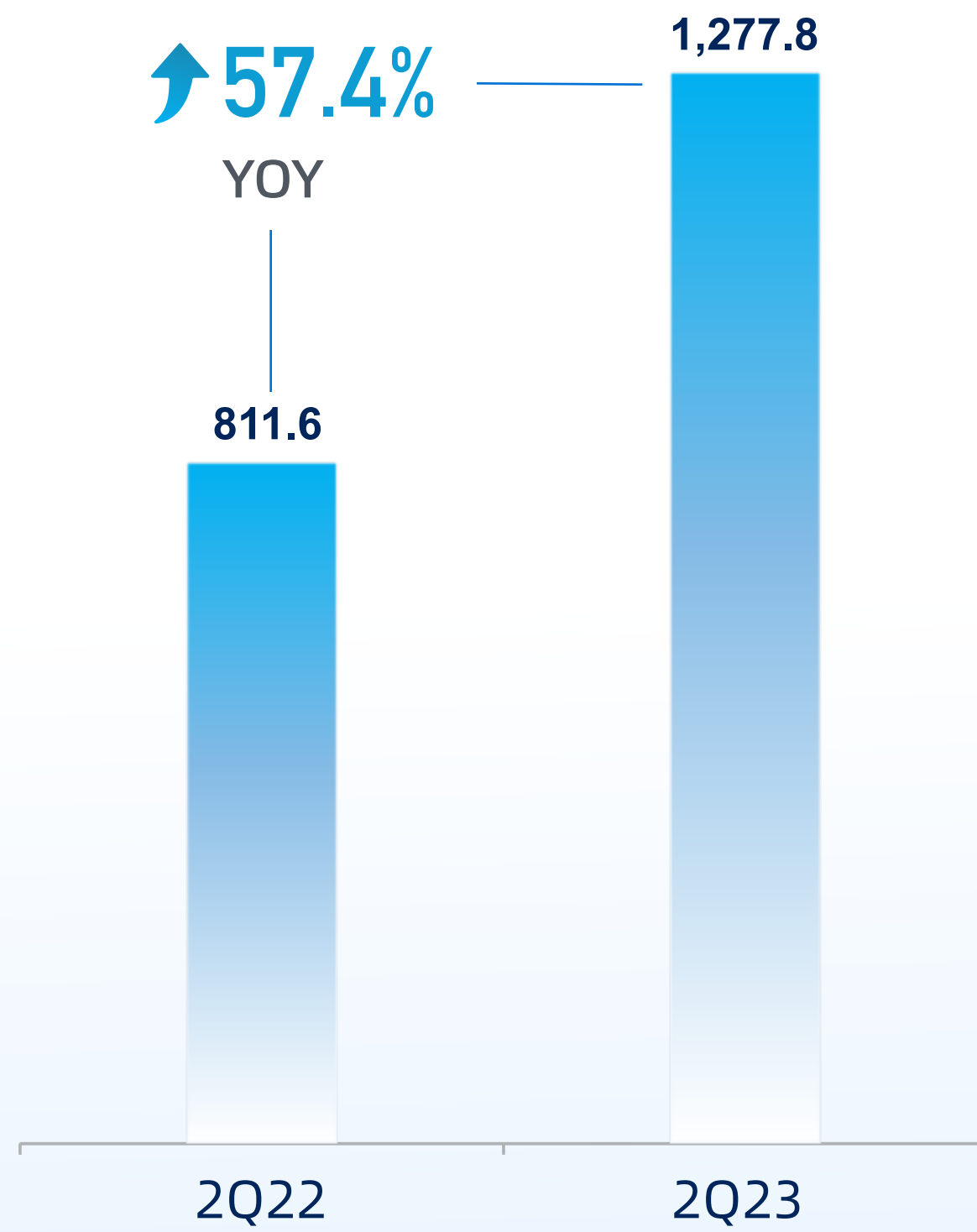
Net Income  
(RMB in millions)





# 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 Q2 2023

## Continuous Growth of loan Origination Volume



- Loan origination volume reached RMB 24 billion, representing an increase of **77.8% YOY**

## Strong Profitability



- Net revenue reached RMB1,278 million, representing an increase of **57.4% YOY**
- Net income reached RMB 326 million, representing an increase of **28.6% YOY**

## Deepening Institutional Partnerships



- We have currently forged partnerships with **69** financial institutions, with another 70 in discussion
- New collaboration models have empowered **6** institutional partners

## Stable Asset Quality



- The 61-90 days delinquency rate slightly up to **0.66%** compared with 0.63% at the end of March 2023

## Global Expansion



- We continued our former investments and forged partnerships with local financial institutions in Indonesia
- Our Nigerian operations has achieved a substantial scale with a consistent uptrend in profitability

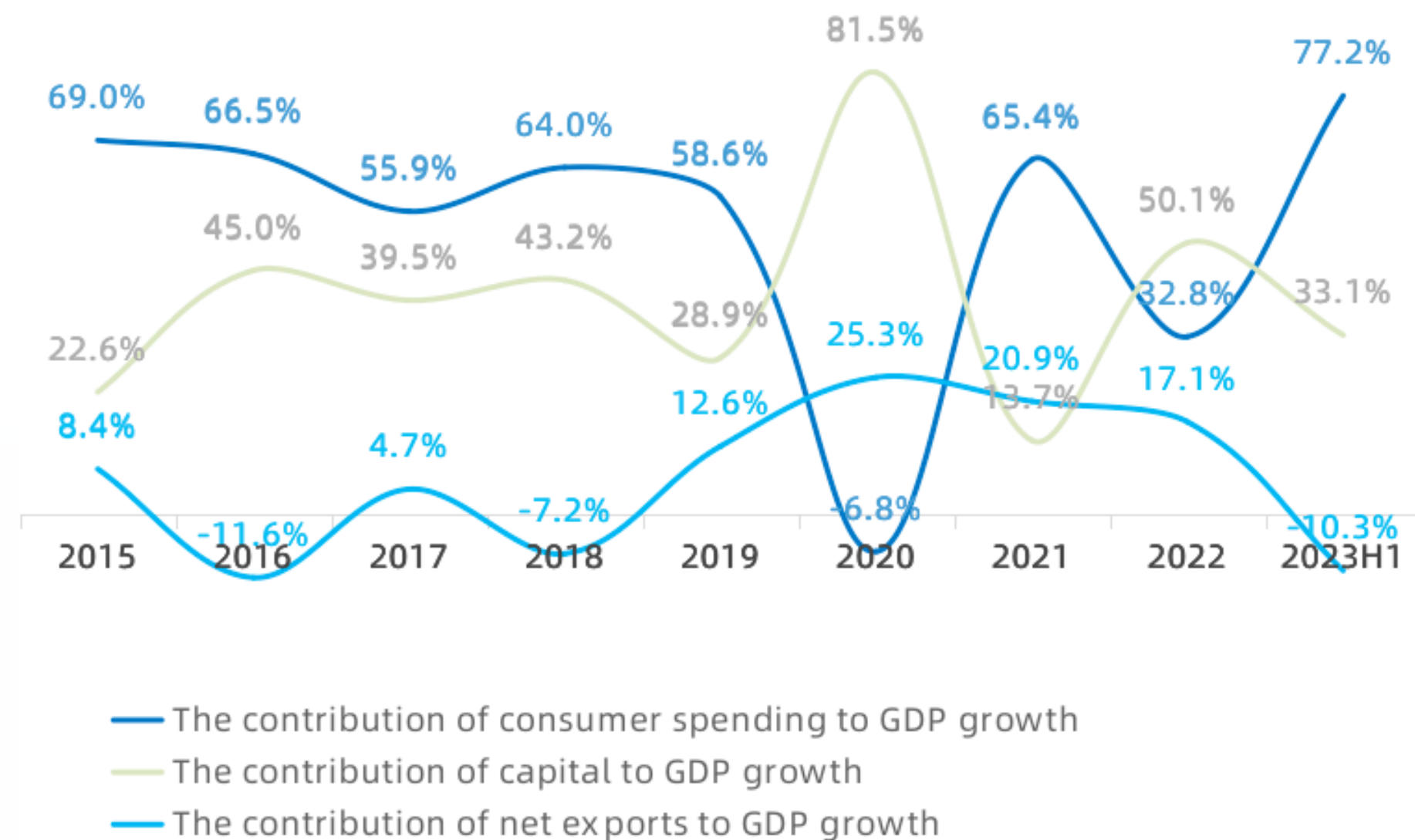


# Credit growth driven by consumption recovery

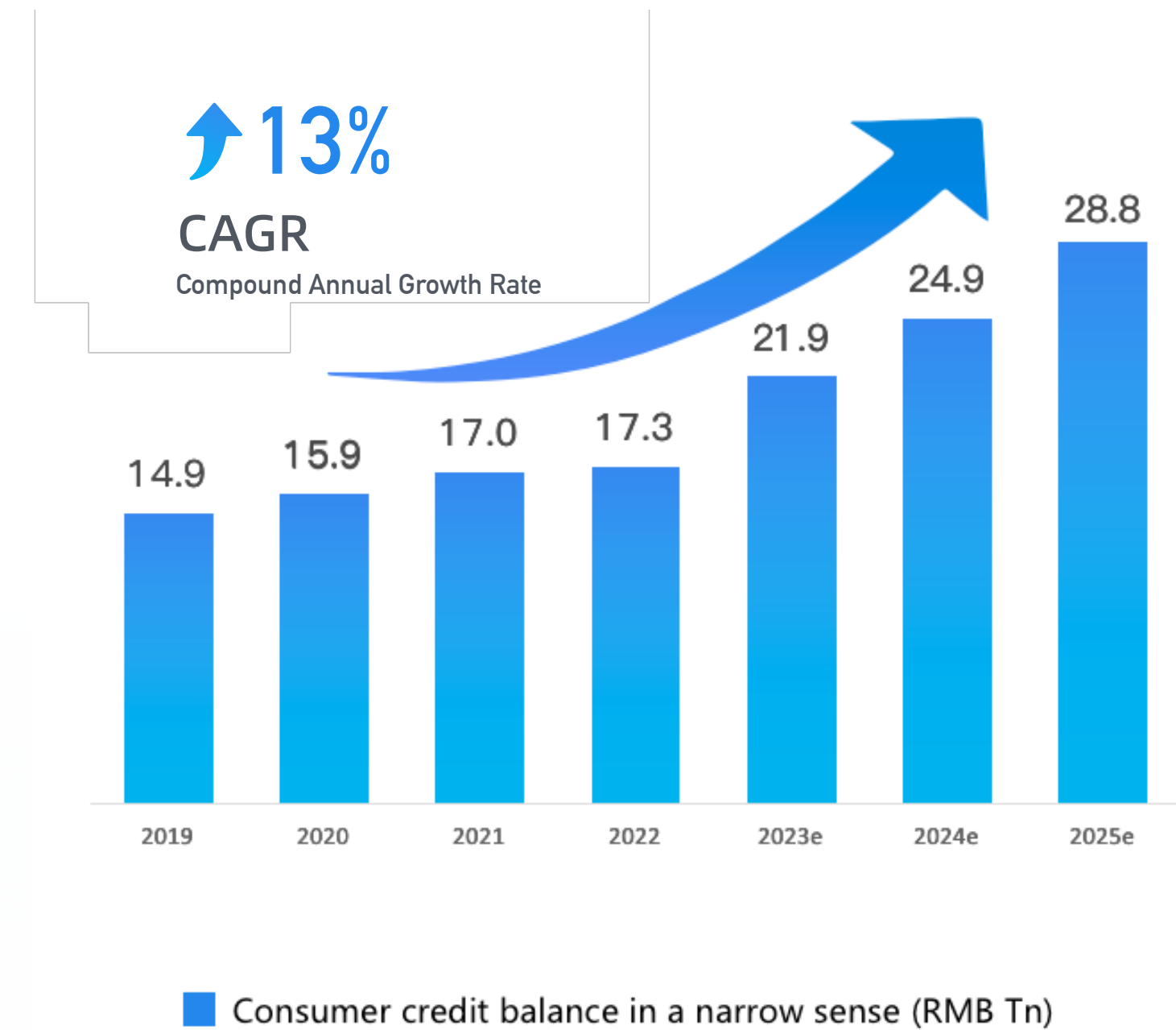


## The contribution of consumer spending to GDP growth has recovered to the pre-epidemic level

The contribution of China's three major drivers to GDP growth from 2015 to 2023H1



## 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

Better products and more choices

More customers

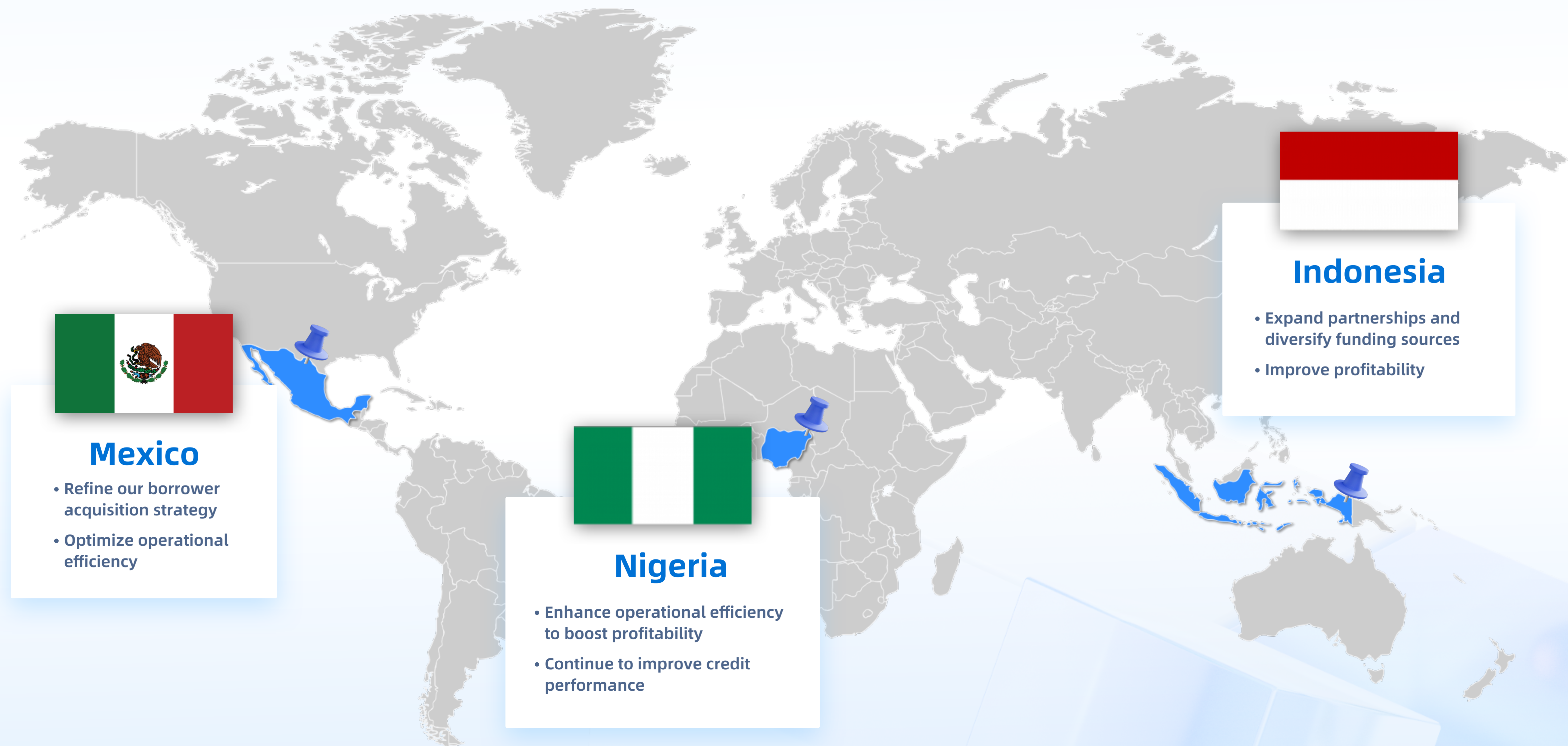
Improved AI model

Improved credit performance

More funding partners



# 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**.



## 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 June 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 facilitation volume for the third quarter of 2023 to reach **RMB 24 billion** and its loan facilitation volume for the full year of 2023 increased from **RMB 70 billion** to **RMB 85 billion**.



# Commitment to social responsibility and all stakeholders



2022 Environmental, Social & Governance (ESG) Report

ESG

2022 环境、社会及管治报告



**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







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