



NASDAQ:  
JFIN

# JIAYIN TECHNOLOGY

Investor Presentation

June 2024

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# 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

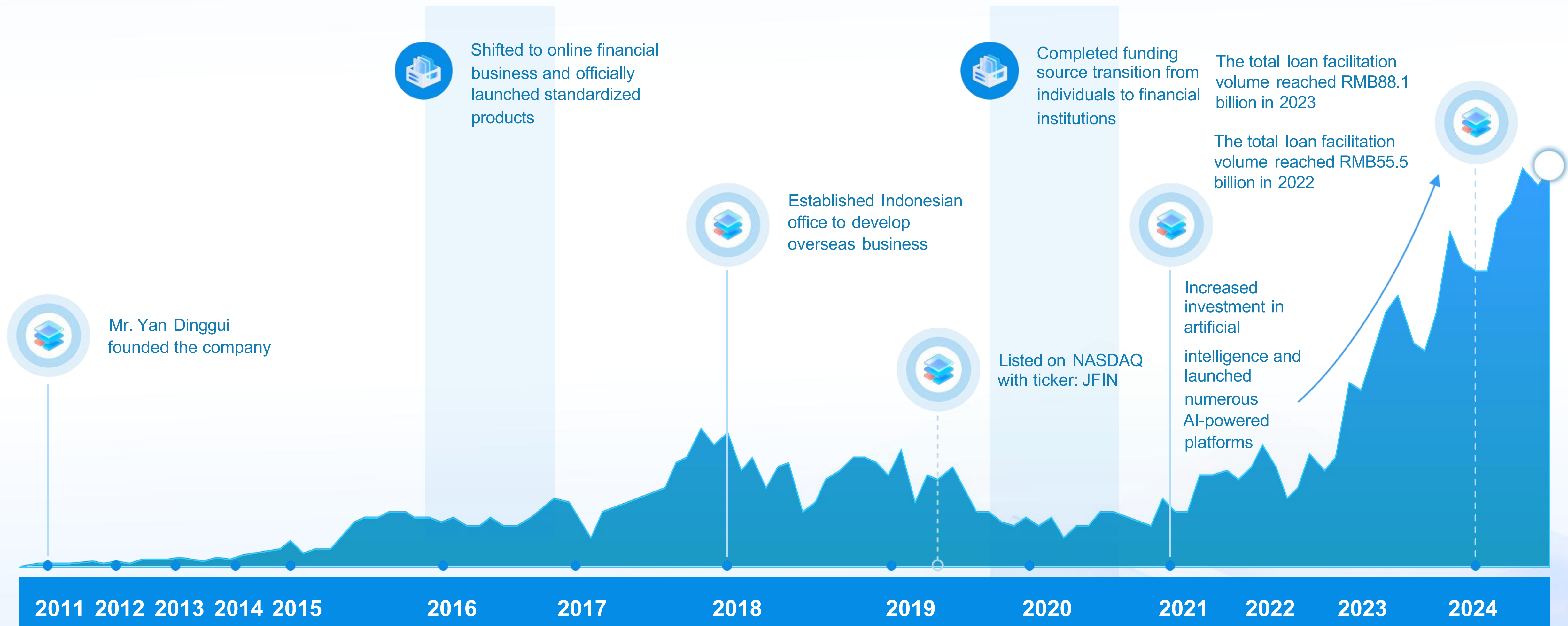
To empower borrowers and financial institutions by creating opportunities with cutting-edge technology, passion, and innovation



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

**93-98** Billion RMB

Announced guidance on 2024 full-year loan facilitation volume



■ Represents the loan facilitation 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

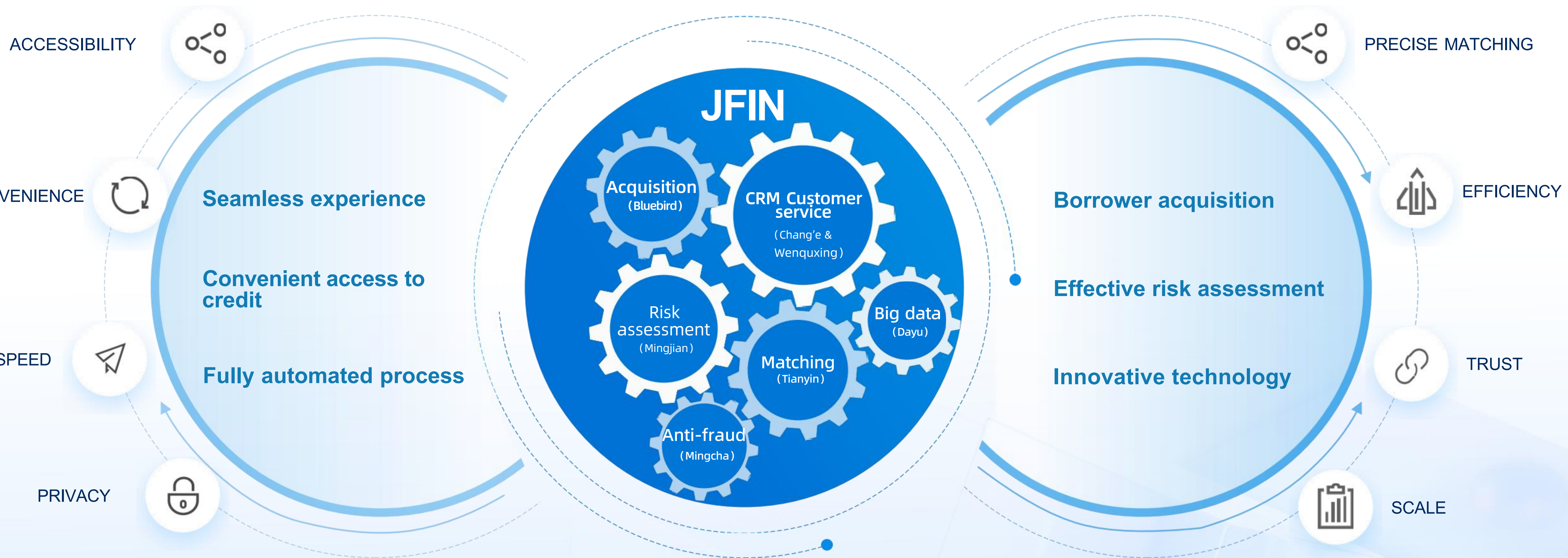


# Technology driven model enhances customer experience and efficiency at scale

**Borrowers**  
Individuals, SMEs



**Financial Institutions**  
Banks, Microcredit Companies, Trusts,  
Consumer Finance Companies



# Achievements as of 2023

## 2022 FULL YEAR

**55.5 Billion** FACILITATION VOLUME (RMB)  
+ 153.4% YOY

**3.27 Billion** NET REVENUE (RMB)  
+ 83.7% YOY

**1.18 Billion** NET INCOME (RMB)  
+ 152.3% YOY

## 2023 FULL YEAR

**88.1 Billion** FACILITATION VOLUME (RMB)  
+ 58.7% YOY

**5.47 Billion** NET REVENUE (RMB)  
+ 67.1% YOY

**1.30 Billion** NET INCOME (RMB)  
+ 9.9% YOY

 **14.5 Million**

Cumulative Borrowers  
with 1.9M new borrowers in 2023

 **71**

Cumulative Funding Partners  
with another 36 in discussion



# Visionary and committed management team



## DINGGUI YAN

Founder, Director and Chief Executive Officer



University of Geneva  
Geneva Finance Research Institute  
Doctorate of Advanced Professional Studies

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  
Shanghai Jiao Tong University  
Bachelor's degree in engineering



## 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。

## 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

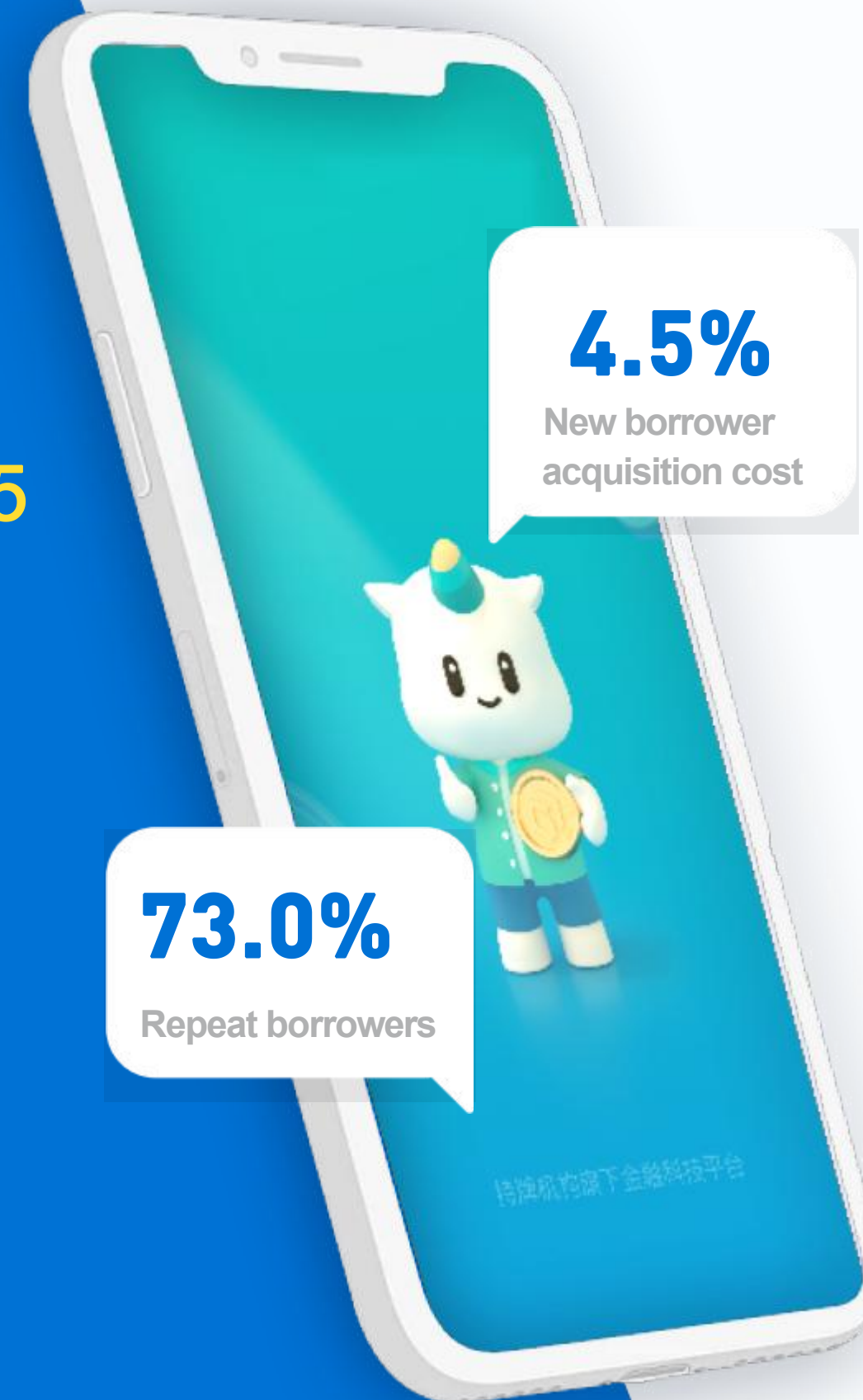
我们不设边界，敢作为，  
面对挑战和困难时，有舍我其谁的担当



# Diversified channels for borrower acquisition

## Borrower Profile

-  Average amount per borrowing **RMB 10,570**
-  Above 40% of borrowers between **age 23 to 35**
-  Average tenor close to **12 months**
-  **100%** AI automated approval and processing
-  Loan facilitation volume for Small Business Owners accounted for **21%**



## 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

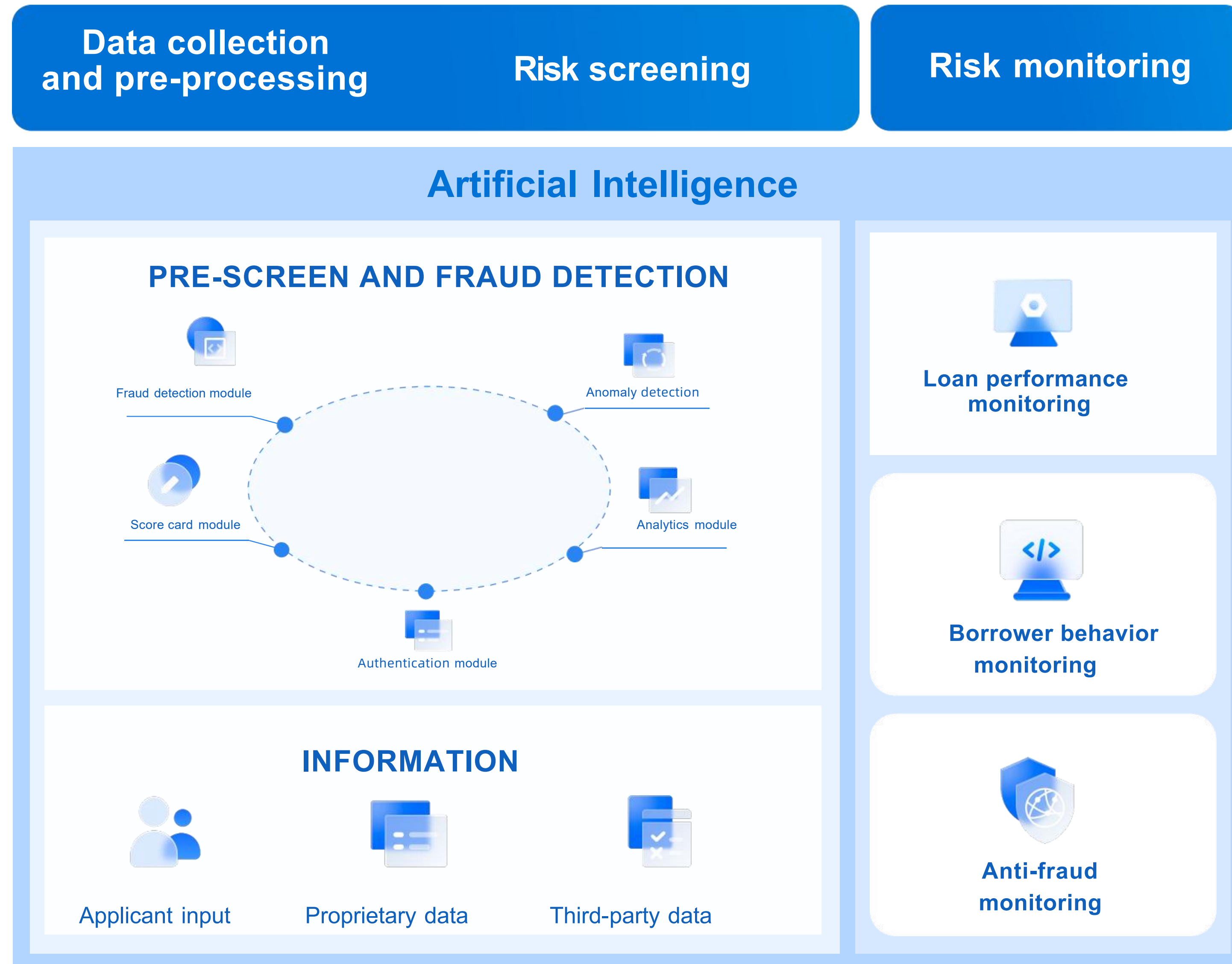


Microcredit Companies



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，  
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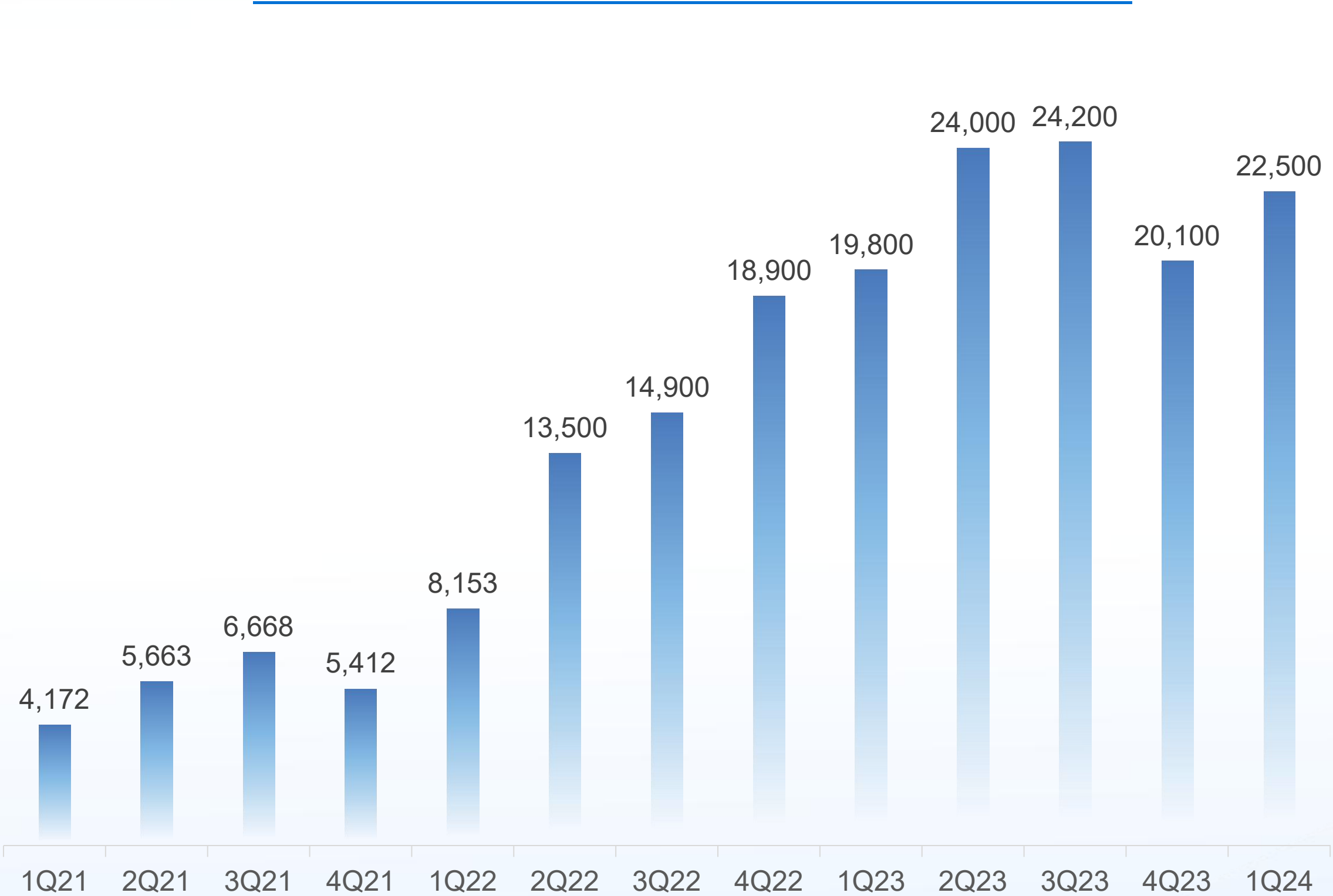
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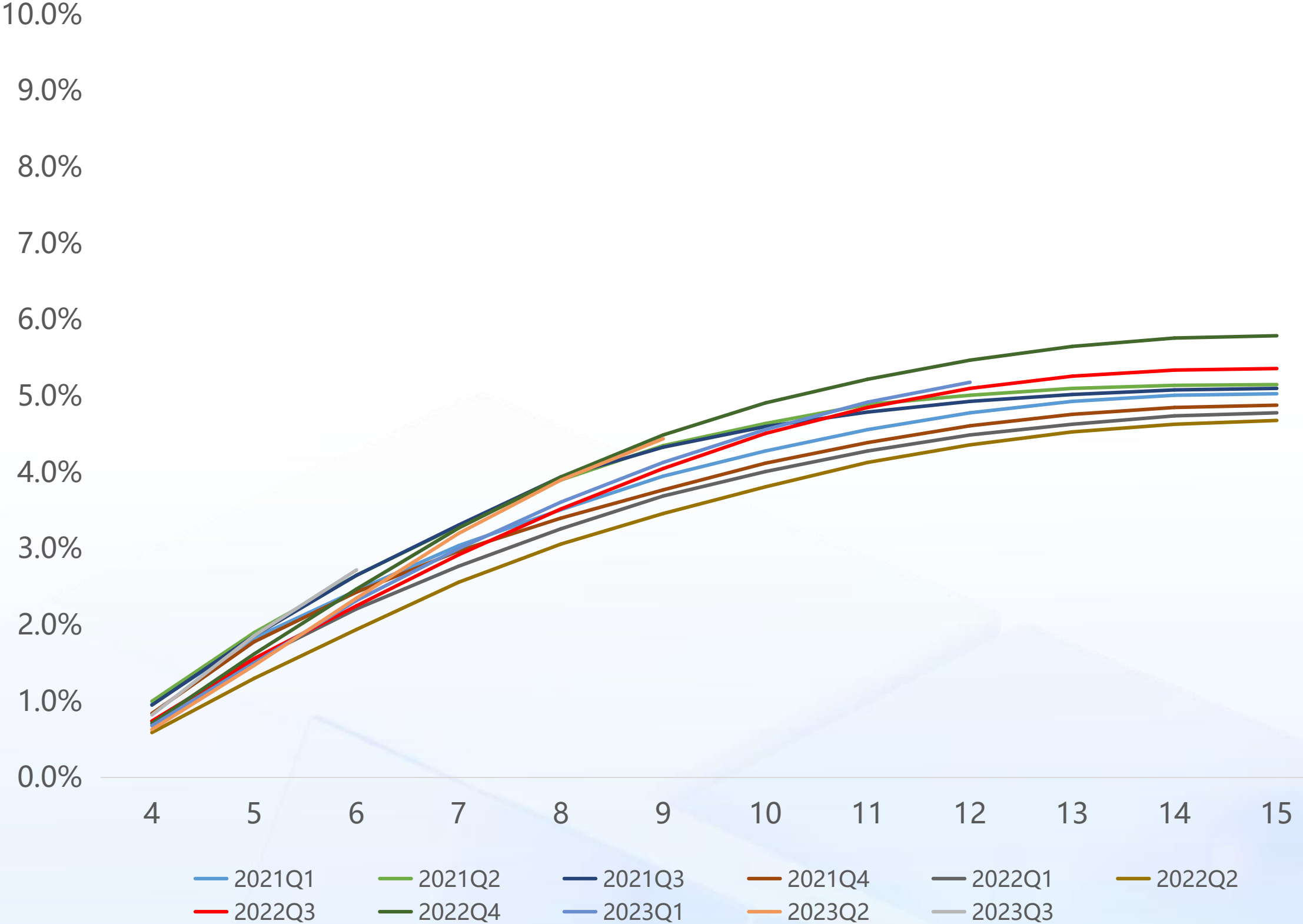


# Steady improvement in credit performance supporting robust growth

Loan Facilitation Volume  
(RMB in millions)



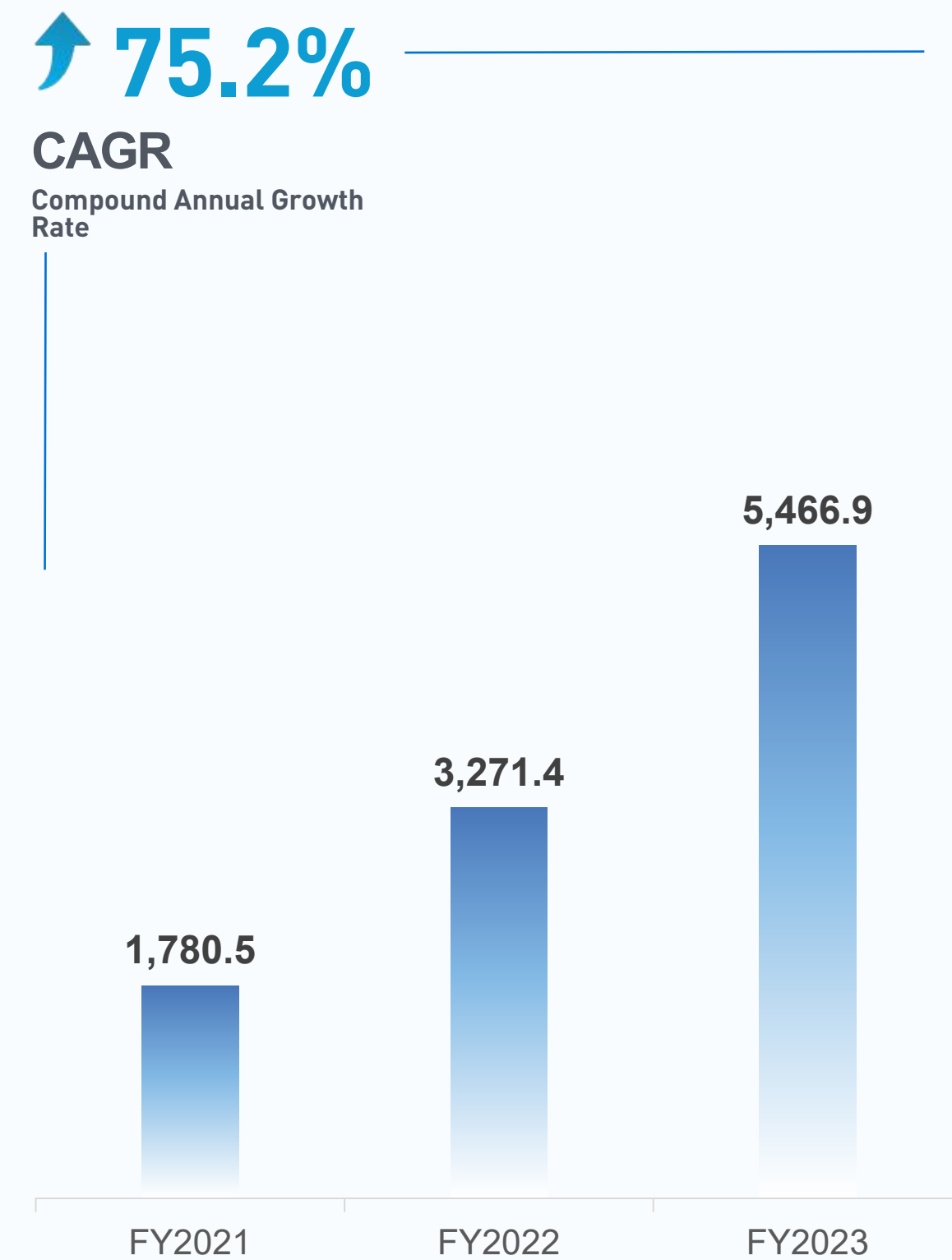
M3+ Delinquency Rate by Vintage



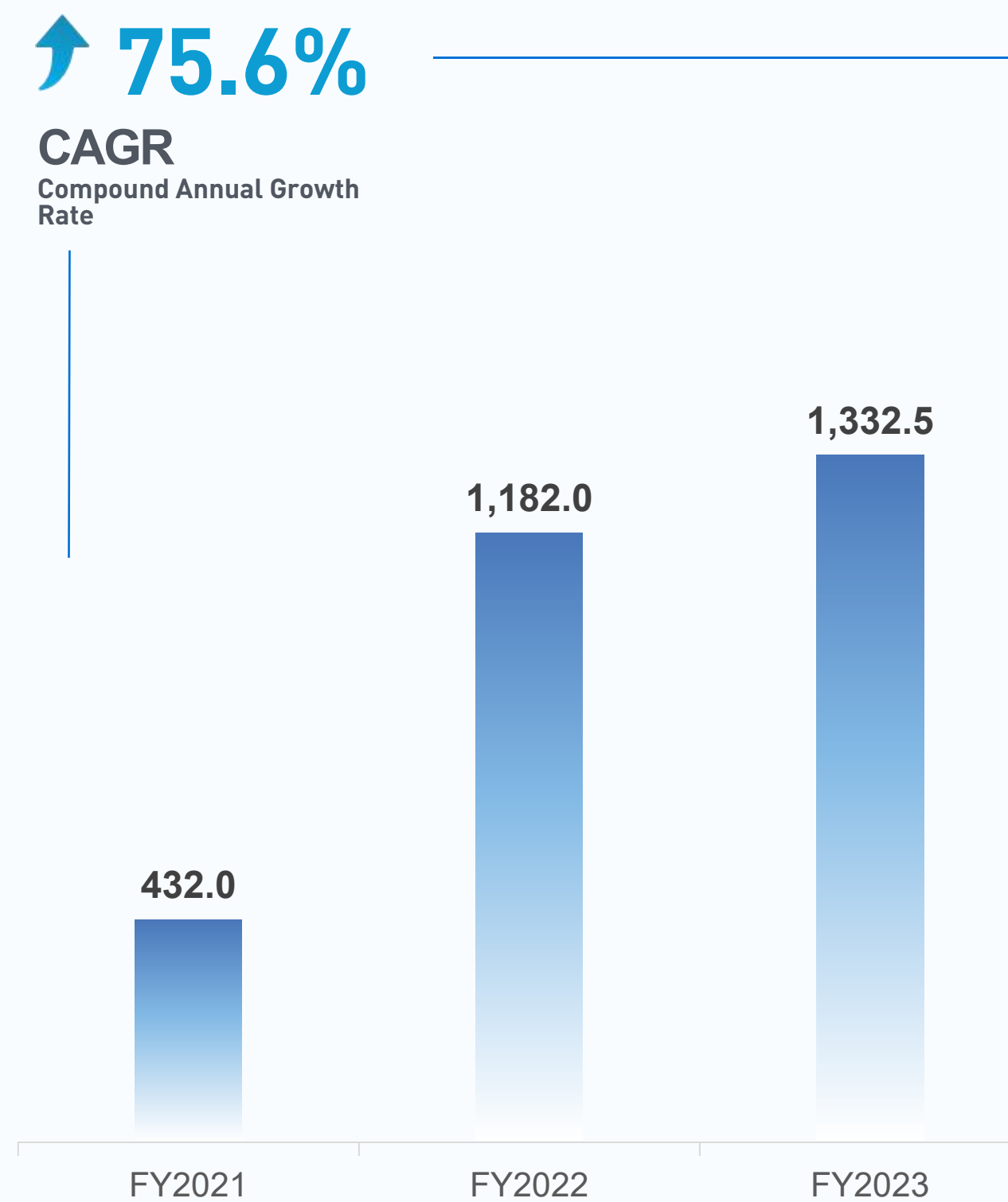


# Quality growth and profitability

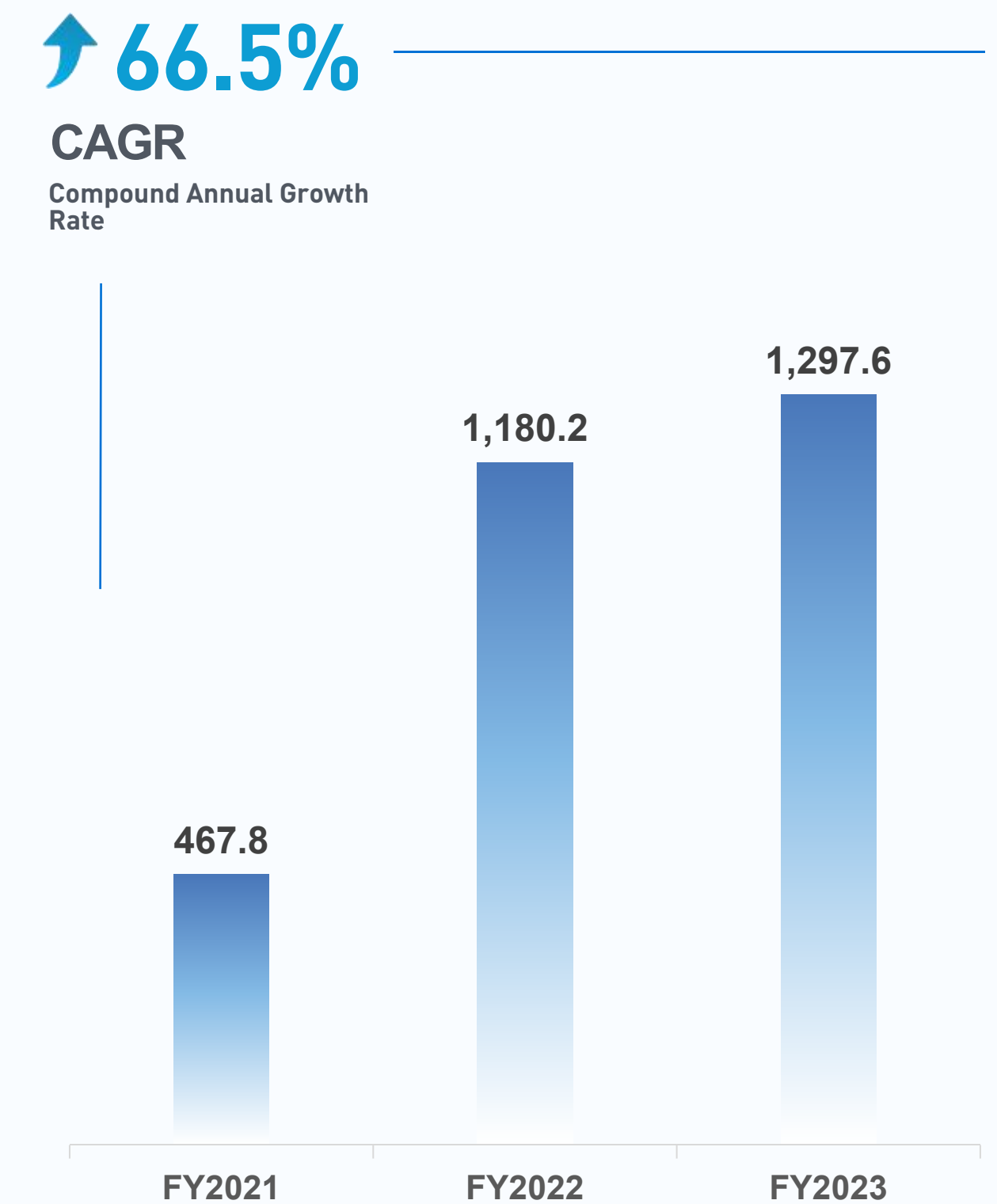
## Net Revenue (RMB in millions)



## Income from Operations (RMB in millions)



## Net Income (RMB in millions)





# Operating highlights of Q1 2024

## Continuous Growth of loan Facilitation Volume



- Loan facilitation volume reached RMB22.5 billion, representing an increase of **13.6%YOY**

## Strong Profitability



- Net revenue reached RMB1,475 million, representing an increase of **31.5%YOY**
- Net income reached RMB273 million, representing an decrease of **2.4%YOY**

## Deepening Institutional Partnerships



- We have currently forged partnerships with **70** financial institutions, with another 32 in discussion

## Stable Asset Quality



- The 61-90 days delinquency rate remain **0.68%** from the end of December 2023

## Global Expansion



- We are closely monitoring regulatory environment in Indonesia and the number of newly registered users increased 37% QOQ
- The business in Nigeria showed steady progress, with an increase in the amount of loan volume and new borrowers

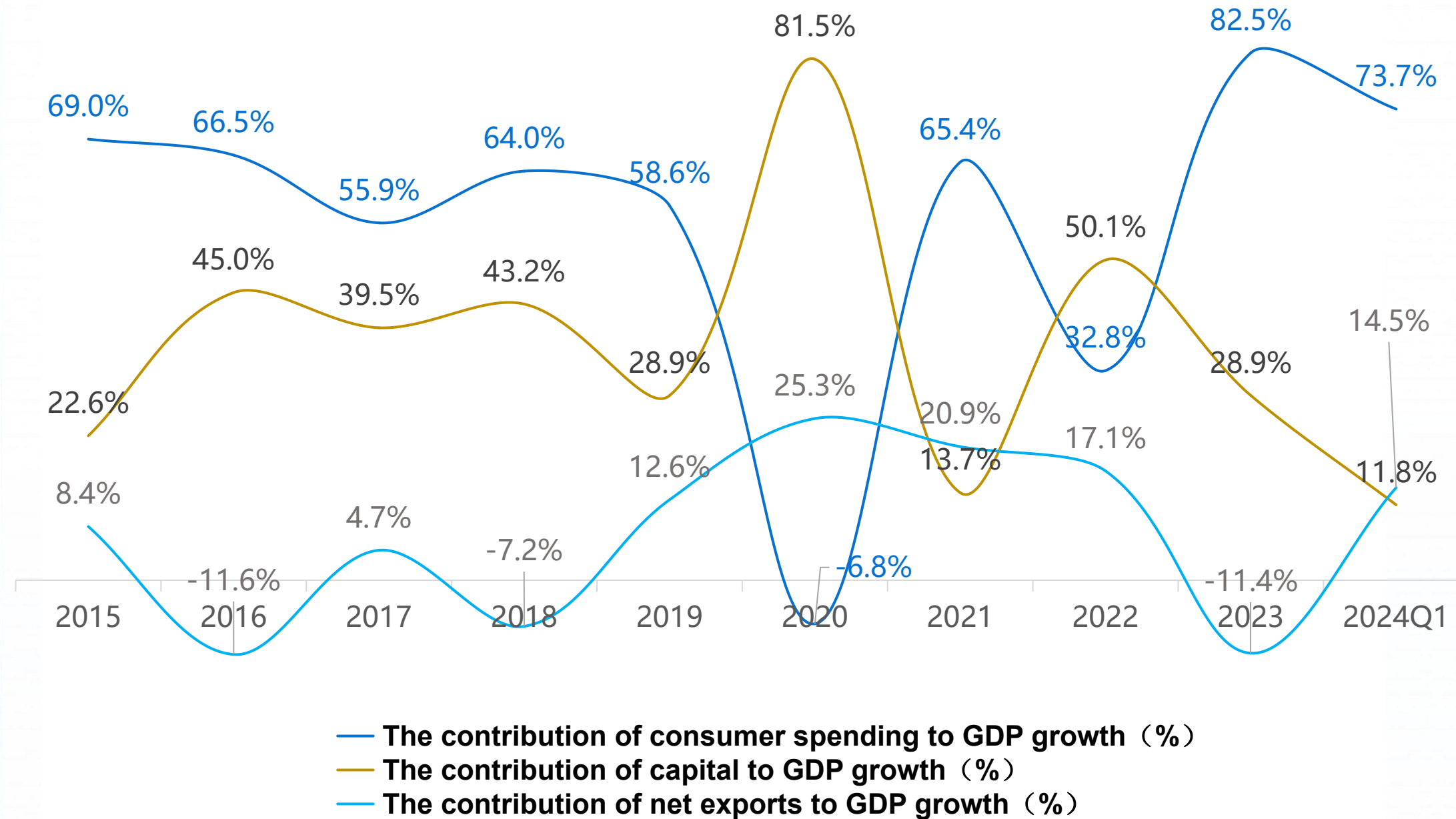


# Credit growth driven by consumption recovery

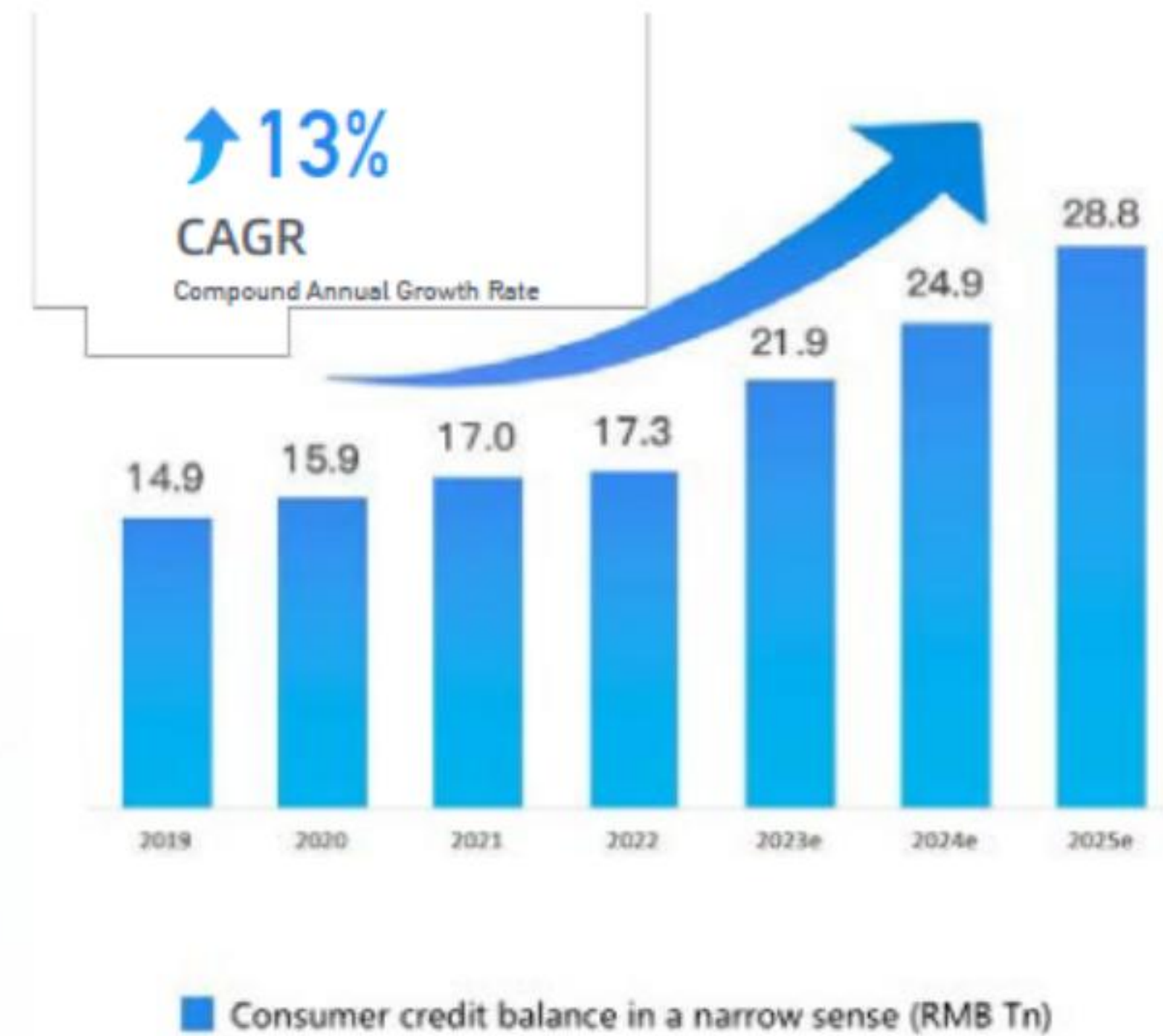


The contribution of consumer spending to GDP growth has recovered to the pre-epidemic level

The contribution of China's three major drivers to GDP growth from 2015 to 2024Q1



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





# Reinforcing our strengths to build 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

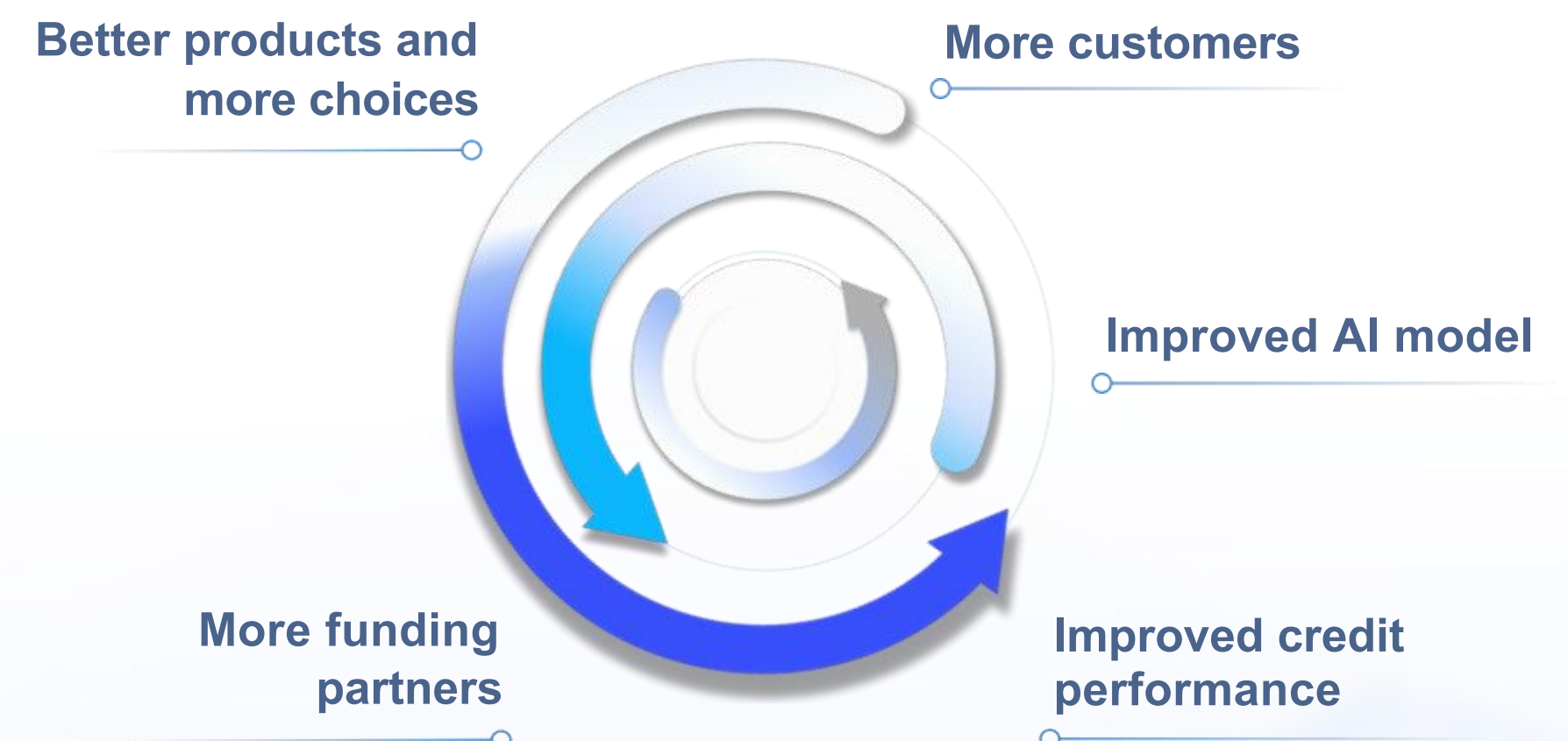
**Strong borrower and channel relationships** ensures engaged borrowers and precise targeting

**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.

In 2023, we were pleased to have declared two cash dividends, total of **US\$0.80** per American depositary share to shareholders. The total aggregate amount of cash distributed was approximately **US\$42.7million**, **25%** of the net income after tax of the Company in fiscal year 2022.

In June 2024, the Company declared of **US\$0.50** per ADS for the first tranche of dividends in the fiscal year 2024



## Share Repurchase Plan

In March 2024, the Board approved an adjustment to the existing share repurchase plan, pursuant to which the aggregate value of ordinary shares authorized for repurchase under the plan shall not exceed **US\$30 million**.

In June 2024, the Board approved to extend the share repurchase plan for a period of 12 months to June 12, 2025.

As of June 6, 2024, the Company had repurchased approximately 2.8 million of its American depositary shares for approx. **US\$10.6 million**.



## Business Outlook

The Company expects its loan facilitation volume for the second quarter of 2024 to reach **RMB23 billion**. As such, the full year loan facilitation volume is expected to be in the range of **RMB93 billion to RMB98 billion** .



# Commitment to social responsibility and all stakeholders



**Empowering Technology to Drive Inclusive Financial Service**

**Care for Employees and Build a Warm Enterprise**

**ESG**

**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