

Investor Presentation

May 2020



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Proven operating history enabled by technology



Loan facilitation model

Connecting under-served borrowers with FIs



12-year operating history

Continuous innovation



Advanced proprietary technology

Thousands of variables for credit assessment



Large user base

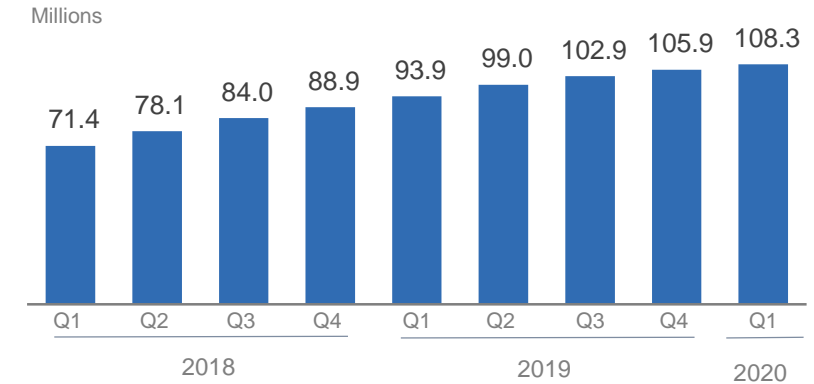
108mn registered users⁽¹⁾/18.2mn borrowers⁽²⁾



Successful funding transition

Shift towards 100% Institutional funds⁽³⁾

Cumulative registered users⁽¹⁾



Loan origination volume

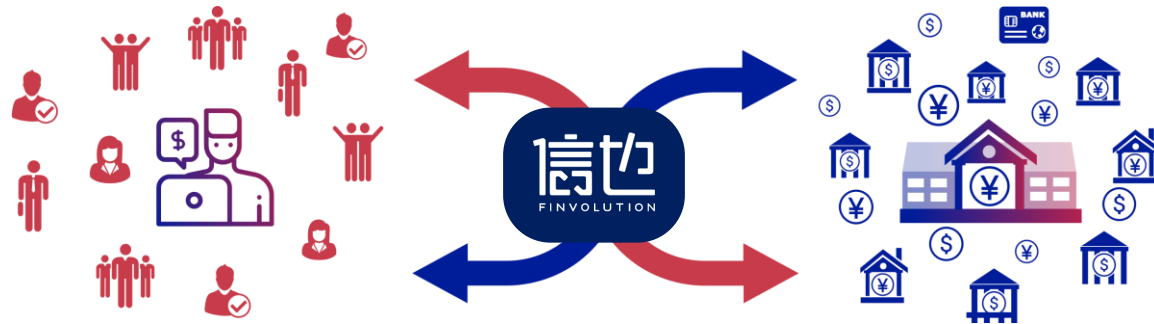


(1) As of Mar 31, 2020.

(2) On a cumulative basis, as of Mar 31, 2020.

(3) The proportion of loans facilitated by institutional partners increased from 44.8% in 2Q19 to 100.0% in 4Q19 and later on.

Massive and fast-growing consumer finance opportunity



Consumer finance is under-penetrated in China:

- Consumer credit-to-GDP at **13%** vs 20% in US⁽¹⁾
- **46%** of adult population have credit records vs 81% in US⁽²⁾

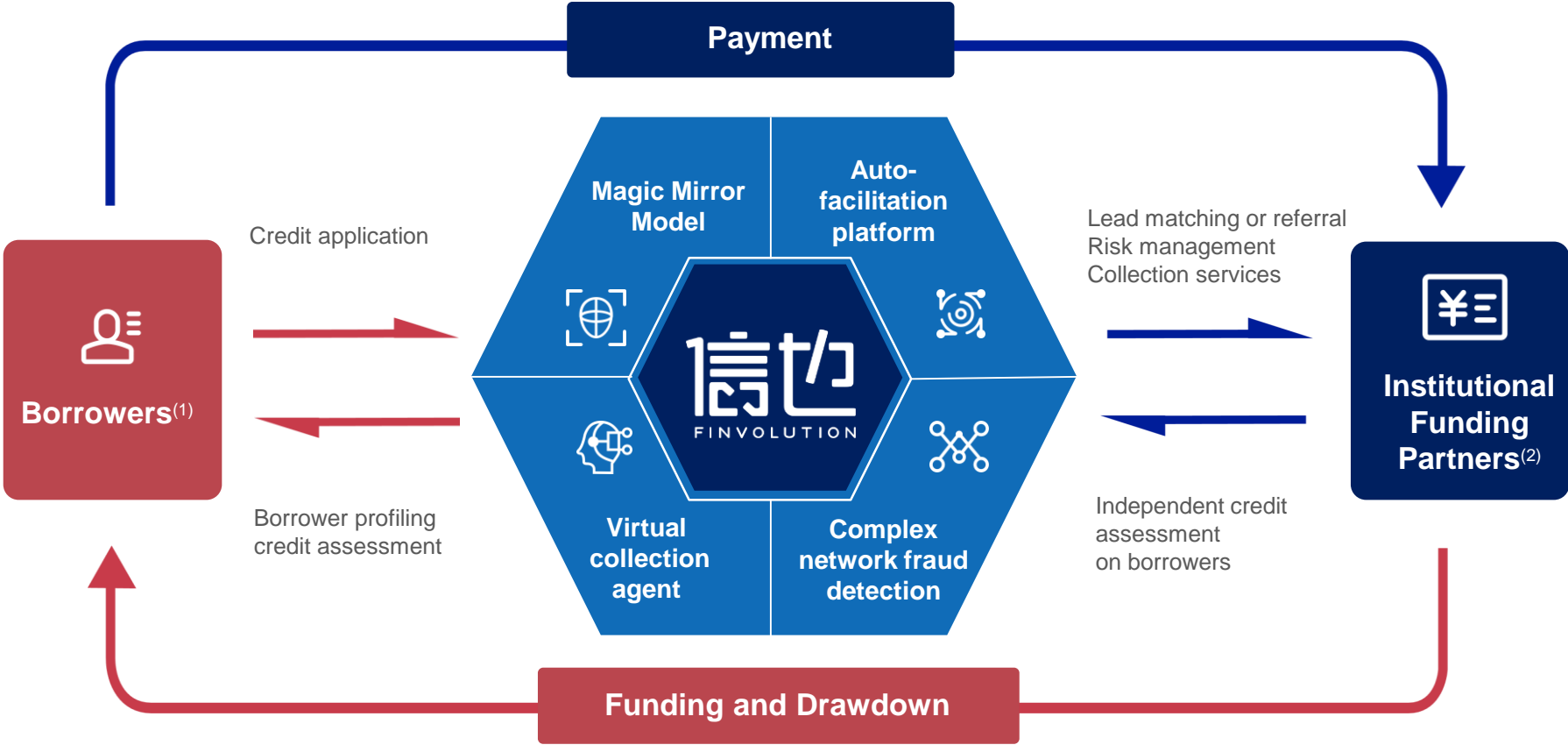
Solid demand from FIs for consumer finance assets:

- Over **5,000** licensed financial institutions in China⁽³⁾
- Majority with limited experience in consumer finance

Sources:

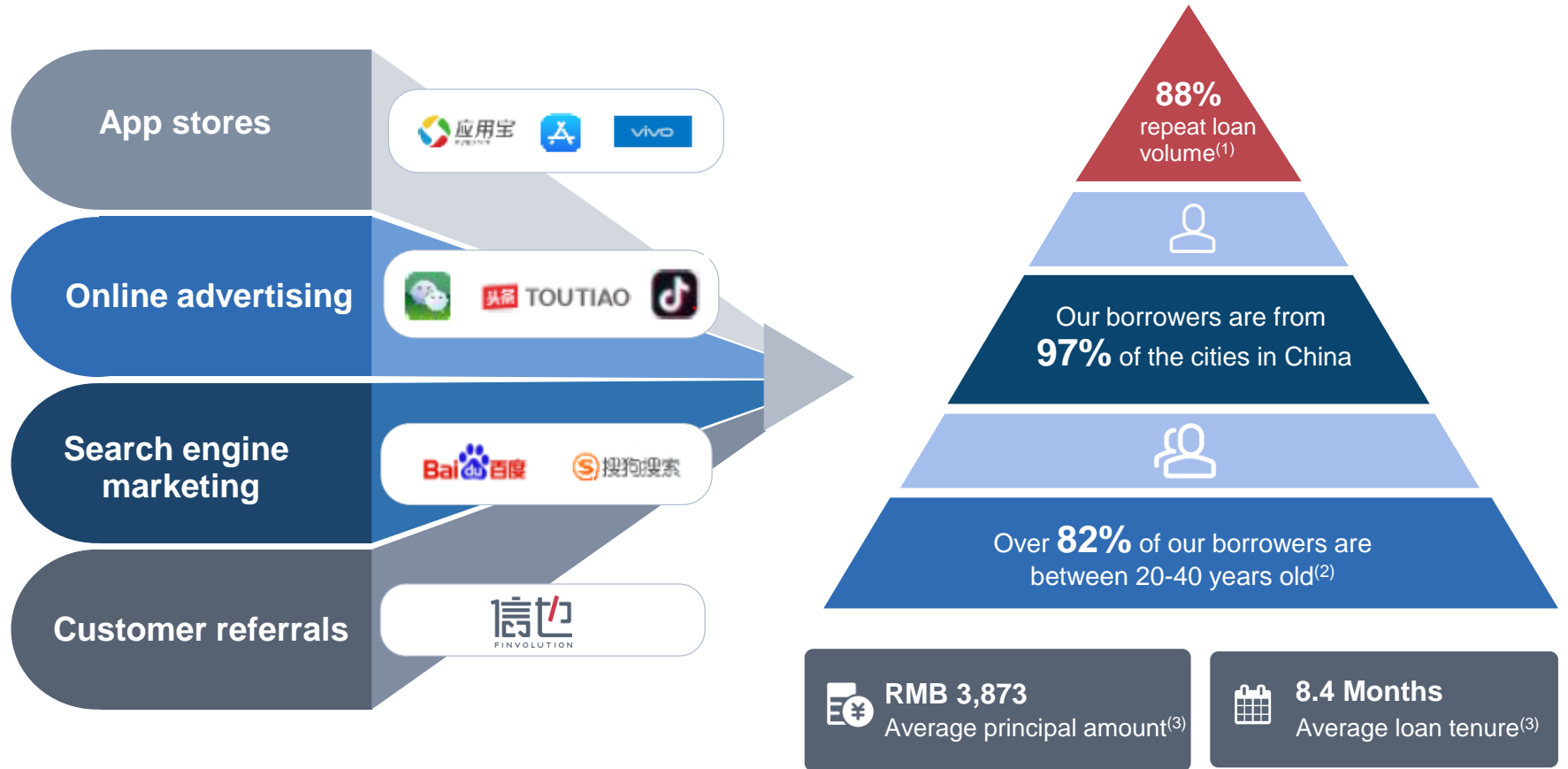
- (1) PBOC, World Bank, Federal Reserve.
- (2) US: Consumer Financial Protection Bureau, May 2015; China: PBOC Credit Reference Center, 2017; FinVolution estimates.
- (3) According to the speech of Guo Shuqing, Chairman of CBIRC, at the Lujiazui forum 2019.

Technology enabled loan facilitation model



(1) Borrowers are mainly individuals.
 (2) Institutional funding partners include banks, consumer finance companies ,trusts.

Borrower acquisition through diverse online channels

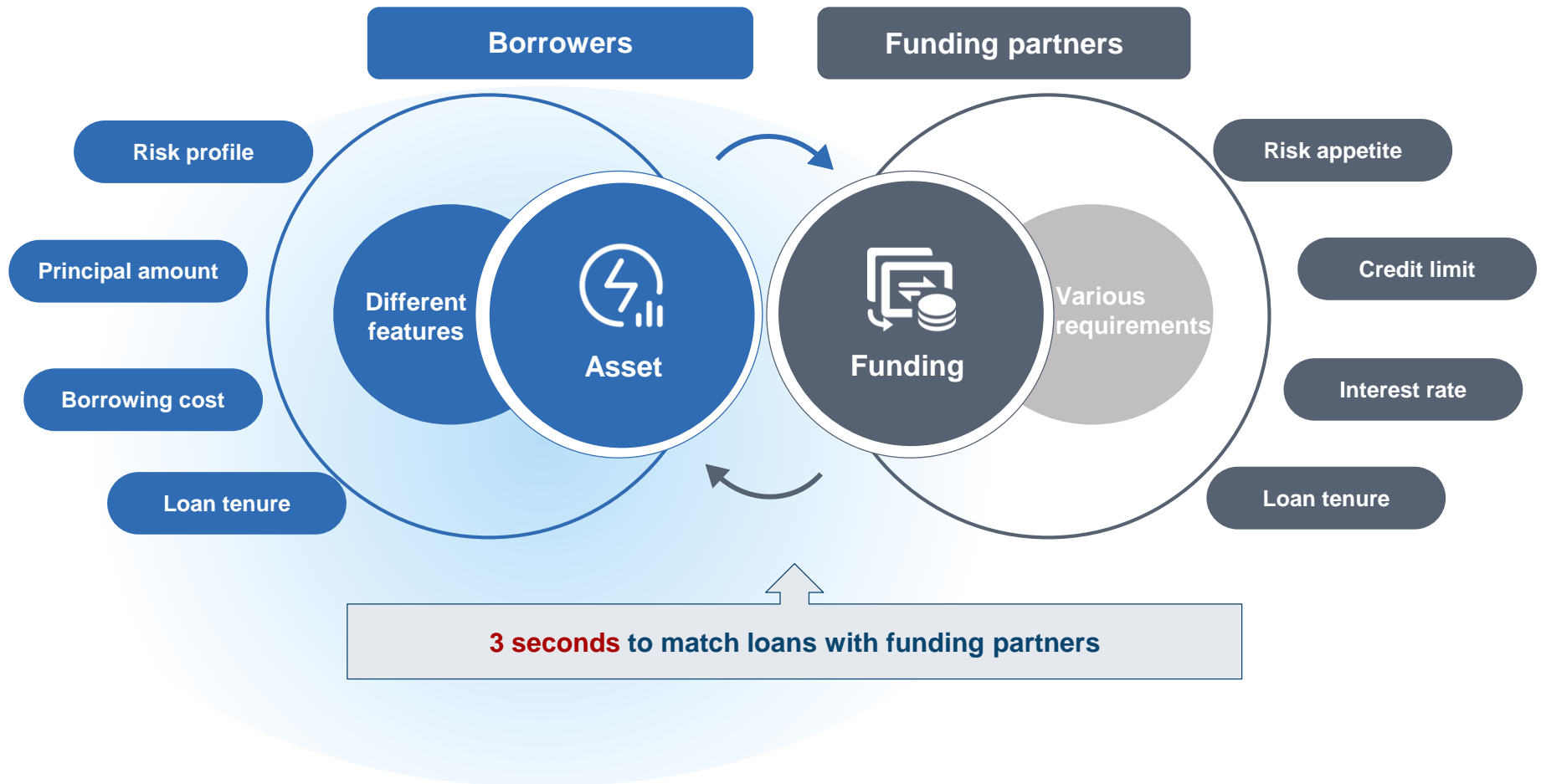


(1) % of loan volume generated by repeat borrowers. Repeat borrowers are borrowers who have successfully borrowed on our platform before in the three months ended Mar 31, 2020.

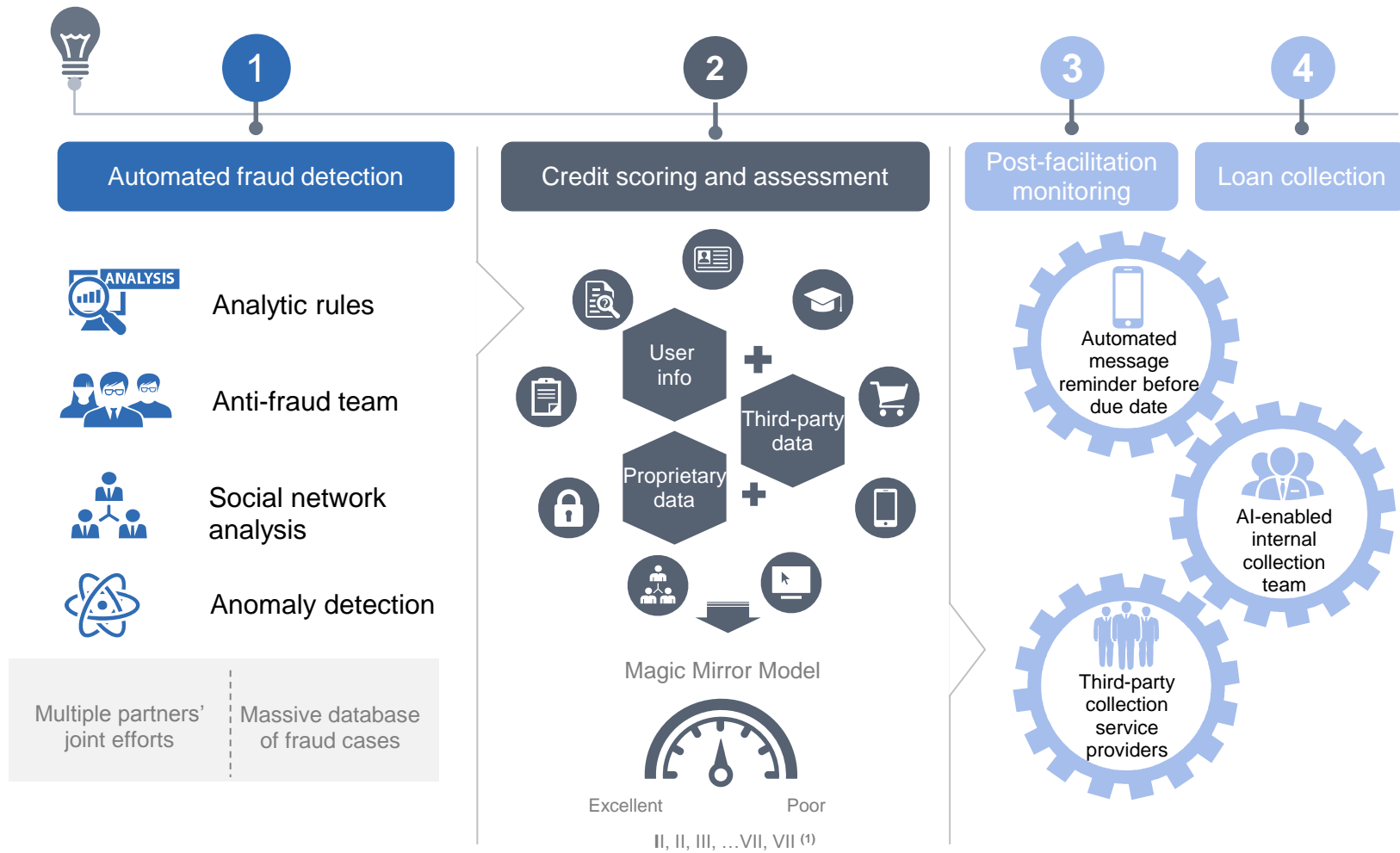
(2) Calculated based on borrowers whose loans were facilitated in the three months ended Mar 31, 2020.

(3) Calculated based on loans originated on our marketplace in the three months ended Mar 31, 2020.

Optimizing capital allocation through our “Magpie Bridge” system



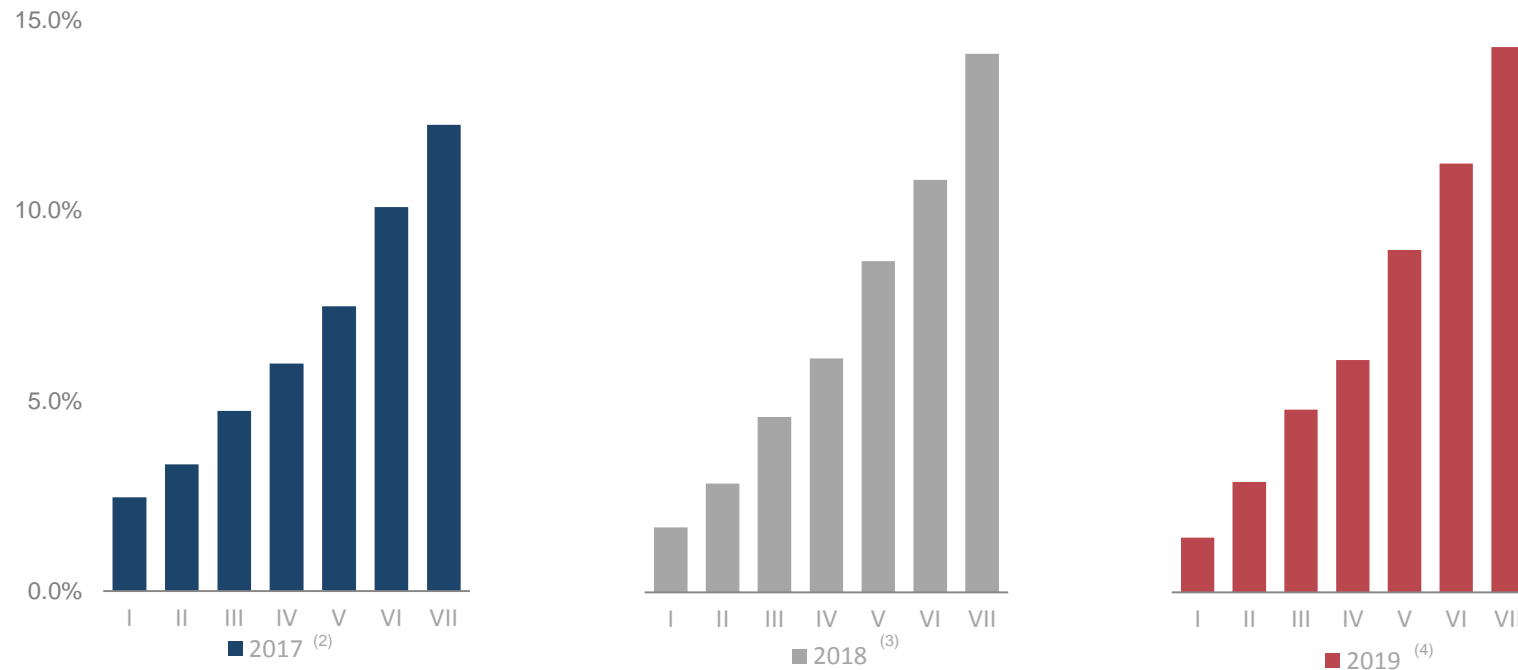
Sophisticated risk management technologies and capabilities



(1) Loan applicants with credit rating of VIII will be rejected.

Strong and consistent risk-sloping capability

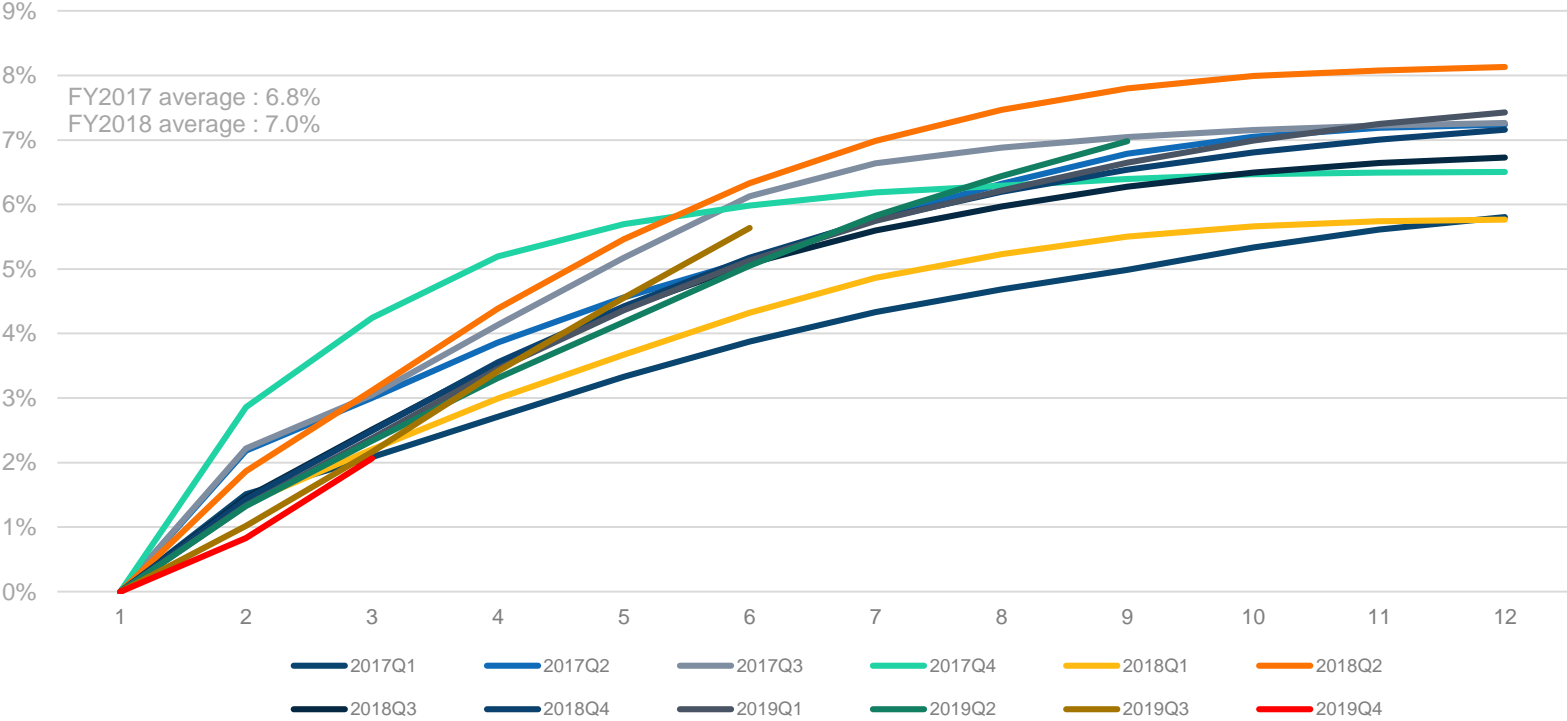
Vintage delinquency rate by credit rating⁽¹⁾



- (1) Credit rating refers to Magic Mirror scores, with Level I representing the lowest risk and Level VII the highest.
- (2) Vintage delinquency rate for loans facilitated during 2017 is calculated as the volume weighted average of the quarterly vintage delinquency rates at the end of the 12th month following the inception of each loan in an applicable vintage.
- (3) Vintage delinquency rate for loans facilitated during 2018 is calculated as the volume weighted average of the quarterly vintage delinquency rates at the end of the 12th month following the inception of each loan in an applicable vintage.
- (4) Represents vintage delinquency rate for loans facilitated during 2019 as of Mar 31, 2020.

Delinquency rates

Delinquency rates by vintage⁽¹⁾



Note: Data as of Mar 31, 2020. Represents the historical cumulative 30-day plus past due delinquency rates by loan origination vintage for all loan products.

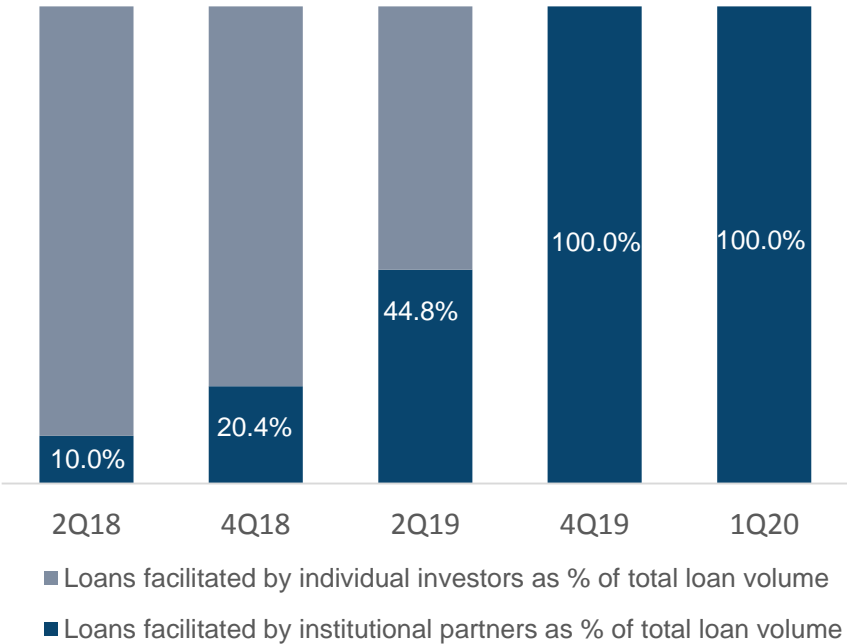
(1) Vintage is defined as loans facilitated during a specified time period. Delinquency rate by vintage is defined as (i) the total amount of principal for all loans in a vintage that become delinquent, less (ii) the total amount of recovered past due principal for all loans in the same vintage, and divided by (iii) the total amount of initial principal for all loans in such vintage.

(2) Delinquency rate by balance is defined as the balance of outstanding principal for loans that were 15-29, 30-59, 60-89, 90-179 calendar days past due as of the date indicated as a percentage of the total outstanding principal for loans, excluding those at 180+ days delinquent, as of the same date.

Successful business model transition

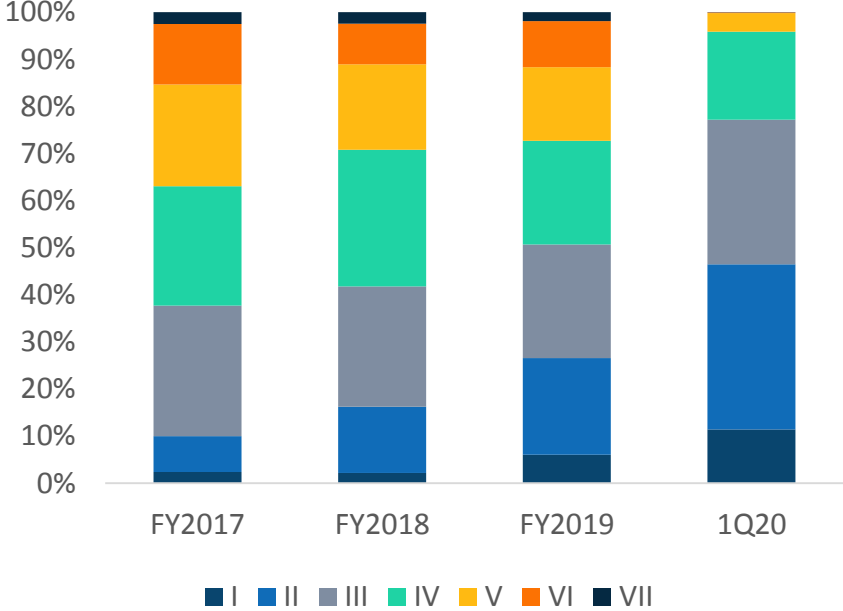
Shift to institutional funds

Loan volume % by funding sources



Shift towards better quality borrowers

Proportion of loan volume by credit rating⁽¹⁾

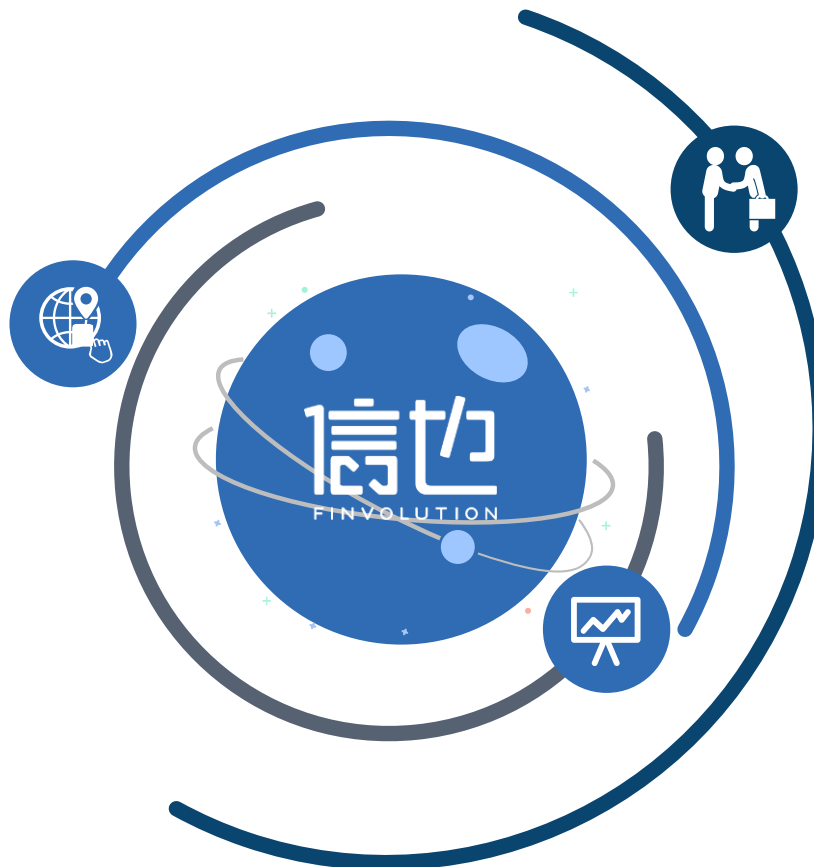


(1) Credit rating refers to Magic Mirror scores, with Level I representing the lowest risk and Level VII the highest.

Our growth strategies

International expansion and investments

- Initial focus on South East Asia
- Began operations in Indonesia and the Philippines



Deepen cooperation with institutional partners

- Diversify business models with institutional partners
- Leverage our technology and capabilities to enable our partners in consumer finance

Expand loan products and client segments

- Expand range of financial products
- Develop consumption scenarios
- Broaden client segments

Business outlook (1)

Loan origination volume

- Q2 2020 loan volume expected to be at a similar level compared to Q1 2020
- Expect steady growth in loan origination volume in second half of 2020

Delinquency trends

- Day-1 delinquency rate has fallen to about 20% below pre-pandemic levels
- 30-day loan collection recovery rate has returned to pre-pandemic levels
- Expect vintage delinquency rates for loans originated in March and April to be about 6%, which will be among the lowest levels in the past two years
- Expect vintage delinquency rates to fall below 6% in the second half of 2020

(1) Based on comments made by the Company in its earnings release and earnings call on May 27, 2020

Committed and professional management team



GU Shaofeng

Co-founder
Chairman &
Chief Innovation
Officer



- Education:
 - Shanghai Jiao Tong University



LI Tiezheng

Co-founder
Deputy Chairman
& President



- Education:
 - Shanghai Jiao Tong University
 - China Europe International Business School



HU Honghui

Co-founder
Advisor to the
Company



- Education:
 - Shanghai Jiao Tong University
 - Fudan University



ZHANG Jun

Co-founder
Advisor to the
Company



- Education:
 - Shanghai Jiao Tong University



ZHANG Feng

Chief Executive
Officer



- Education:
 - Tsinghua University
 - Duke University



Simon Ho

Chief Financial
Officer



- Education:
 - Northwestern University

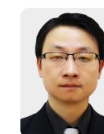


GU Ming

Chief Risk Officer &
Chief Data Officer



- Education:
 - Grinnell College
 - California Institute of Technology



WANG Yuxiang

Chief Product
Officer & Chief
Technology officer



- Education:
 - Fudan University

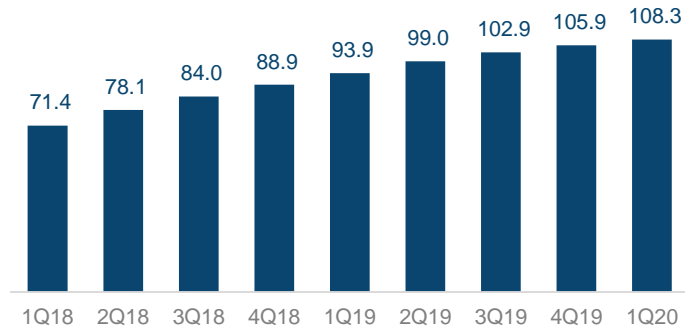
Financials



Operating metrics

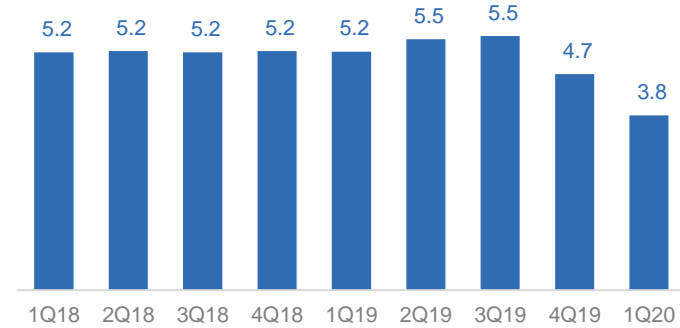
Cumulative registered users⁽¹⁾

Millions



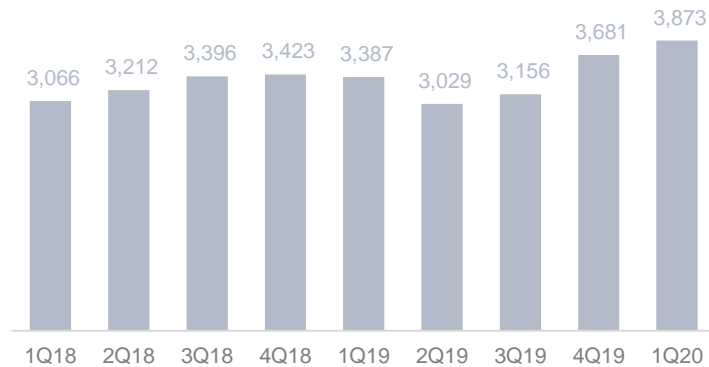
Active borrowers⁽²⁾

Millions



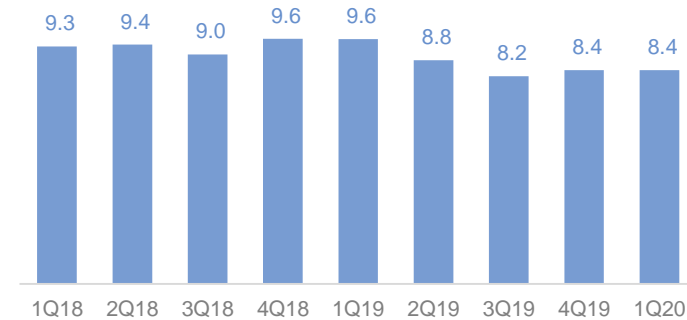
Average principal amount⁽³⁾

RMB



Average loan tenure⁽³⁾

Months



(1) Cumulative number of users registered on our platform as at the end of each period.

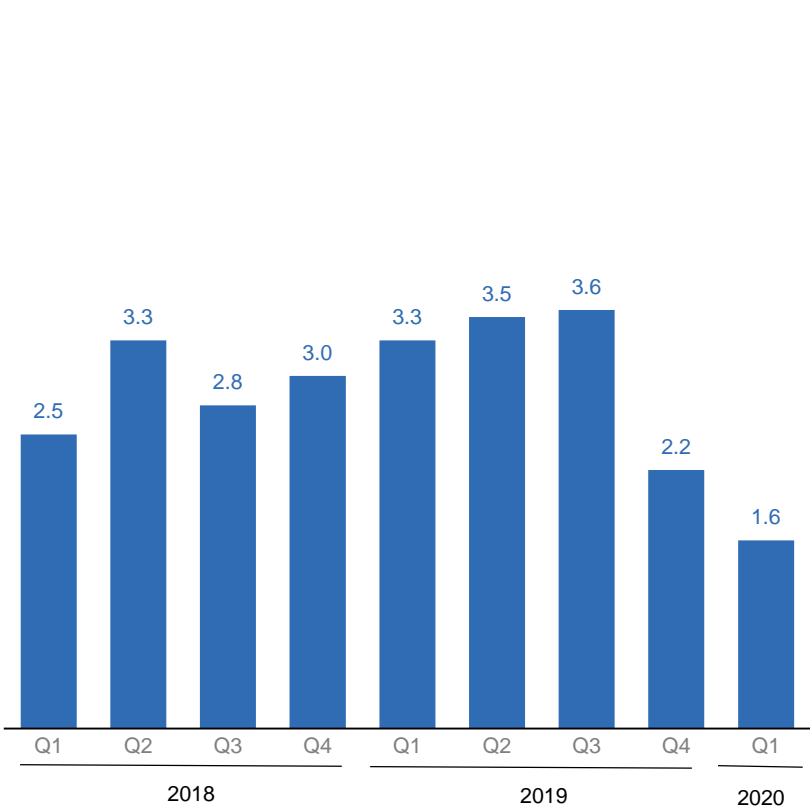
(2) Represents number of borrowers with outstanding loan balances, excluding those who are overdue for more than 180 days, at the end of each period.

(3) Calculated based on loans originated on our platform during each period.

Borrowers and loan origination volume

Number of unique borrowers⁽¹⁾

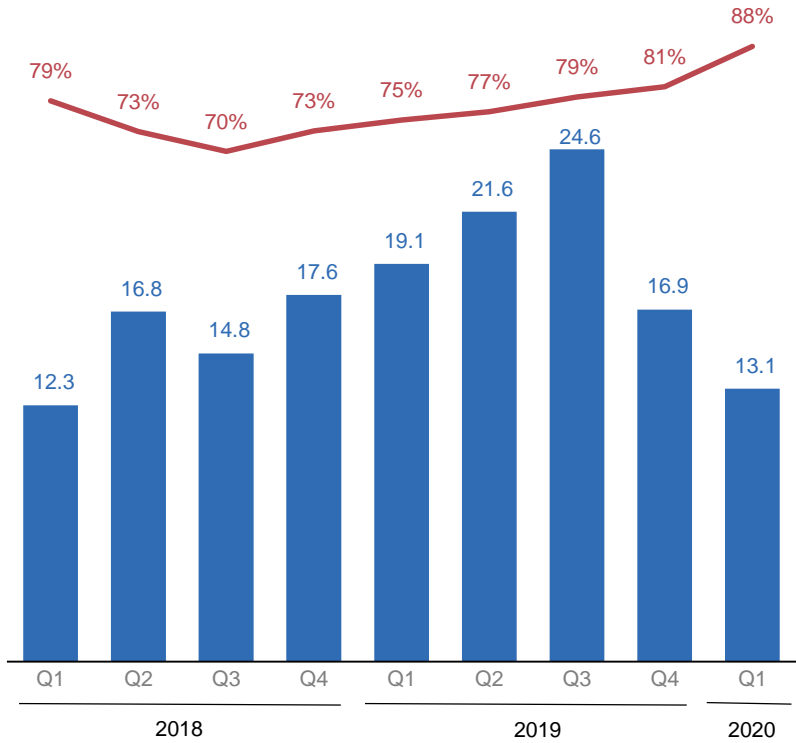
Millions



Loan origination volume

RMB in billions

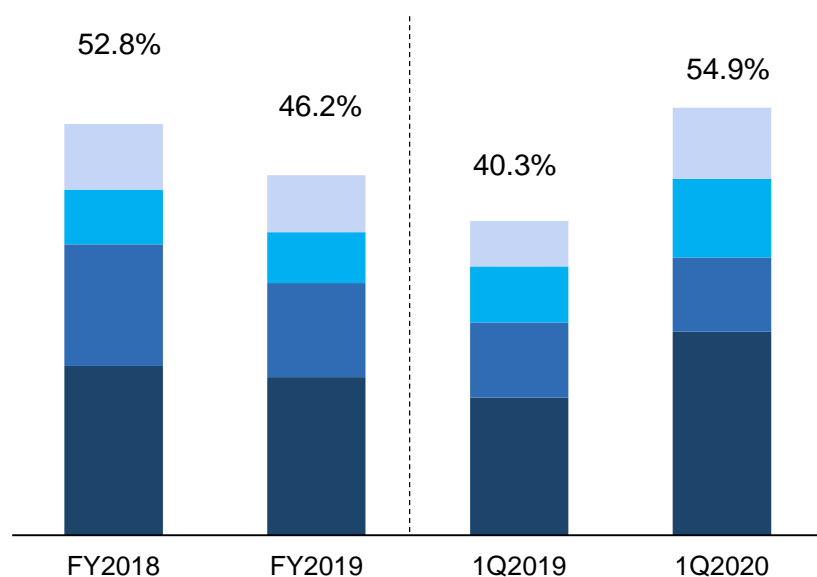
Repeat borrowing rate ⁽²⁾



(1) Represents number of borrowers whose loans were funded during each period presented.
 (2) % of loan volume generated by repeat borrowers. Repeat borrowers are borrowers who have successfully borrowed on our platform before each period.

Operating efficiency and leverage

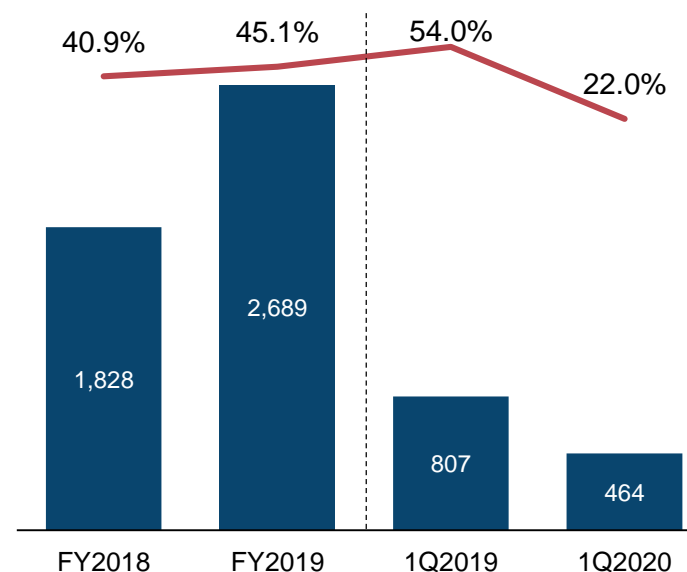
Operating expenses as % of operating revenue⁽¹⁾



■ Research and development expenses ■ General and administrative expenses
■ Sales and marketing expenses ■ Origination and servicing expenses

Non-GAAP adjusted operating income⁽²⁾

RMB in millions



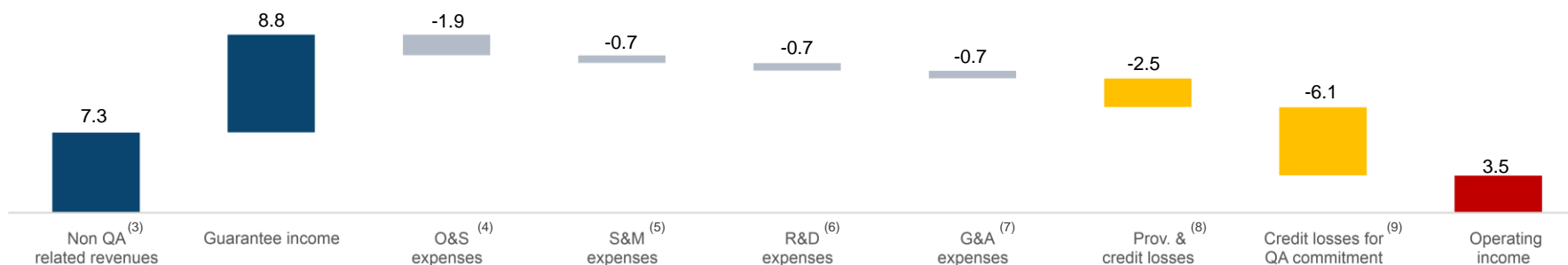
■ Non-GAAP adjusted operating income
— Non-GAAP adjusted operating income margin

- (1) Operating revenues exclude guarantee income and operating expenses exclude provision for loans receivable, provision for accounts receivable and credit losses for quality assurance commitment.
- (2) -Non GAAP adjusted operating income for FY2018, which excludes share-based compensation expenses of RMB50.3 million and a write-back of provision of RMB68.6 million for expected discretionary payments to investors in investment programs protected by the Company's investor reserve funds.
 -Non GAAP adjusted operating income for FY2019, which excludes share-based compensation expenses of RMB42.2 million.
 -Non GAAP adjusted operating income for Q1 2019, which excludes share-based compensation expenses of RMB12.1 million.
 -Non GAAP adjusted operating income for Q1 2020, which excludes share-based compensation expenses of RMB8.0 million.

Unit economics

1Q 2020⁽¹⁾

RMB, per RMB100 loan facilitated



FY2019⁽²⁾

RMB, per RMB100 loan facilitated



- (1) Calculated based on loans originated on our marketplace in the three months ended Mar 31, 2020.
- (2) Calculated based on loans originated on our marketplace in the twelve months ended Dec 31, 2019.
- (3) Non QA related revenues: Net revenue except guarantee income.
- (4) O&S expenses: Origination and servicing expenses
- (5) S&M expenses: Sales and marketing expenses
- (6) R&D expenses: Research and development expenses
- (7) G&A expenses: General and administrative expenses
- (8) Prov. and credit losses: Provision for loans receivable and provision for accounts receivable
- (9) Credit losses for QA commitment: Credit losses for quality assurance commitment

Value returned to shareholders

US\$ (In Millions)	FY2018	FY2019	1Q20	2Q20 (Till May 22)	Cumulative Amount Since IPO
Dividend per ADS (US\$)	0.19	0.12	-	-	-
Shares repurchase amount (During the period)	67.3	6.7	5.0	5.6	84.6
Total dividend amount (During the period)	58.4	36.7	-	-	95.1
Total value returned to shareholders (During the period)	125.7	43.4	5.0	5.6	179.7

Consolidated statements of comprehensive income

RMB million	FY2018	FY2019	1Q2019	1Q2020
	RMB	RMB	RMB	RMB
Loan facilitation service fees	2,919	3,311	939	375
Post-facilitation service fees	923	1,200	308	183
Net interest income	256	1,107	171	315
Other Revenue	377	345	78	84
Changes in expected discretionary payment to IRF investors	69	-	-	-
Guarantee income	-	-	-	1,150
Net revenue	4,544	5,963	1,496	2,106
Origination and servicing expenses	(986)	(1,208)	(264)	(249)
Sales and marketing expenses	(711)	(720)	(144)	(91)
General and administrative expenses	(383)	(436)	(107)	(96)
Research and development expenses	(318)	(391)	(88)	(88)
Provision for loans receivable	(193)	(300)	(37)	(296)
Provision for accounts receivable	(107)	(262)	(60)	(33)
Credit losses for quality assurance commitment	-	-	-	(797)
Total operating expenses	(2,697)	(3,316)	(701)	(1,651)
Other income (expenses)				
Gain from quality assurance fund	511	98	34	-
Realized gain (loss) from financial guarantee derivatives	(157)	31	(10)	-
Fair value change of financial guarantee derivatives	272	(56)	(1)	-
Other income, net	148	136	26	54
Profit before income tax expenses	2,621	2,856	844	510
Income tax expenses	(151)	(482)	(141)	(89)
Net profit	2,469	2,375	703	420

Before the adoption of ASC 326 on January 1, 2020, gain or losses related to quality assurance commitments were recorded in one combined financial statement line item within other income.

After the adoption of ASC 326, the guarantee income (i.e. the release of ASC 460 component of guarantee liability) was recorded as a separate financial statement line item within revenue and the credit losses for quality assurance commitments (i.e. the recognition of CECL losses) was recorded within expenses.

Consolidated balance sheets

	As of Dec 31,	As of Dec 31,	As of Mar 31,	
	2018	2019	RMB	USD
RMB million	RMB	RMB	RMB	USD
Cash and cash equivalents	1,616	2,325	2,183	308
Restricted cash	3,678	3,686	2,556	361
Short-term investments	1,695	115	234	33
Investments	168	953	953	135
Quality assurance receivable, net of credit loss allowance for quality assurance receivable	2,064	3,650	2,631	372
Intangible assets	69	64	97	14
Property, equipment and software, net	144	134	127	18
Loans receivable, net of credit loss allowance for loans receivable	2,331	4,808	4,562	644
Accounts receivable, net of credit loss allowance for accounts receivable	812	882	766	108
Deferred tax assets	123	130	419	59
Financial guarantee derivative assets	56	-	-	-
Contract assets	112	21	-	-
Right of use assets	-	96	85	12
Prepaid expenses and other assets	225	1,391	1,292	183
Goodwill	50	50	50	7
Total assets	13,142	18,304	15,957	2,254
Payable to platform customers	905	685	308	44
Quality assurance payable	3,819	4,776	-	-
Deferred guarantee income	-	-	1,245	176
Expected credit losses for quality assurance commitment	-	-	2,316	327
Payroll and welfare payable	188	177	98	14
Taxes payable	225	128	166	23
Short-term borrowings	25	235	235	33
Funds payable to investors of consolidated trusts	1,506	3,660	3,346	473
Contract liability	165	56	40	6
Deferred tax liabilities	100	199	207	29
Accrued expenses and other liabilities	223	292	392	55
Leasing liabilities	-	85	75	11
Dividends payable	-	-	264	37
Total liabilities	7,157	10,293	8,693	1,228
Ordinary shares	102	103	103	15
Additional paid-in capital	5,896	5,641	5,640	797
Treasury stock	(332)	(47)	(72)	(10)
Statutory reserves	256	317	317	45
Accumulated other comprehensive income	58	70	74	10
Retained earnings	46	1,967	1,239	175
Total FinVolution Group shareholder's equity	5,924	7,948	7,200	1,017
Non-controlling interest	62	64	64	9
Total shareholders' equity	5,986	8,011	7,264	1,026
Total liabilities and shareholders' equity	13,142	18,304	15,957	2,254

Consolidated statements of cash flows

RMB million	FY2018			FY2019			1Q2019		1Q2020	
	RMB	RMB	USD	RMB	RMB	USD	RMB	RMB	USD	
Net cash provided by (used in) operating activities	1,885	(216)	(31)	475	(583)	(82)				
Net cash (used in) investing activities	(1,447)	(828)	(119)	(270)	(260)	(37)				
Net cash provided by (used in) financing activities	530	1,750	251	585	(431)	(61)				
Effect of exchange rate changes on cash and cash equivalents	42	11	2	(15)	3	0				
Net increase (decrease) in cash, cash equivalent and restricted cash	1,010	717	103	774	(1,272)	(180)				
Cash, cash equivalent and restricted cash at beginning of period	4,284	5,294	760	5,294	6,011	849				
Cash, cash equivalent and restricted cash at end of period	5,294	6,011	863	6,068	4,739	669				

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The buildings are arranged in a way that creates a sense of height and depth, with lines converging towards the top of the frame. The sky is a vibrant blue with scattered white clouds. The overall color palette is dominated by blues and greys.

Appendix

Accounting policy change to CECL⁽¹⁾

The following table sets forth the impact to the financial position of the Company and retained earnings upon adoption of the standard on January 1, 2020:

RMB (in millions)	December 31, 2019	CECL adoption impact	January 1, 2020
Credit loss allowance for assets			
Quality assurance receivable	809.5	35.0	844.5
Loans receivable	316.1	303.3	619.4
Accounts receivable	145.7	142.1	287.8
Liabilities			
Quality assurance payable	4,776.2	690.1	5,466.3 ⁽²⁾
Retained earnings			
Total pre-tax impact		1,170.5	
Tax effects		(287.5)	
		883.0	

(1) Effective January 1, 2020, FinVolution Group adopted the ASC 326, Measurement of Credit Losses on Financial Instruments or "CECL", using a modified retrospective method. As a result of adopting ASC 326, the Company recognized the cumulative effect of initially applying the standard as a decrease of approximately RMB 883.0 million to the opening balances of retained earnings.

The adoption of this standard established a single credit loss model for all financial assets carried at amortized cost and certain off balance sheet credit exposures (i.e. guarantees). Under ASC 326, the Company is required to record the expected credit losses of the financial assets and off balance sheet credit exposures upon initial recognition, which is typically earlier than the old standard. Also, the CECL framework requires our estimate to reflect expected credit losses over the full expected life and considers expected future changes in the macroeconomic conditions.

Further, before the adoption of ASC 326, guarantee liabilities subsequent to initial recognition, was recorded at the higher of our stand ready obligation (ASC 460 component) and the contingent component (ASC 450 component). Upon adoption of ASC 326, the expected credit losses, which replaces ASC 450 component, was recorded separately from and in addition to the ASC 460 component upon initial recognition. Subsequently, the ASC 460 component is released as revenue systematically over the term of the loans and the expected credit losses is trued up based on expected life time credit losses of the loans covered by the quality assurance commitments at each balance sheet date.

(2) Upon adoption of ASC 326, quality assurance payable is separated into deferred guarantee income (i.e. the unamortized ASC 460 component of guarantee) amounting to 1,873.3 million and expected credit losses for quality assurance commitment (i.e. CECL liability) amounting to 3,593.0 million.

Off-balance sheet loans⁽¹⁾

Key account items related to service fees

		Q1 2020 (RMB mn)		As % of Total Revenues
Income Statement	Loan facilitation service fees	375	<ul style="list-style-type: none"> For each loan facilitated on our platform, we receive a transaction fee Loan facilitation service fees are the portion of transaction fees received in relation to work we perform in connecting borrowers with investors and facilitating the origination of loan transactions. Such fees are recognized as revenue upon execution of loan agreement. 	18%
	Post-facilitation service fees	183	<ul style="list-style-type: none"> Post-facilitation service fees are the portion of transaction fees received in relation to services we provide after loan origination, such as repayment facilitation and loan collection. Such fees are deferred and amortized over the period of the loan. 	9%
	Provision for accounts receivables	-33	<ul style="list-style-type: none"> Provision for doubtful accounts mainly consists of provision for past due transaction fees that are potentially uncollectible. 	
Balance Sheet		Mar 31, 2020 (RMB mn)		As % of Total Assets
	Accounts receivable	766	<ul style="list-style-type: none"> Accounts receivable mainly consists of transaction fees for loan facilitation and post-facilitation services. Such transaction fees are collected in monthly installments. 	5%
	Contract liability	40	<ul style="list-style-type: none"> Contract liability includes deferred post-facilitation service fees. 	As % of Total Liabilities
				1%

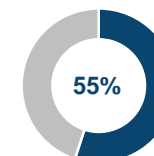
(1) Mainly loans facilitated on our marketplace by institutional funding partners (banks, consumer finance companies, and other financial institutions).

Off-balance sheet loans⁽¹⁾

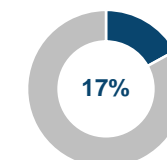
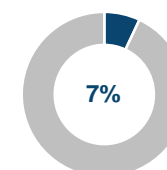
Key account items related to credit risk

		Q1 2020 (RMB mn)	
Income Statement	Guarantee income	1,150	<ul style="list-style-type: none"> Represents the release of deferred guarantee income as loans and their related risks are reduced. The deferred guarantee income is released systematically over the term of the loans subject to quality assurance commitment.
Balance Sheet	Restricted cash (Quality Assurance)	1,065	<ul style="list-style-type: none"> Represents the residual amounts in quality assurance accounts after receipt of quality assurance contributions, payouts made to compensate for delinquent loan principal and interest, and amounts recovered from defaulted borrowers.
	Quality assurance receivable	2,631	<ul style="list-style-type: none"> The Company determines for each loan the guarantee fee, or quality assurance contributions required from each borrower. Such fees or contributions are collected on a monthly basis. A quality assurance receivable is recognized at loan inception at fair value, which takes into account the expected default rate.
	Expected credit losses for quality assurance commitment	2,316	<ul style="list-style-type: none"> Represents the expected future payouts we would be required to make under our quality assurance commitment to investors.
	Deferred guarantee income	1,245	<ul style="list-style-type: none"> After adoption of ASC 326, the deferred guarantee income are released as a revenue systematically over the term of the loans subject to quality assurance commitment.

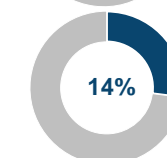
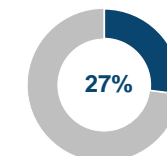
As % of Total Revenues



As % of Total Assets



As % of Total Liabilities



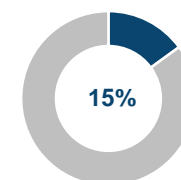
(1) Mainly loans facilitated on our marketplace by institutional funding partners (banks, consumer finance companies, and other financial institutions).

On-balance sheet loans⁽¹⁾

Key account items

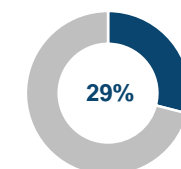
		Q1 2020 (RMB mn)	
Income Statement	Interest income	395	<ul style="list-style-type: none"> Represents interest income on loan receivables, which is recognized on an accrual basis using effective interest rate method Such loan receivables represent loans originated through the Company's micro-lending company, and by consolidated trusts
	Interest expenses	-80	<ul style="list-style-type: none"> Mainly represents the investment returns of third-party investors in the trusts Recognized on an accrual basis
	Provision for loans receivable	-296	<ul style="list-style-type: none"> Provision for potential losses on loan receivables based on expected life time credit losses of the loans

As % of Total Revenues

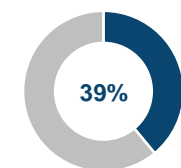


		Mar 31, 2020 (RMB mn)	
Balance Sheet	Loans receivables, net of provision for loan losses	4,562	<ul style="list-style-type: none"> Represents loans originated by the Company through its micro-lending company, and the consolidated trusts, net of allowances for loan losses. The Company is the primary beneficiary of the trusts, which solely invest in loans on the Company's platform Their assets, liabilities, results of operations, cash flows are consolidated.
	Funds payable to investors of consolidated trusts	3,346	<ul style="list-style-type: none"> Represents the funds payable to third-party investors in the trusts.

As % of Total Assets



As % of Total Liabilities



Finvolution Group

Investor Presentation
May 2020

(1) Mainly loans facilitated on our marketplace by trusts and our micro-lending company.

Delinquency rates by balance⁽¹⁾

	Delinquent for			
	15–29 days	30–59 days	60–89 days	90–179 days
March 31, 2017	0.57%	0.95%	0.79%	1.64%
June 30, 2017	0.86%	1.11%	0.79%	1.58%
September 30, 2017	0.89%	1.40%	1.15%	2.41%
December 31, 2017	2.27%	2.21%	1.72%	4.19%
March 31, 2018	0.87%	2.11%	2.43%	8.01%
June 30, 2018	0.83%	1.21%	1.05%	4.61%
September 30, 2018	1.03%	1.77%	1.49%	3.37%
December 31, 2018	0.92%	1.63%	1.41%	4.23%
March 31, 2019	0.80%	1.61%	1.45%	3.80%
June 30, 2019	0.86%	1.42%	1.37%	3.66%
September 30, 2019	0.90%	1.50%	1.35%	3.68%
December 31, 2019	1.34%	2.40%	1.86%	4.91%
March 31, 2020	1.34%	3.03%	2.33%	7.25%

(1) Delinquency rate by balance is defined as the balance of outstanding principal for loans that were 15-29, 30-59, 60-89, 90-179 calendar days past due as of the date indicated as a percentage of the total outstanding principal for loans, excluding those at 180+ days delinquent, as of the same date.

Delinquency rates by vintage⁽¹⁾

	Month on book										
	2 nd	3 rd	4 th	5 th	6 th	7 th	8 th	9 th	10 th	11 th	12 th
2017Q1	1.51%	2.09%	2.71%	3.33%	3.87%	4.33%	4.68%	4.98%	5.33%	5.61%	5.80%
2017Q2	2.19%	3.01%	3.86%	4.56%	5.13%	5.78%	6.32%	6.79%	7.05%	7.19%	7.24%
2017Q3	2.22%	3.05%	4.13%	5.18%	6.13%	6.64%	6.88%	7.04%	7.16%	7.22%	7.26%
2017Q4	2.86%	4.24%	5.19%	5.69%	5.98%	6.19%	6.29%	6.39%	6.47%	6.49%	6.50%
2018Q1	1.37%	2.20%	2.99%	3.67%	4.32%	4.86%	5.23%	5.50%	5.66%	5.74%	5.77%
2018Q2	1.87%	3.12%	4.39%	5.46%	6.33%	6.99%	7.47%	7.80%	7.99%	8.08%	8.13%
2018Q3	1.45%	2.51%	3.53%	4.39%	5.09%	5.59%	5.97%	6.28%	6.50%	6.64%	6.72%
2018Q4	1.43%	2.49%	3.55%	4.42%	5.18%	5.76%	6.20%	6.54%	6.81%	7.01%	7.16%
2019Q1	1.34%	2.38%	3.45%	4.36%	5.13%	5.75%	6.22%	6.65%	6.99%	7.25%	7.43%
2019Q2	1.33%	2.34%	3.31%	4.18%	5.05%	5.82%	6.44%	6.98%			
2019Q3	1.02%	2.16%	3.42%	4.55%	5.64%						
2019Q4	0.83%	2.07%									

(1) The table display the historical cumulative 30-day plus past due delinquency rates by loan origination vintage for all loan products facilitated through the Company's online marketplace.