Investor Presentation

December 2020



FinVolution Group

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Proven operating history enabled by technology



Loan facilitation model

Connecting under-served borrowers with FIs



13-year operating history

Continuous innovation



Advanced proprietary technology

Thousands of variables for credit assessment



Large user base

113mn registered users⁽¹⁾/18.6mn borrowers⁽²⁾

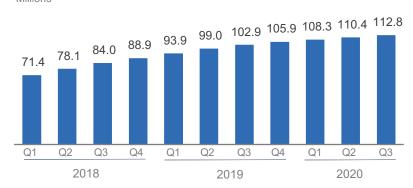


Successful funding transition

Shift towards 100% Institutional funds(3)

Cumulative registered users(1)

Millions

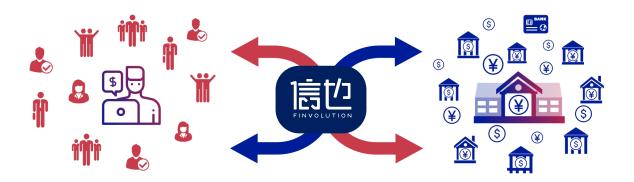


Loan origination volume⁽⁴⁾

RMB in billions 24.6 21.6 19.1 17.6 16.8 17.0 16.9 14.8 13.1 13.1 12.3 Ω1 Ω2 Ω3 Ω4 Q1 Q2 Q3 Ω4 Ω1 Q2 2020 2018 2019

- (1) As of Sep 30, 2020.
- On a cumulative basis of business in Mainland China, as of Sep 30, 2020.
- (3) The proportion of loans facilitated by institutional partners increased from 44.8% in 2Q19 to 100.0% in 4Q19 and later on.
- (4) Loan origination volume only includes business in Mainland China.

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 Fls for consumer finance assets:

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

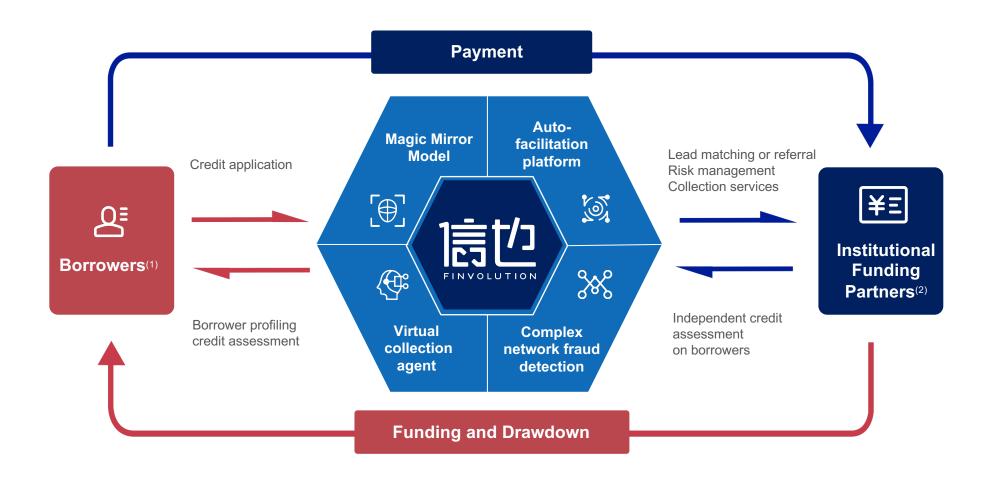
Sources:

⁽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.

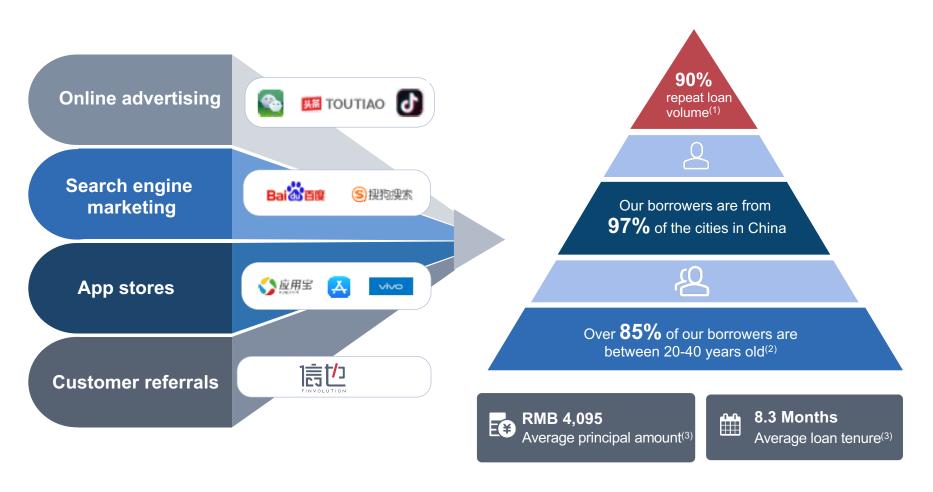
Technology enabled loan facilitation model



Borrowers are mainly individuals.

⁽²⁾ Institutional funding partners include banks, consumer finance companies and trusts.

Borrower acquisition through diverse online channels

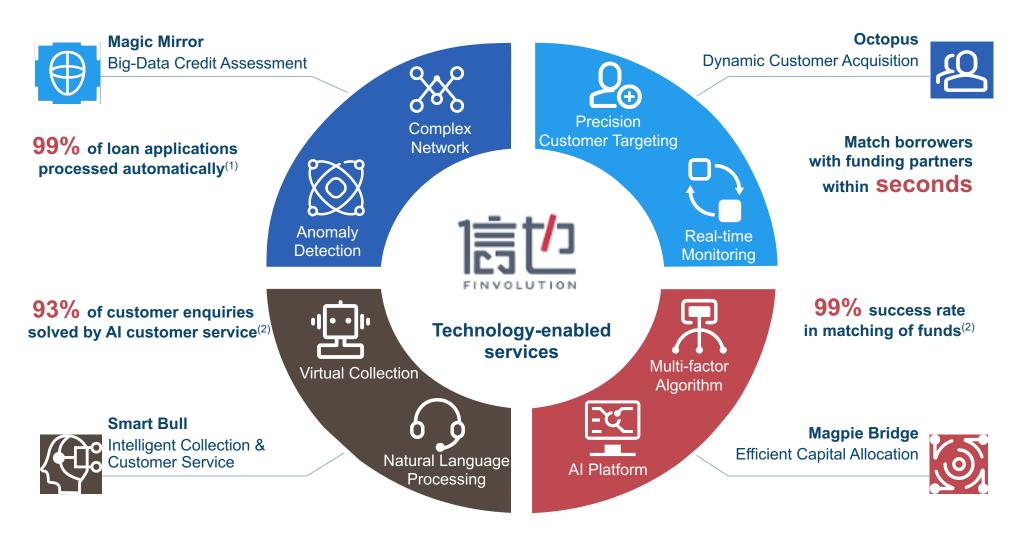


^{(1) %} of loan volume generated by repeat borrowers. Repeat borrowers are borrowers who have successfully borrowed on our platform before in the three months ended Sep 30, 2020.

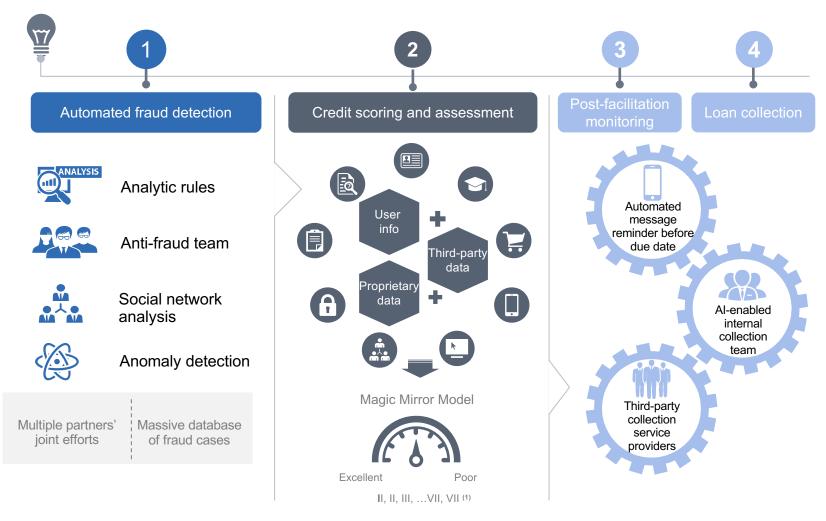
⁽²⁾ Calculated based on borrowers in Mainland China whose loans were facilitated in the three months ended Sep 30, 2020.

⁽³⁾ Calculated based on loans originated on our marketplace in Mainland China in the three months ended Sep 30, 2020.

We leverage our innovative technologies to enable financial institutions



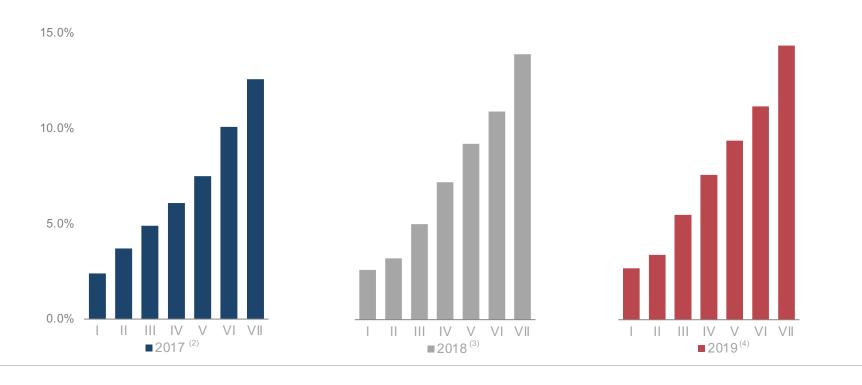
Sophisticated risk management technologies and capabilities



⁽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.

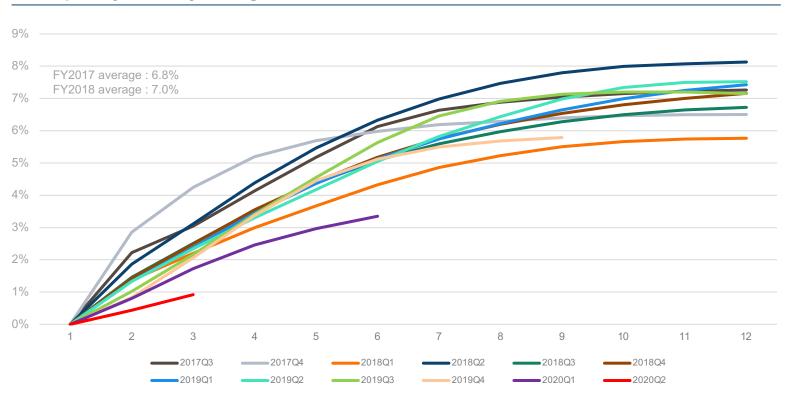
⁽²⁾ Vintage delinquency rate for loans facilitated during 2017 is calculated as the volume weighed average of the quarterly vintage delinquency rates at the end of the 12th month following the inception of each loan in an applicable vintage.

⁽³⁾ Vintage delinquency rate for loans facilitated during 2018 is calculated as the volume weighed 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 Sep 30, 2020.

Shift to better quality borrowers with improving delinquency rates

Delinquency rates by vintage(1)



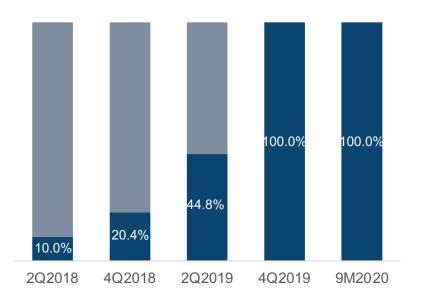
Note: Data as of Sep 30, 2020. Represents the historical cumulative 30-day plus past due delinquency rates by loan origination vintage for all loan products in Mainland China.

(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 initial principal for all loans in such vintage.

Successful business model transition

Complete shift to institutional funding

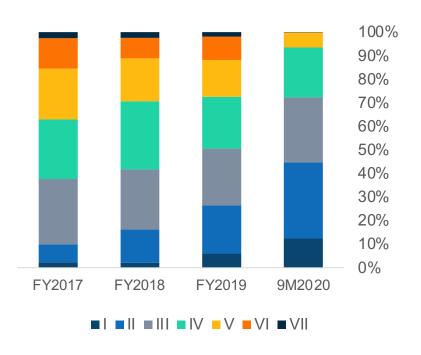
Loan volume % by funding sources



- Loans facilitated by individual investors as % of total loan volume
- Loans facilitated by institutional partners as % of total loan volume

Shift towards more prime 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



Deepen cooperation with institutional partners

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





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



International expansion & investments

- · Initial focus on South East Asia
- Began licensed lending operations in Indonesia, explore opportunities in Philippines and Vietnam



Wealth management

 Provide online wealth management services for mass affluent segment enabled by our strong technologies



Business outlook (1)

Loan origination volume

Q4 2020 loan volume expected to be in the range of RMB18bn and 20bn.

Cost of funds on the platform

Average cost of funds expected to decline to below 8%; cost of new funds already below 8%.

Delinquency trends

- **Leading indicators:** Day-1 delinquency rate has fallen to below 7%, and 30-day loan collection recovery rate has reached about 90%, significantly better than 2019 Q4 levels.
- Expect vintage delinquency rate for loans originated in 2020 Q2 and Q3 to be below 4%, and for new loan originations by the end of the year to decline to around 3.5%.

⁽¹⁾ Based on comments made by the Company in its earnings release and earnings call on November 17, 2020

Committed and professional management team



GU Shaofeng

Co-founder Chairman & Chief Innovation Officer

- Microsoft
- 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





- WICRESOFT® Microsoft
- Education:
- Shanghai Jiao Tong University



ZHANG Feng

Chief Executive Officer



- Education:
- Tsinghua University
- Duke University



XU Jiayuan

Chief Financial Officer





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



GU Ming

Chief Risk Officer & Chief Data Officer



- Education
 - Grinnell College
 - California Institute of Technology



WANG Yuxiang

Chief Product Officer & Chief Technology officer





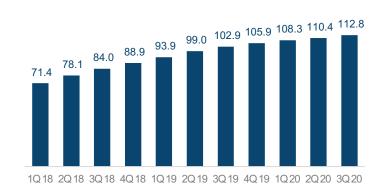
- Education:
 - Fudan University



Operating metrics

Cumulative registered users(1)

Millions



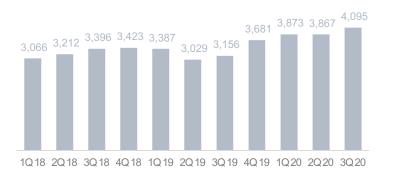
Active borrowers(2)

Millions



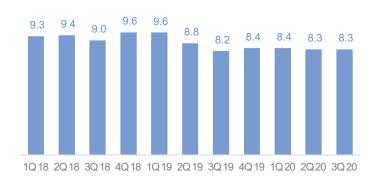
Average principal amount⁽³⁾

RMB



Average loan tenure(3)

Months



- (1) Cumulative number of users registered on our platform in Mainland China as at the end of each period.
- (2) Represents number of borrowers in Mainland China 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 in Mainland China.

Loan origination volume and declining cost of funds on the platform

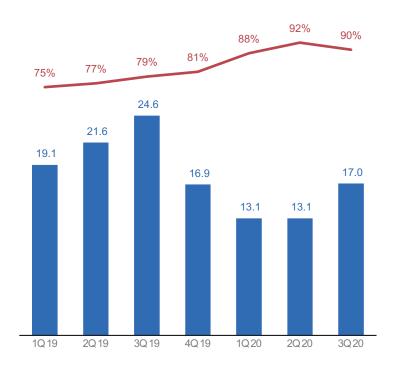
Total loan origination volume⁽¹⁾

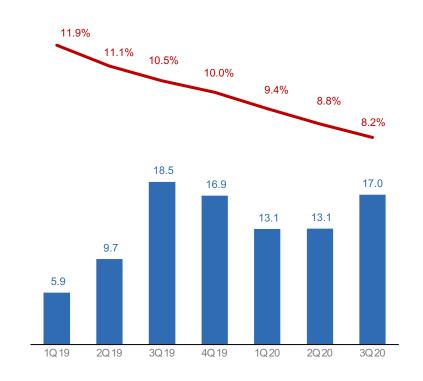
Loan volume funded by institutional partners

RMB in billions

Repeat borrowing rate (2)

RMB in billions Cost of funds on the platform⁽³⁾





Total loan volume funded either by institutional partners and individual investors.

^{(2) %} of loan volume generated by repeat borrowers. Repeat borrowers are borrowers who have successfully borrowed on our platform before each period.

⁽³⁾ Comprehensive cost of funds of off-balance sheet loans including intermediary fees.

Operating efficiency

Operating expenses as % of operating revenue⁽¹⁾

62.4% 52.8% 46.2% 49.9%

FY2019

Research and development expenses General and administrative expenses

3Q2020

3Q2019

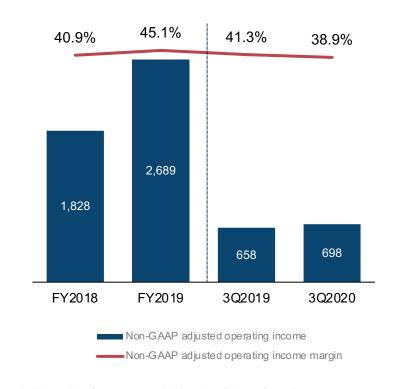
■ Sales and marketing expenses

FY2018

Origination and servicing expenses

Non-GAAP adjusted operating income (2)

RMB in millions



Operating revenues exclude guarantee income and operating expenses exclude provision for loans receivable, provision for accounts receivable and credit losses for guality assurance (1)

⁻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 3Q 2019, which excludes share-based compensation expenses of RMB8.9 million.

⁻Non GAAP adjusted operating income for 3Q 2020, which excludes share-based compensation expenses of RMB8.6 million.

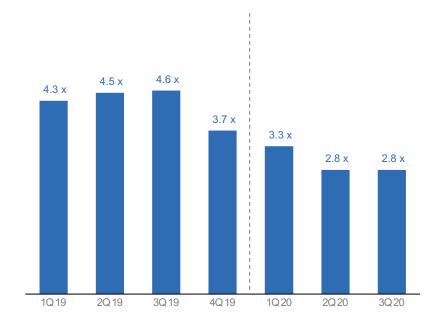
Strong balance sheet

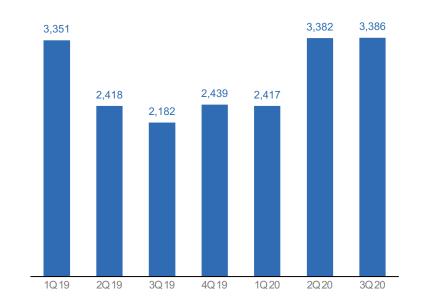
Leverage ratio⁽¹⁾



Short-term liquidity⁽²⁾

RMB in millions





⁽¹⁾ Leverage ratio = Total loans outstanding on the platform / shareholders' equity

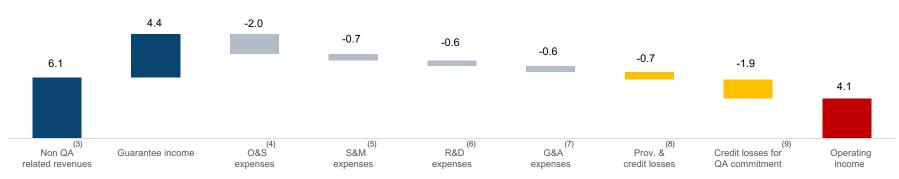
⁽²⁾ Short-term liquidity= Cash and cash equivalents + short-term investments. For illustrative purpose only.

⁽³⁾ Effective January 1, 2020, FinVolution Group adopted the ASC 326, Measurement of Credit Losses on Financial Instruments or "CECL", using a modified retrospective method. Source: Company data

Unit economics

3Q 2020⁽¹⁾





FY2019⁽²⁾

RMB, per RMB100 loan facilitated



- (1) Calculated based on loans originated on our marketplace in the three months ended Sep 30, 2020.
- (2) Calculated based on loans originated on our marketplace in the twelves 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	Year-to-date*	Cumulative Amount Since IPO*
Dividend per ADS (US\$)	0.19	0.12	-	-
Shares repurchase amount (During the period)	67.3	6.7	47.9	121.9
Total dividend amount (During the period)	58.4	36.7	-	95.1
Total value returned to shareholders (During the period)	125.7	43.4	47.9	217.0

^{*}Up to November 12,2020.

Consolidated statements of comprehensive income

	FY2018	FY2019	3Q2019	3Q2020	9M2019	9M2020
RMB million	RMB	RMB	RMB	RMB	RMB	RMB
Loan facilitation service fees	2,919	3,311	894	486	2,772	1,266
Post-facilitation service fees	923	1,200	301	161	925	497
Net interest income	256	1,107	345	261	790	909
Other Revenue	377	345	53	138	244	320
Changes in expected discretionary payment to IRF investors	69	-	-	-	-	-
Guarantee income ⁽¹⁾	-	-	-	747	-	2,719
Net revenue	4,544	5,963	1,593	1,793	4,730	5,710
Origination and servicing expenses	(986)	(1,208)	(332)	(339)	(903)	(861)
Sales and marketing expenses	(711)	(720)	(229)	(115)	(589)	(273)
General and administrative expenses	(383)	(436)	(125)	(105)	(335)	(304)
Research and development expenses	(318)	(391)	(108)	(93)	(298)	(264)
Provision for loans receivable	(193)	(300)	(80)	(90)	(197)	(506)
Provision for accounts receivable	(107)	(262)	(69)	(35)	(198)	(92)
Credit losses for quality assurance commitment(1)	-	-	-	(327)	-	(1,699)
Total operating expenses	(2,697)	(3,316)	(944)	(1,104)	(2,519)	(3,998)
Operating profit	1,847	2,646	649	689	2,211	1,712
Gain from quality assurance fund	511	98	34	-	91	-
Realized gain (loss) from financial guarantee derivatives	(157)	31	37	-	30	-
Fair value change of financial guarantee derivatives	272	(56)	(43)	-	(52)	-
Other income, net	148	136	52	26	106	114
Profit before income tax expenses	2,621	2,856	729	715	2,387	1,826
Income tax expenses	(151)	(482)	(131)	(118)	(425)	(355)
Net profit	2,469	2,375	598	597	1,962	1,471

⁽¹⁾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 Se	р 30,
	2018	2019	2020)
RMB million	RMB	RMB	RMB	USD
Cash and cash equivalents	1,616	2,325	1,107	163
Restricted cash	3,678	3,686	3,915	577
Short-term investments	1,695	115	2,278	336
Investments	168	953	976	144
Quality assurance receivable, net of credit loss allowance for quality assurance receivable	2,064	3,650	1,157	170
Intangible assets	69	64	97	14
Property, equipment and software, net	144	134	108	16
Loans receivable, net of credit loss allowance for loans receivable	2,331	4,808	3,233	476
Accounts receivable, net of credit loss allowance for accounts receivable	812	882	686	101
Deferred tax assets	123	130	420	62
Financial guarantee derivative assets	56	-	-	-
Contract assets	112	21	-	-
Right of use assets	-	96	63	9
Prepaid expenses and other assets	225	1,391	1,134	167
Goodwill	50	50	50	7
Total assets	13,142	18,304	15,226	2,243
Payable to platform customers	905	685	111	16
Quality assurance payable	3,819	4,776	-	-
Deferred guarantee income	-	-	1,224	180
Expected credit losses for quality assurance commitment	-	-	2,250	331
Payroll and welfare payable	188	177	144	21
Taxes payable	225	128	202	30
Short-term borrowings	25	235	150	22
Funds payable to investors of consolidated trusts	1,506	3,660	2,428	358
Contract liability	165	56	4	1
Deferred tax liabilities	100	199	203	30
Accrued expenses and other liabilities	223	292	392	58
Leasing liabilities	-	85	54	8
Total liabilities	7,157	10,293	7,161	1,055
Ordinary shares	102	103	103	15
Additional paid-in capital	5,896	5,641	5,647	832
Treasury stock	(332)	(47)	(320)	(47)
Statutory reserves	256	317	317	47
Accumulated other comprehensive income	58	70	36	5
Retained earnings	46	1,967	2,299	339
Total FinVolution Group shareholders' equity	5,924	7,948	7,978	1,175
Non-controlling Interest	62	64	85	13
Total shareholders' equity	5,986	8,011	8,064	1,188
Total liabilities and shareholders' equity	13,142	18,304	15,225	2,242

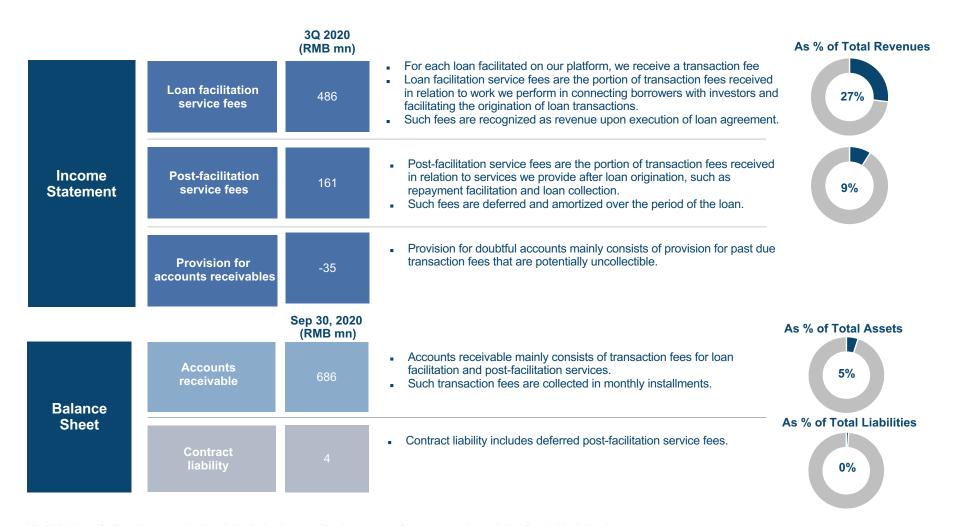
Consolidated statements of cash flows

	FY2018	Y2018 FY2019		3Q2019 3Q202		020
Million	RMB	RMB	USD	RMB	RMB	USD
Net cash provided by (used in) operating activities	1,885	(216)	(31)	1,516	791	117
Net cash provided by (used in) investing activities	(1,447)	(828)	(119)	29	(176)	(26)
Net cash provided by (used in) financing activities	530	1,750	251	285	(603)	(89)
Effect of exchange rate changes on cash and cash equivalents	42	11	2	17	(28)	(4)
Net increase (decrease) in cash, cash equivalent and restricted cash	1,010	717	103	1,846	(16)	(2)
Cash, cash equivalent and restricted cash at beginning of period	4,284	5,294	760	5,917	5,038	742
Cash, cash equivalent and restricted cash at end of period	5,294	6,011	863	7,763	5,022	740



Off-balance sheet loans(1)

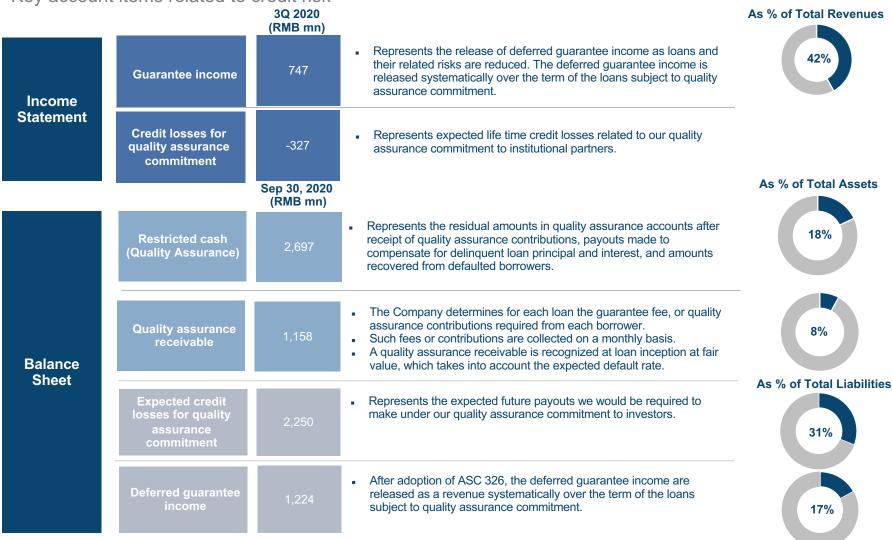
Key account items related to service fees



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

Off-balance sheet loans(1)

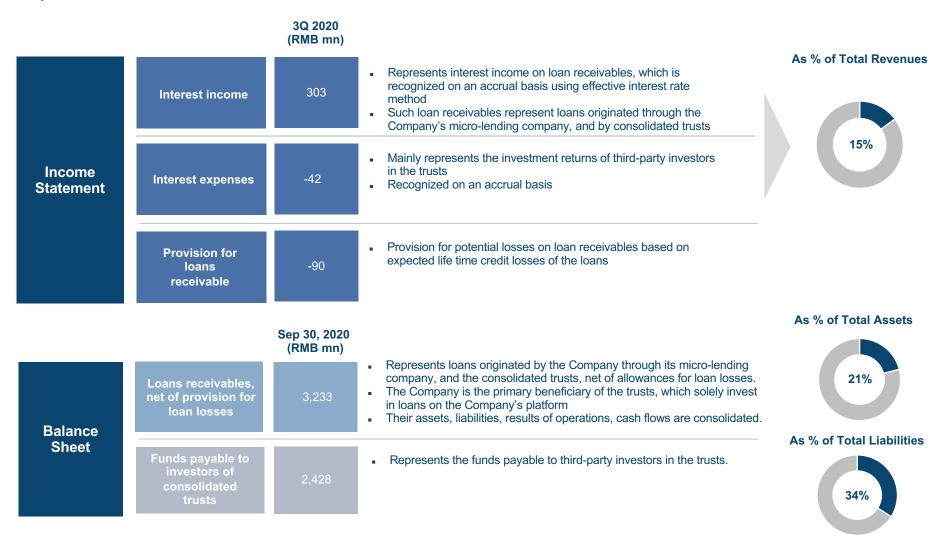
Key account items related to credit risk



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

On-balance sheet loans(1)

Key account items



⁽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			
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%			
June 30, 2020	0.71%	1.36%	1.70%	7.13%			
September 30, 2020	0.46%	0.72%	0.74%	3.40%			

⁽¹⁾ Delinquency rate by balance is defined as the balance of outstanding principal for loans facilitated in Mainland China 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
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%	7.34%	7.50%	7.52%
2019Q3	1.02%	2.16%	3.42%	4.55%	5.64%	6.45%	6.92%	7.13%	7.20%	7.20%	7.15%
2019Q4	0.83%	2.07%	3.37%	4.45%	5.12%	5.50%	5.68%	5.79%			
2020Q1	0.81%	1.73%	2.46%	2.97%	3.35%						
2020Q2	0.44%	0.92%									

⁽¹⁾ The table display the historical cumulative 30-day plus as of Sep 30, 2020 represent past due delinquency rates by loan origination vintage for all loan products facilitated in Mainland China through the Company's online marketplace.

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.