

# Investor Presentation

Nov 2021

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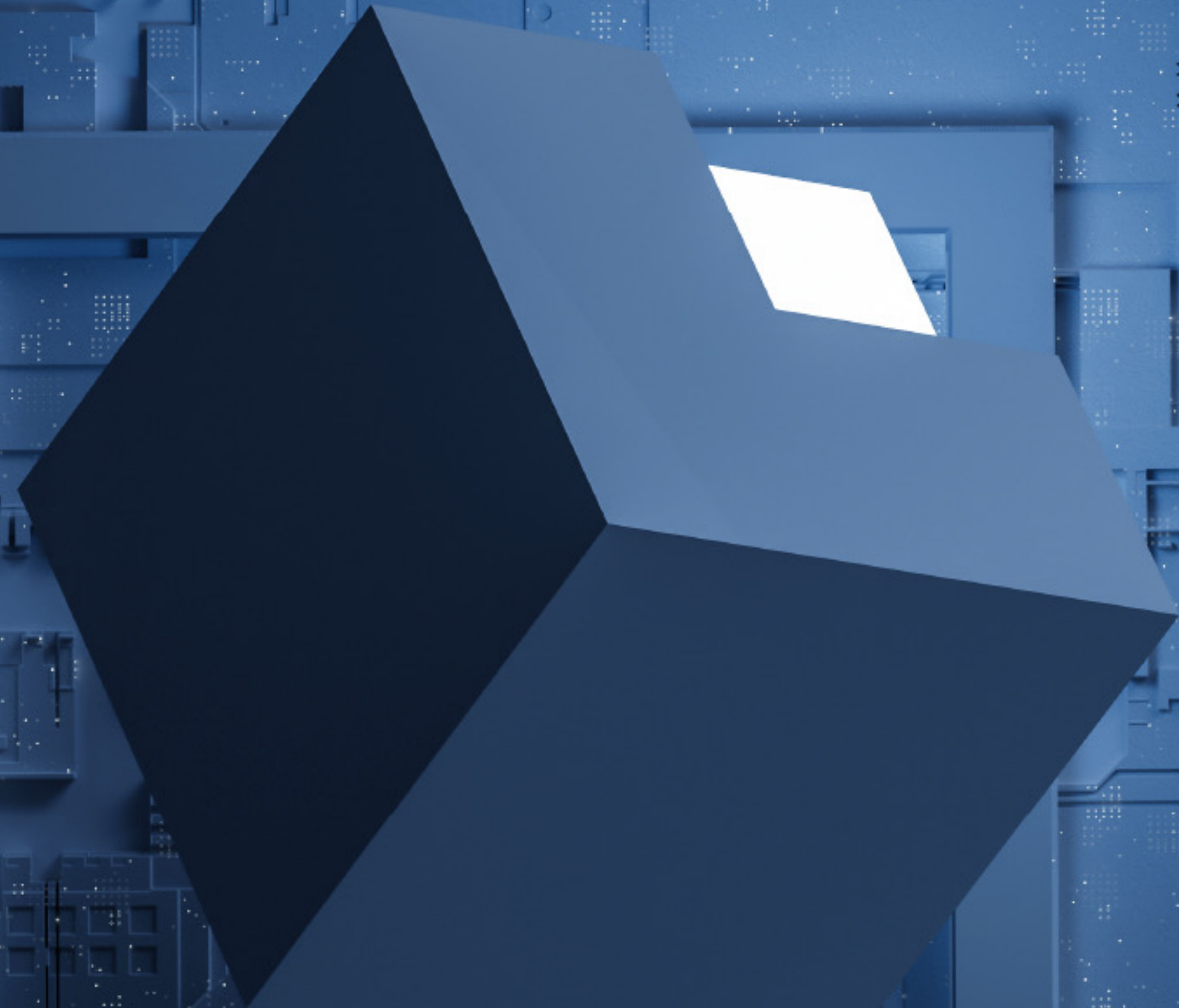
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# Corporate Overview



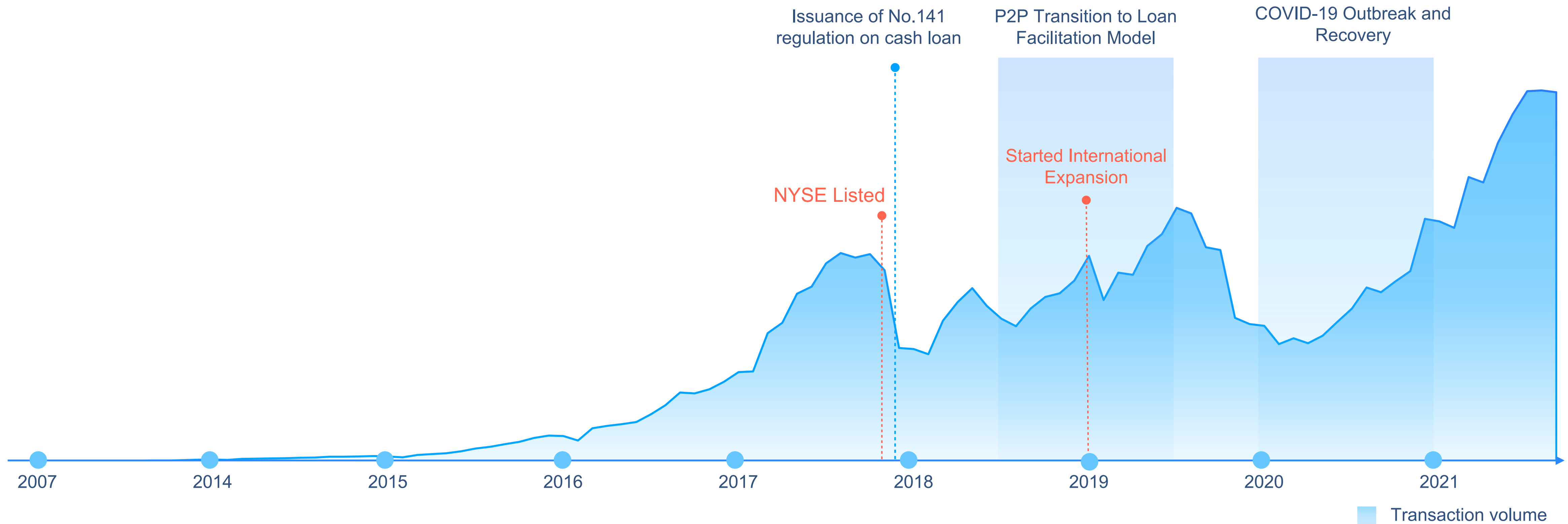
## Our Mission

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**We Are a Leading Fintech Platform Leveraging  
Innovative Technology to Make Financial Services Better.**



# Pioneer Fintech Platform in China and Global Markets



**5mm**  
Monthly Active Borrowers<sup>(1)</sup>

**9mm**  
3Q21 Quarterly Transactions

**Over 400+** Cities  
5 Countries

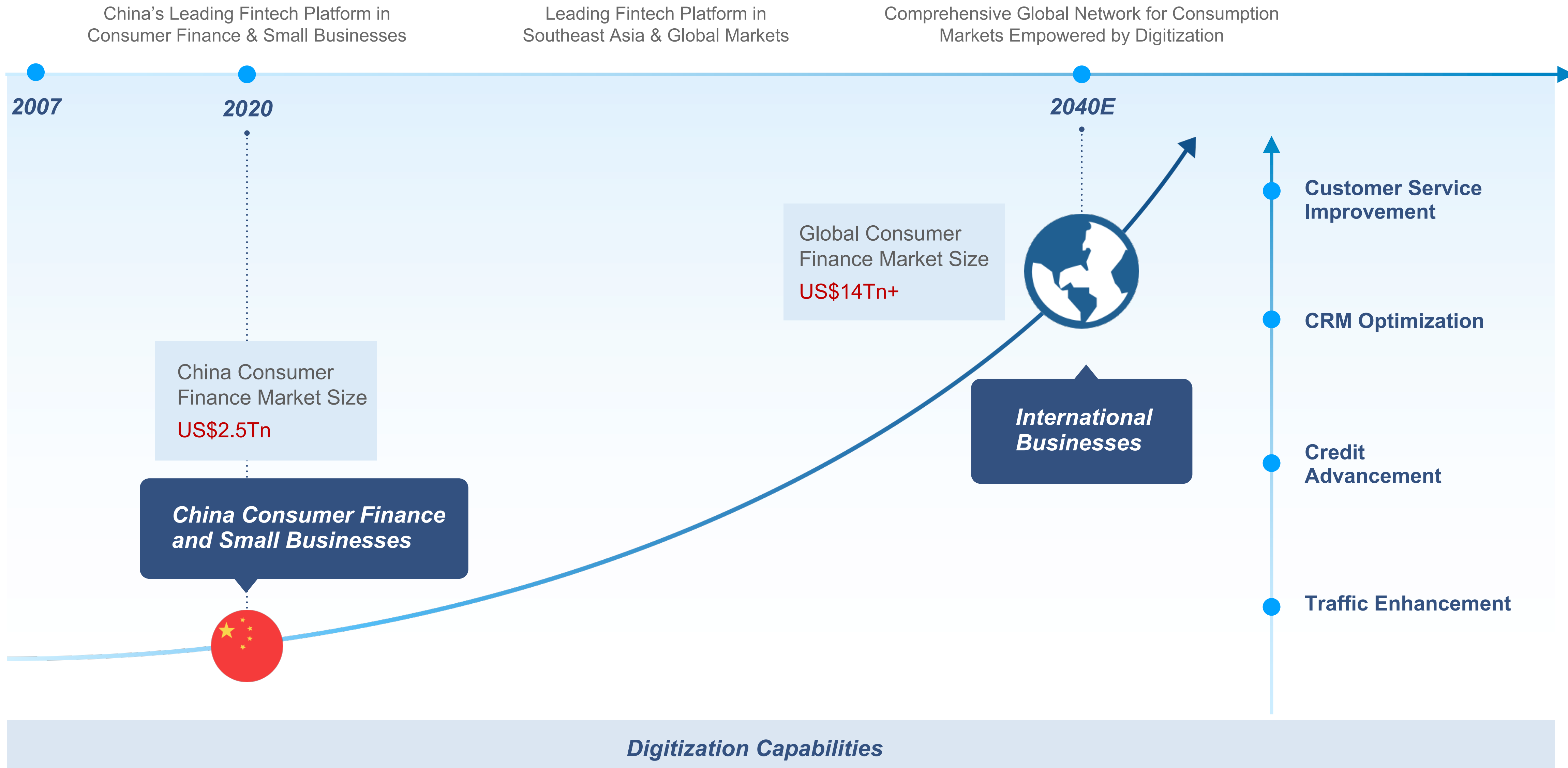
**23mm**  
Cumulative Borrowers

**702 thousands**  
Cumulative Small Business Owners Served

**RMB 400 bn**  
Cumulative Transaction Volume

(1) Represents number of borrowers with outstanding loan balance, excluding those whose loans are overdue for more than 180 days, at the end of each period.

# We Are Developing Network for Consumption Markets Driven by Digitization



# We Connect Customers through Various Products



## PPDAI Platform



Consumer Installment

Installment



## Small Business Gateway



Installment for Small Business Owners

Operational funds + Credit



## KOO Virtual Credit at POS



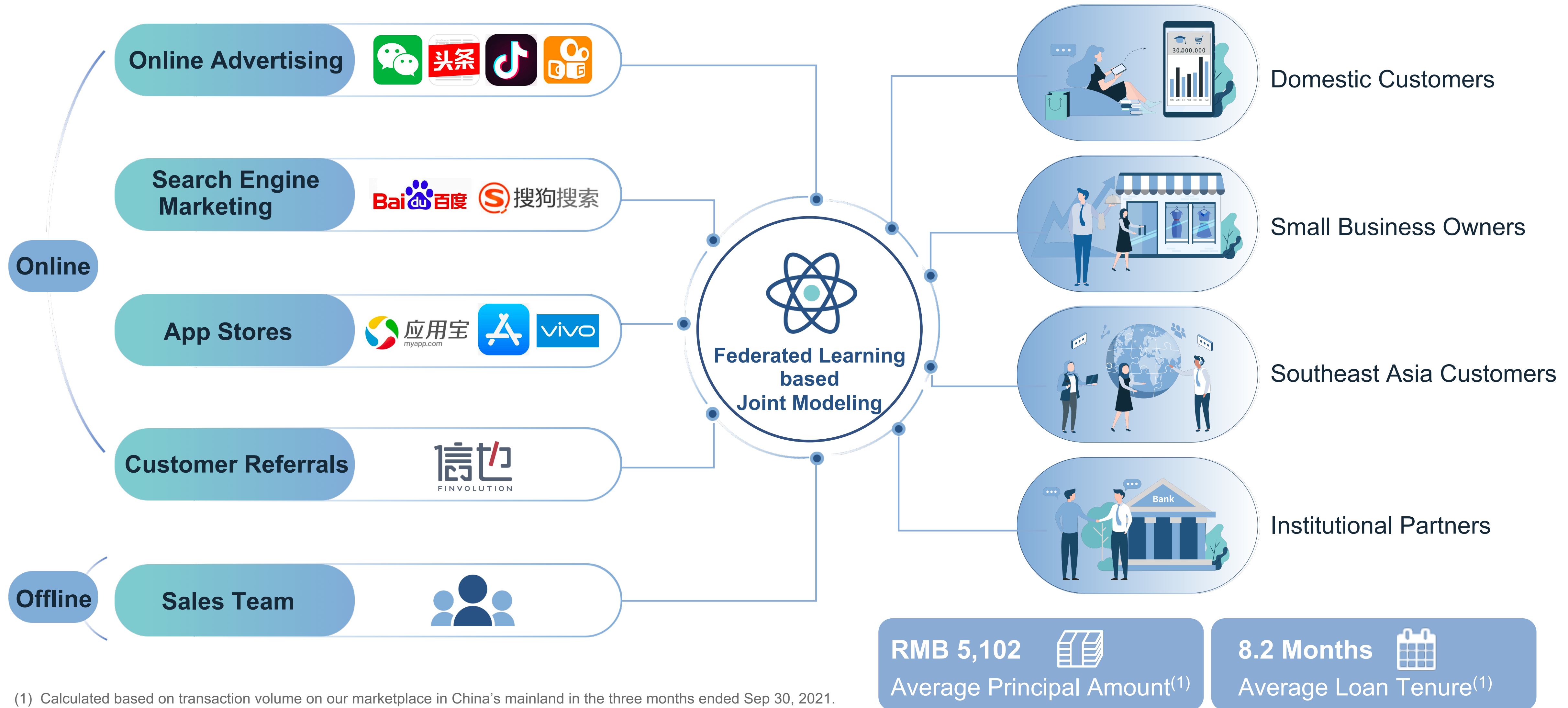
KOO Hua Card

Payment + Credit

Product

Value proposition

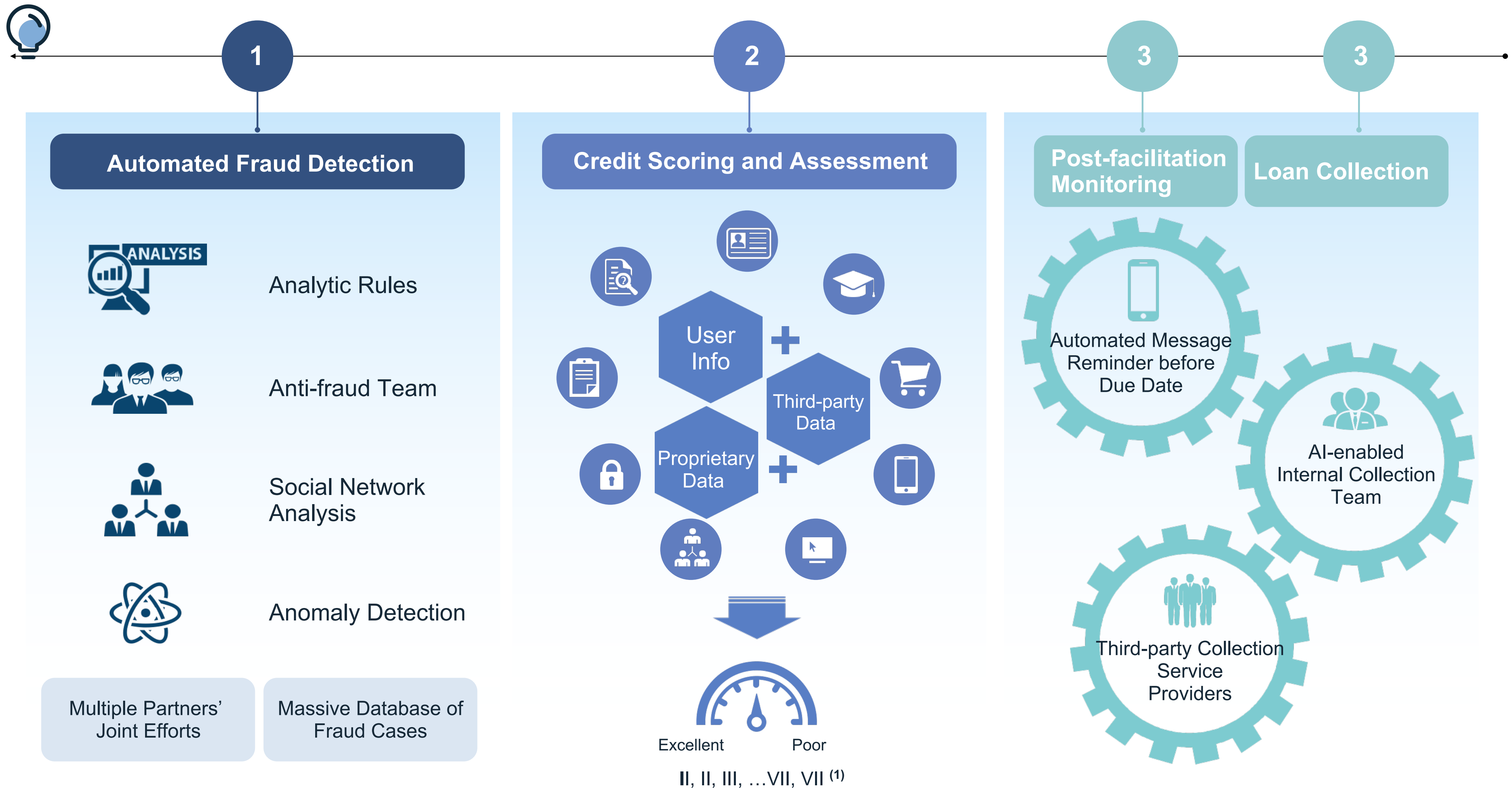
# Customer Acquisition through Diversified Channels



(1) Calculated based on transaction volume on our marketplace in China's mainland in the three months ended Sep 30, 2021.



# Sophisticated Risk Management Technologies and Capabilities

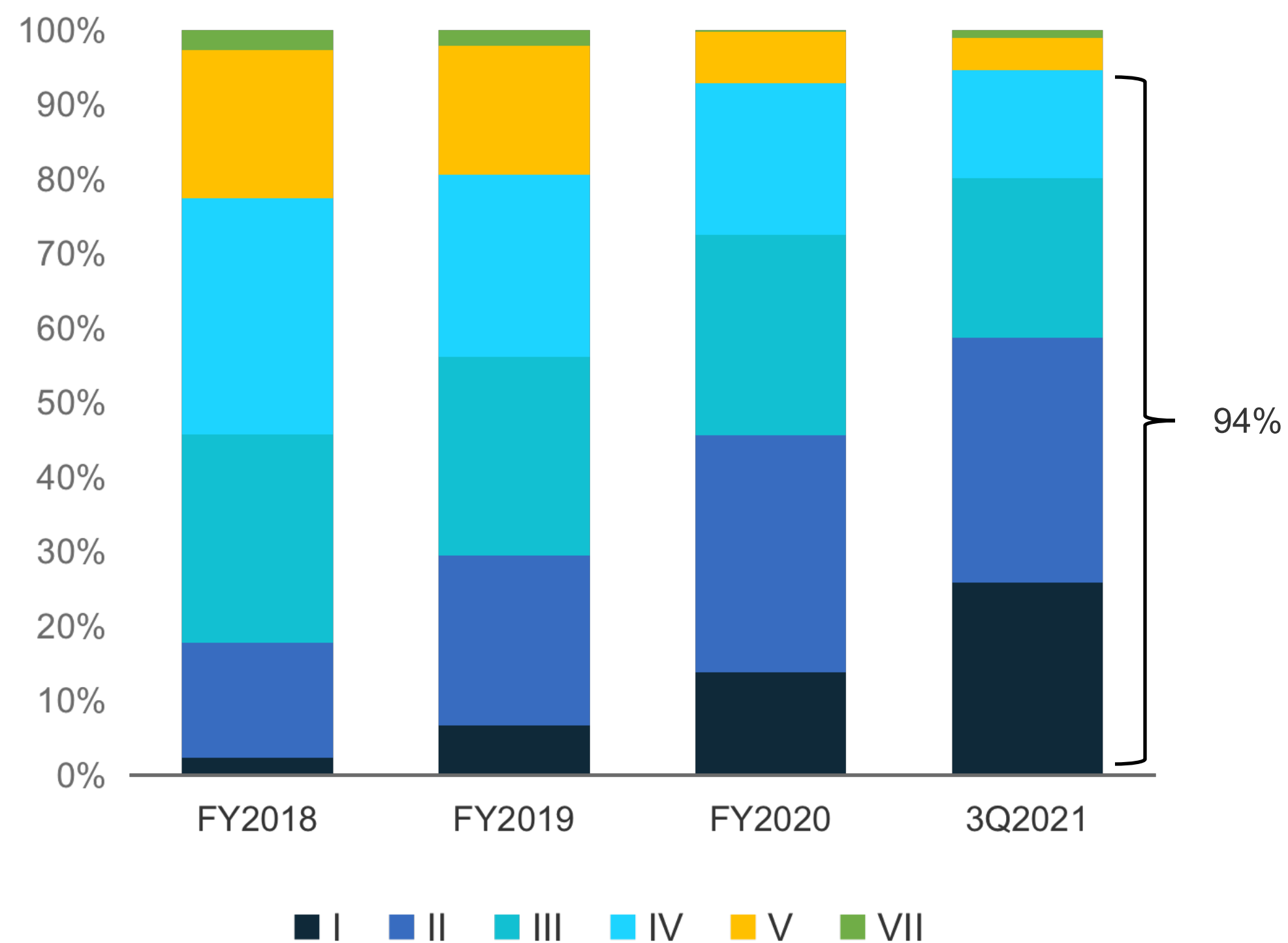


(1) Loan applicants with credit rating of VIII will be rejected.

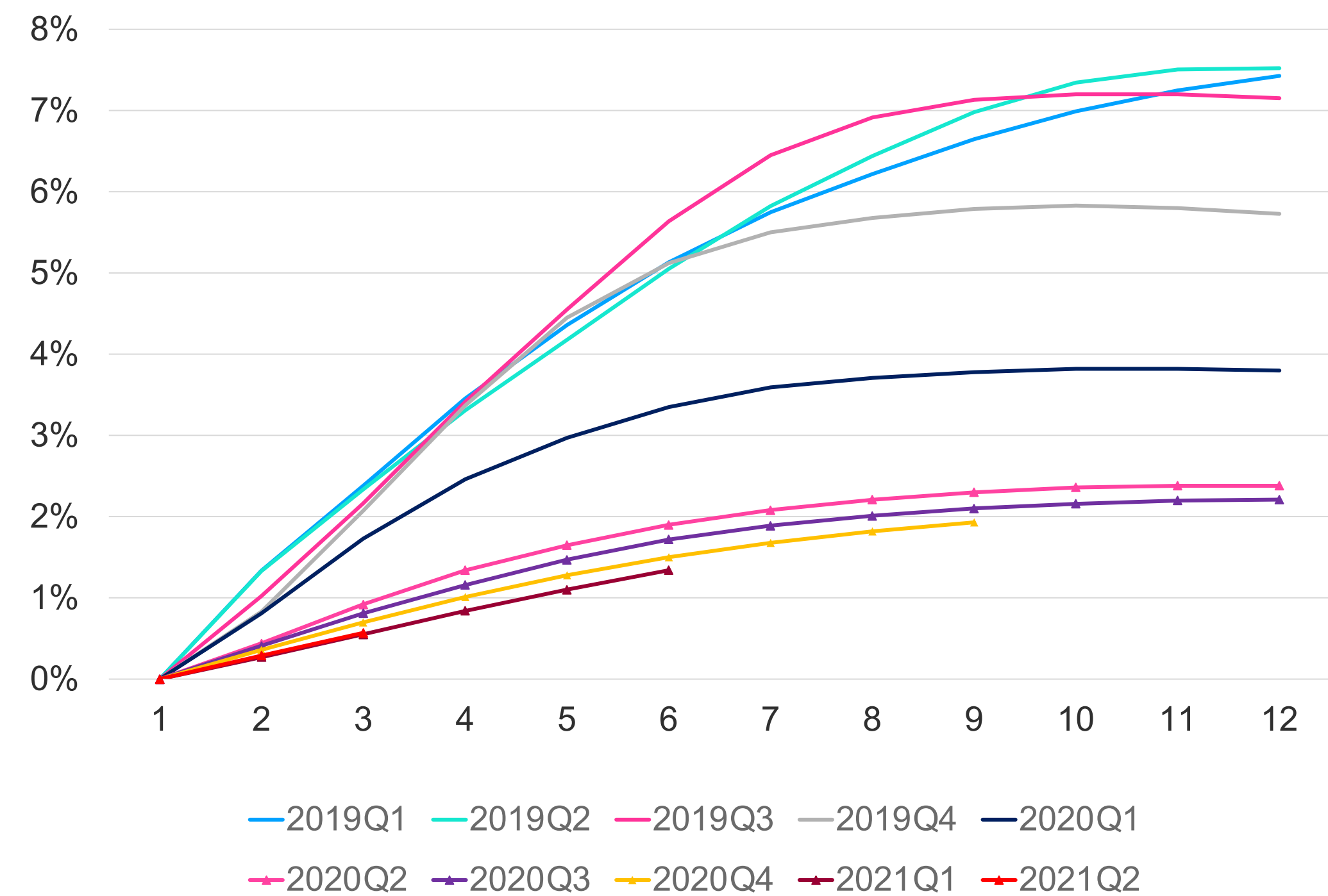
# Validated Improvement in Credit Performance

## Proportion of Transaction Volume by Credit Rating<sup>(1)</sup>

Shift towards Better Quality Borrowers



## M1+ Delinquency Rates by Vintage<sup>(2)</sup>



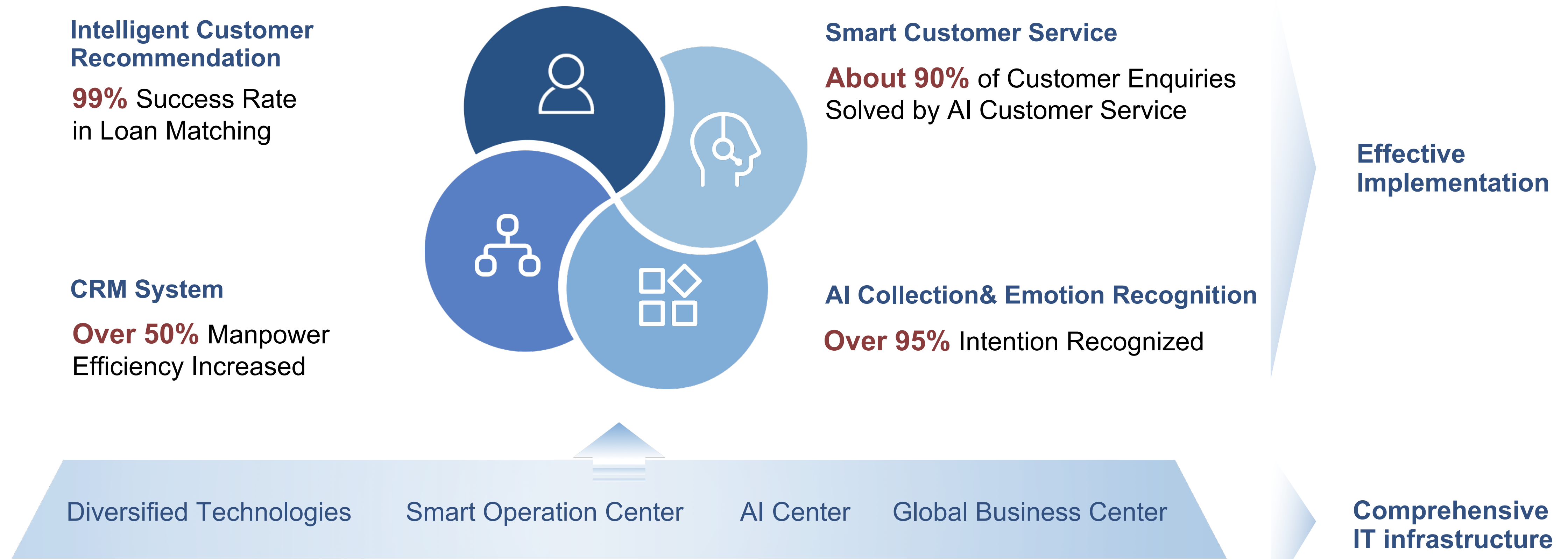
Note:

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

(2) Data as of Sep 30, 2021. Represents the historical cumulative 30-day plus past due delinquency rates by loan origination vintage for all loan products in China's mainland.

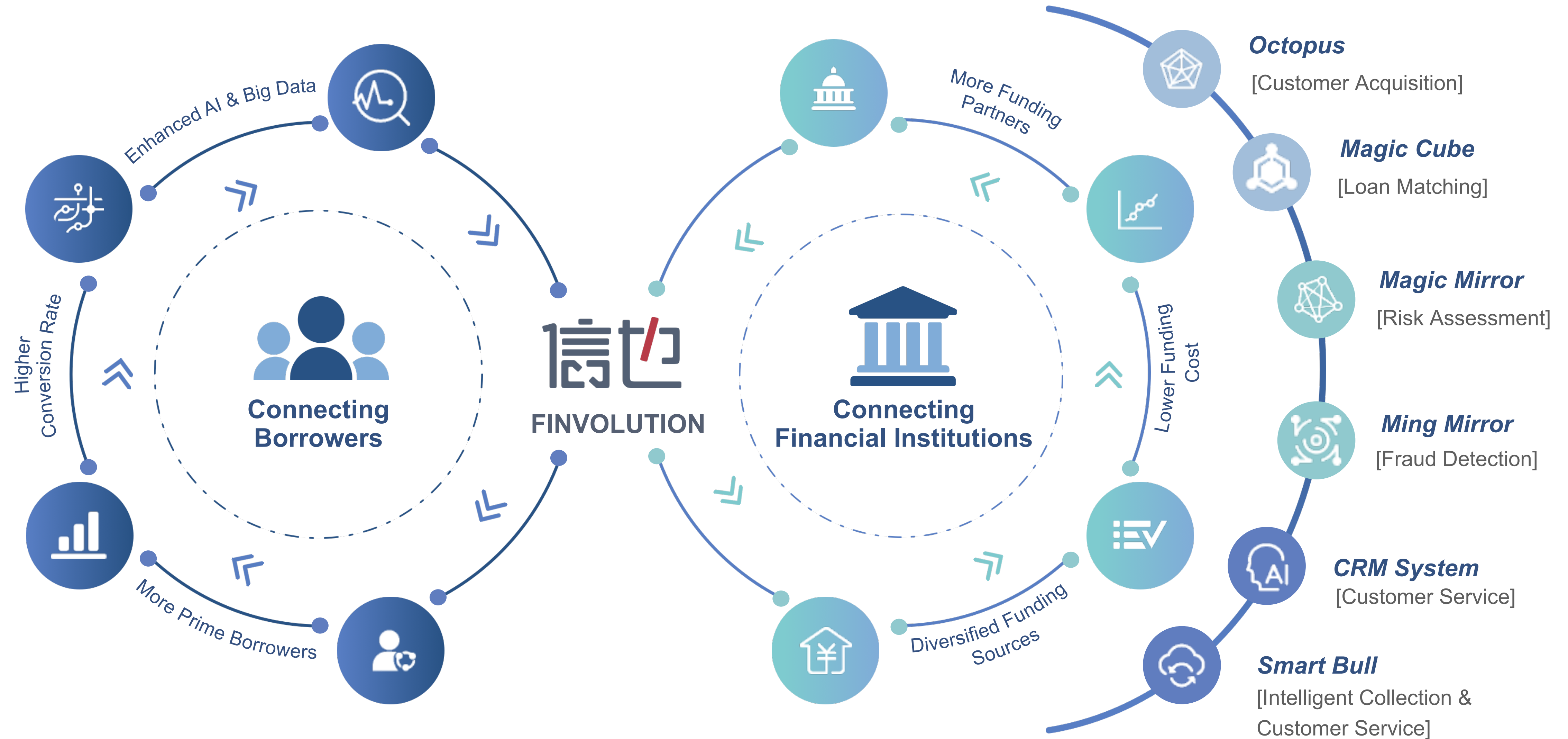
Vintage is defined as loans facilitated during a specified time period. Delinquency rate by vintage is defined as (i) the total amount of principal for all loans in a vintage that become delinquent, less (ii) the total amount of recovered past due principal for all loans in the same vintage, and divided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

# Digitization Technologies Enhances Innovation and Customer Experience

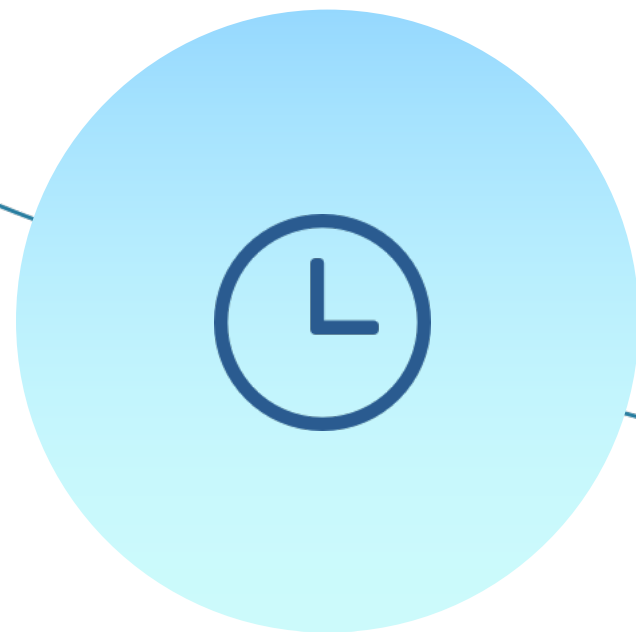


*Platform Underpins innovation, Technological Capabilities Empower Business Rapid Growth*

# Customer Experience Improvement Empowered by Technologies



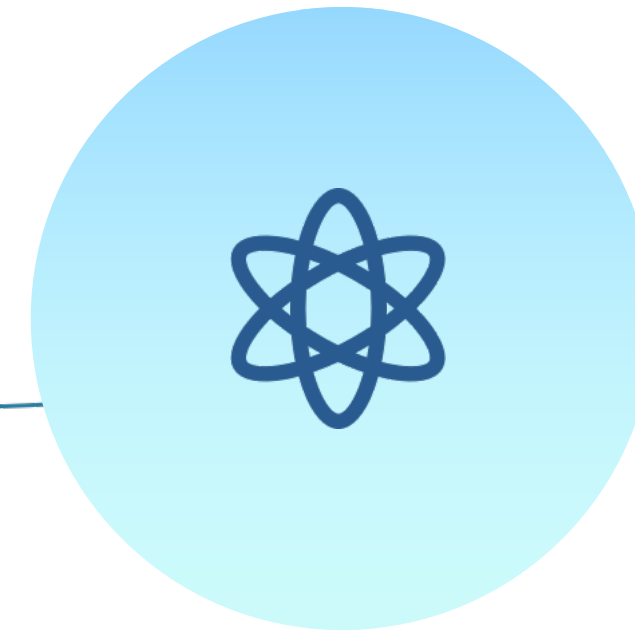
# Growth Strategies with Competitive Advantage



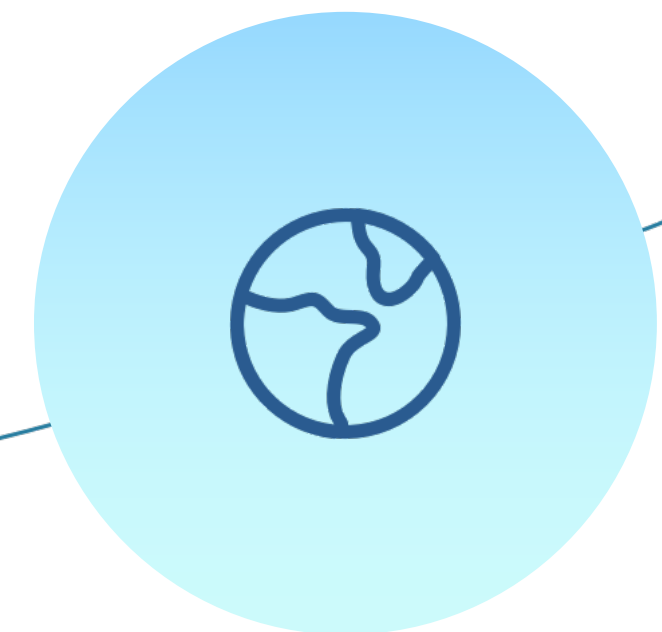
Proven **14-year** Operating History and Track Record



Empower Institutions by Increasing Penetration into **Consumer Finance Industry** and Improving Efficiency



Continued Investment in Data, Technologies and AI to Drive **Digitization** of Consumer Finance



Expand Presence and Innovative Businesses to Selected **International Markets**

# Rapid Growth across All Business Segments

## Segments

### China Business

## Transaction Volume (RMB billion)

2019	2020	2020Q3	2021Q3
82.1	64.1	17.0	37.1

## Business Lines

- Consumer Finance
- Virtual Credit Card
- Service for Small Businesses

### International Business

## Transaction Volume (RMB billion)

2019	2020	2020Q3	2021Q3
0.3	1.0	0.3	1.0

- Consumer Finance
- Buy Now Pay Later


### Other Initiatives

## Revenue (RMB million)


2019	2020	2020Q3	2021Q3
344.8	481.9	137.6	111.7

- Customer Referral
- BAAS
- Smart Retail


# 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

 中国民生银行  
CHINA MINSHENG BANKING CORP. LTD.

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



**HU Honghui**  
Co-founder  
Advisor to the  
Company

 ICBC

■ 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

 Capital One


■ Education:  
- Tsinghua University  
- Duke University




**XU Jiayuan**  
Chief Financial  
Officer

 pwc NCB  
南洋商業銀行

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



**WANG Yuxiang**  
Chief Product  
Officer & Chief  
Technology Officer

 Baidu 百度 Opera

■ Education:  
- Fudan University

# Operation & Financial metrics

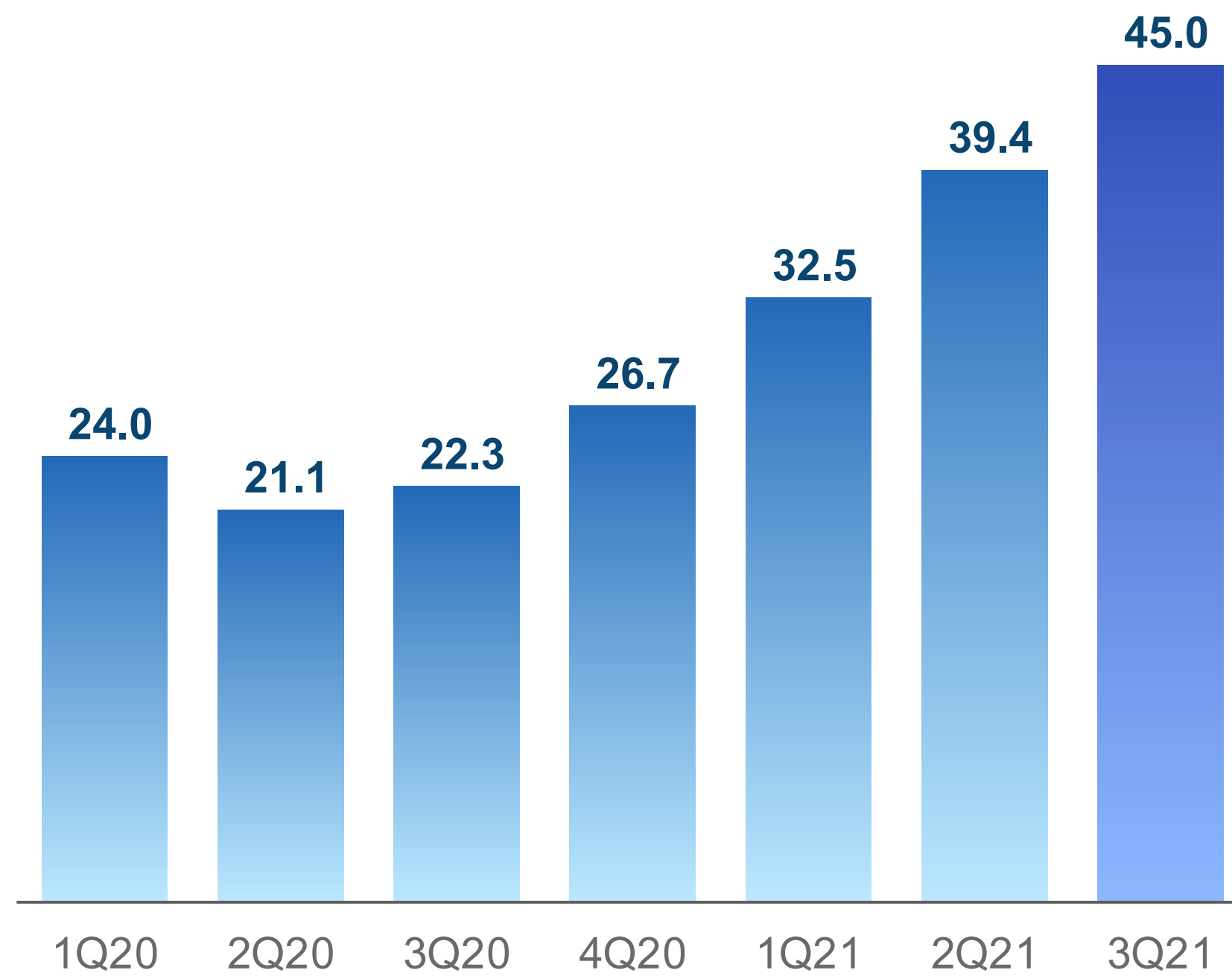




# Progressive Growth in Transaction Volume

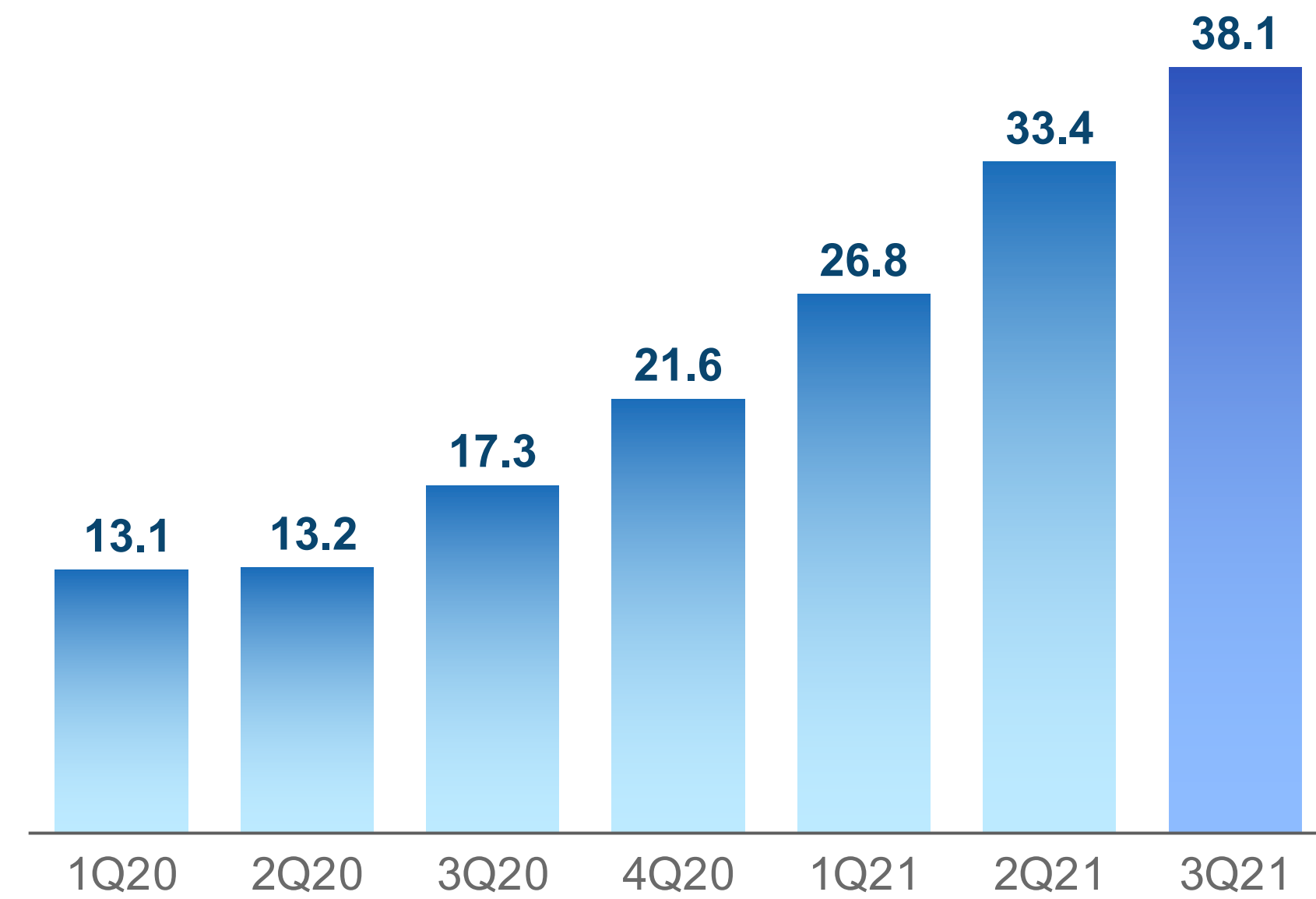
## Outstanding Loan Balance<sup>(1)</sup>

RMB in billions



## Transaction Volume<sup>(2)</sup>

RMB in billions



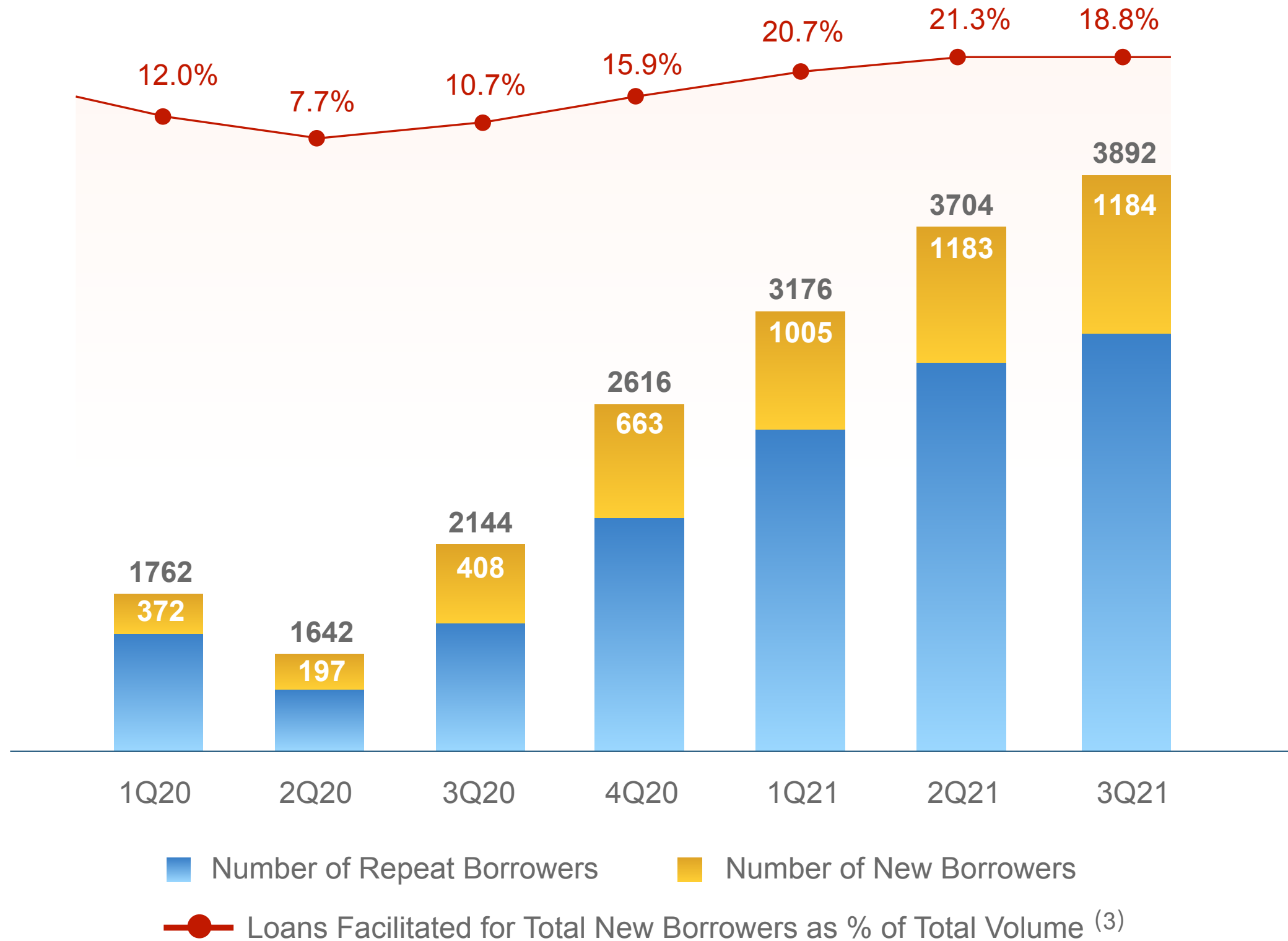
(1)As of the end of each period.

(2)Including transaction volume facilitated in China's mainland and international markets.

# High Quality Growth with Increasing New Borrowers

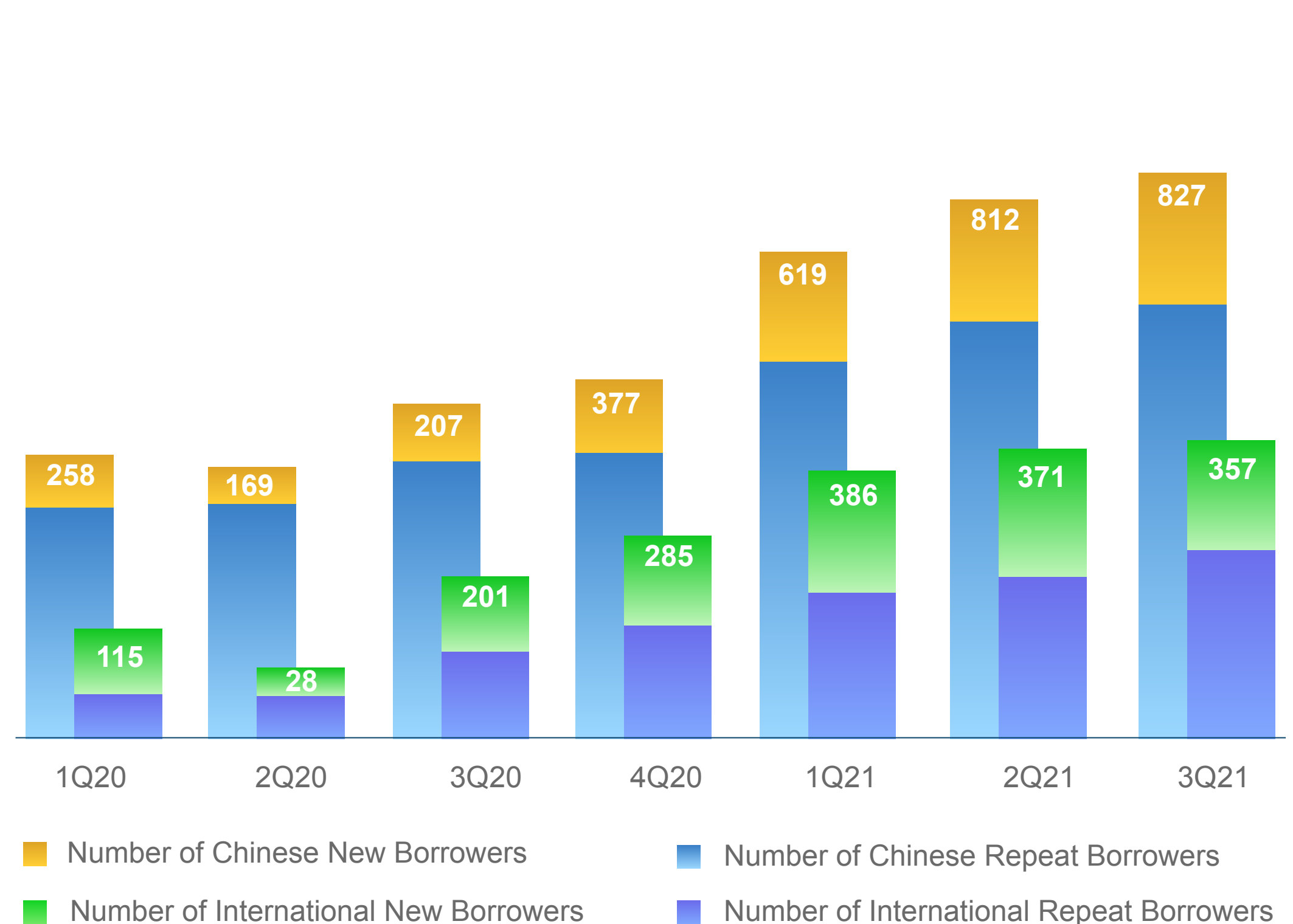
## Number of Unique Borrowers (1)

Thousands



## Number of New Borrowers (2)

Thousands

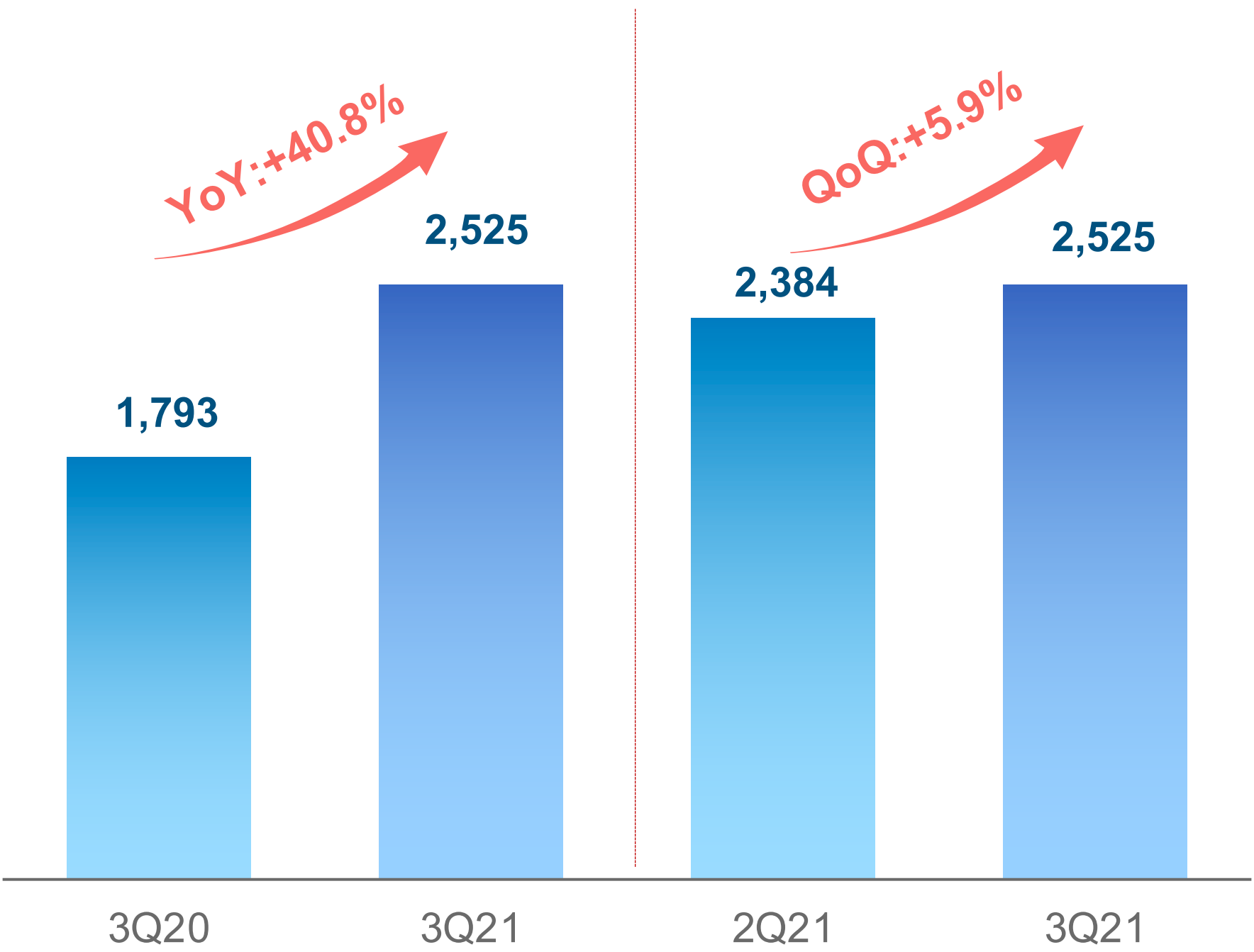


(1) Represents the total number of borrowers whose transactions were facilitated on the Company's platforms during each period.  
 (2) Represents the total number of new borrowers on the Company's platforms during the period presented.  
 (3) Calculated based on transaction volume on the Company's platforms during each period.

# Increasing Revenue and Operating Income

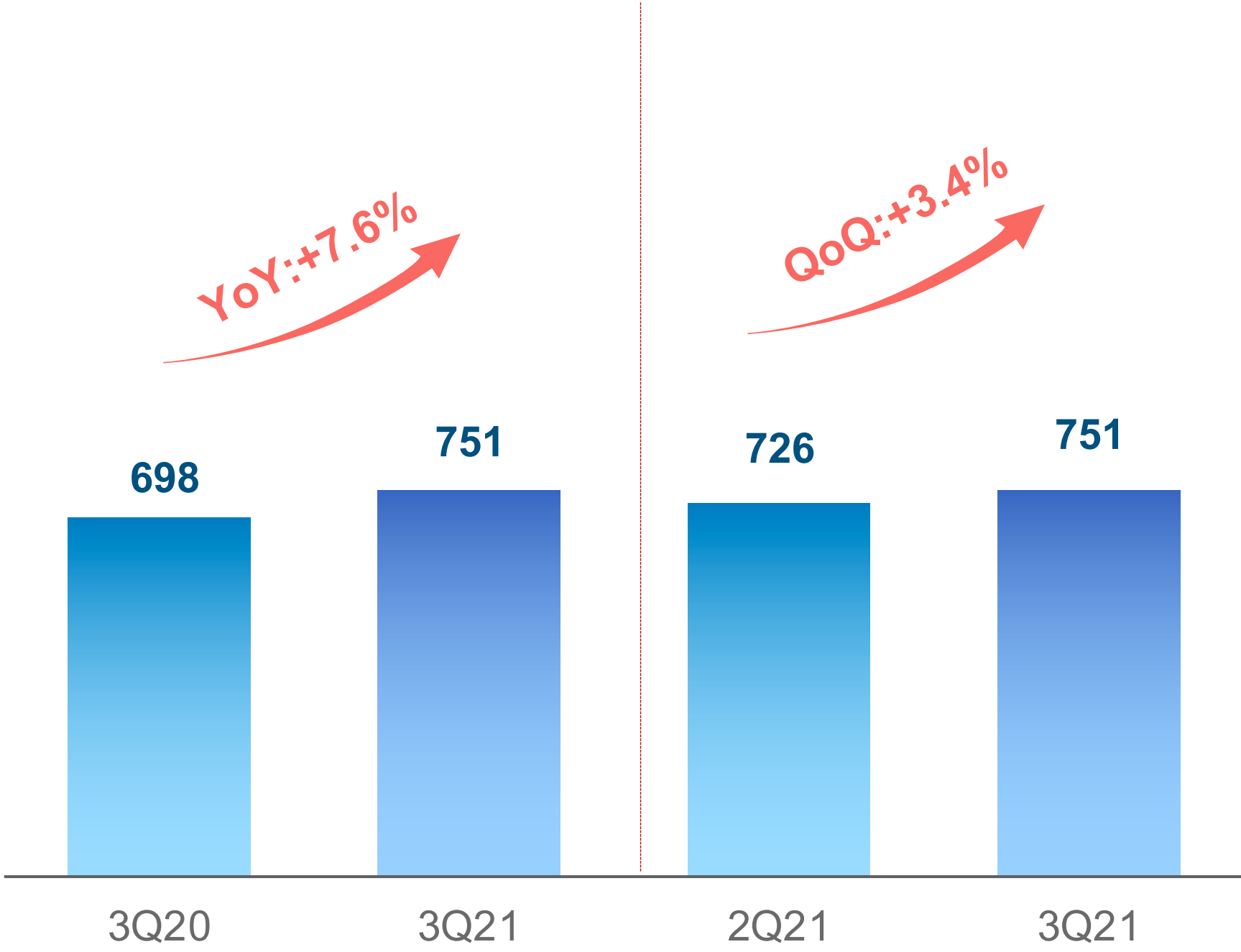
## Operating Revenue

RMB in millions



## Non-GAAP Adjusted Operating Income<sup>(1)</sup>

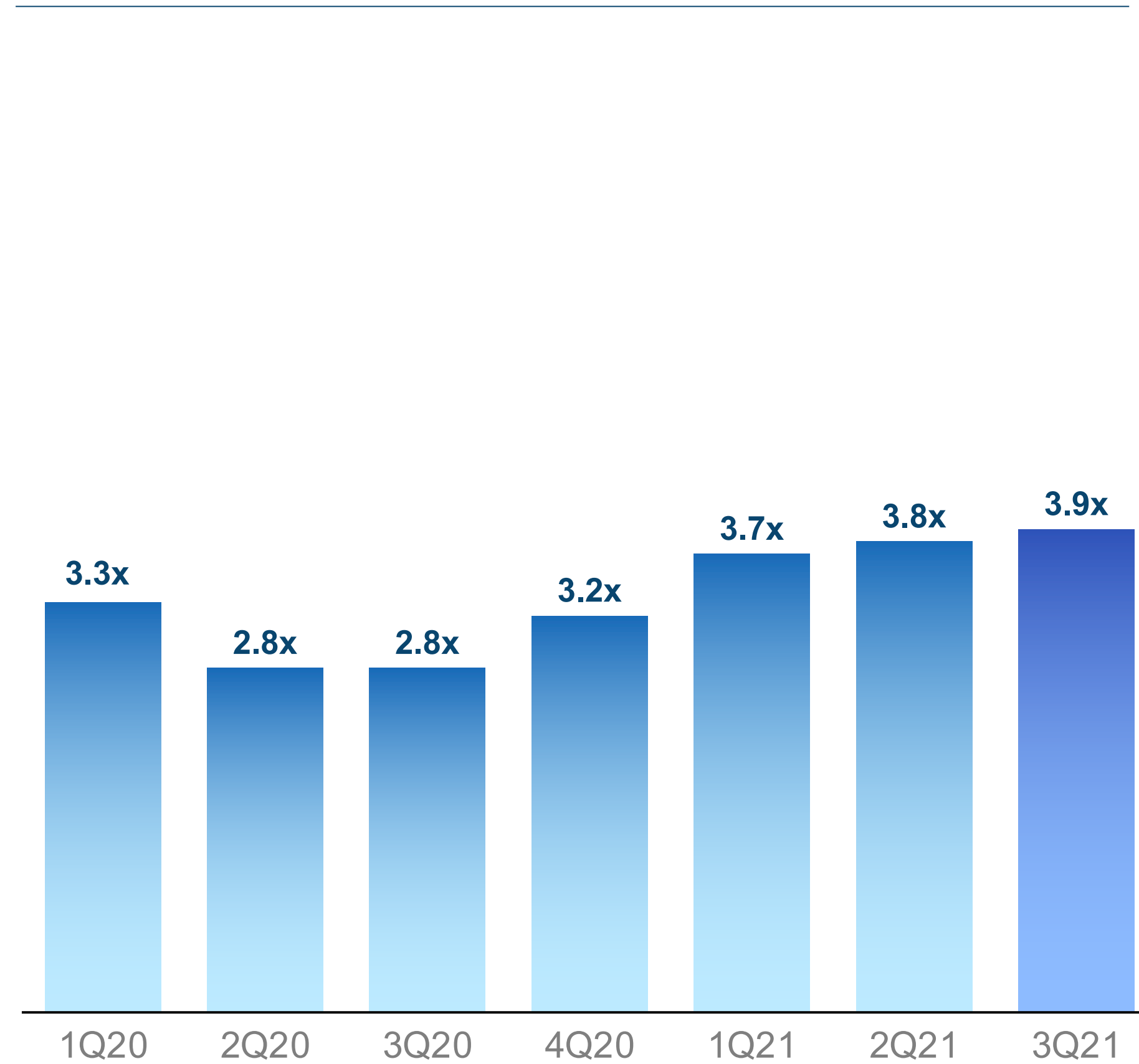
RMB in millions



(1) Non-GAAP adjusted operating income for 3Q 2020, which excludes share-based compensation expenses of RMB8.6 million.  
 Non-GAAP adjusted operating income for 2Q 2021, which excludes share-based compensation expenses of RMB21.4 million.  
 Non-GAAP adjusted operating income for 3Q 2021, which excludes share-based compensation expenses of RMB21.4 million.

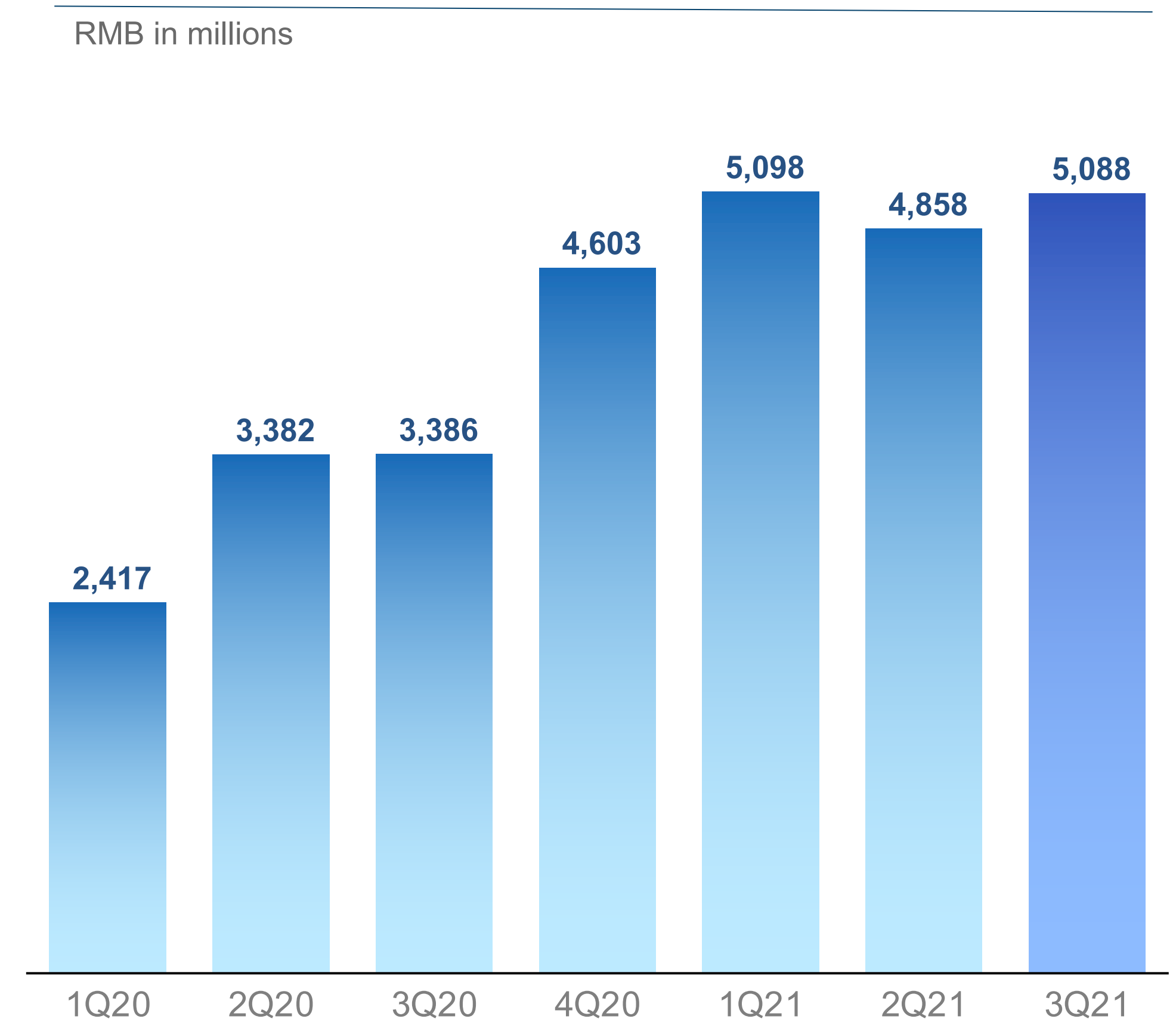
# Strong Balance Sheet and Capital Reserve

## Leverage Ratio<sup>(1)</sup>



## Short-term Liquidity<sup>(2)</sup>

RMB in millions



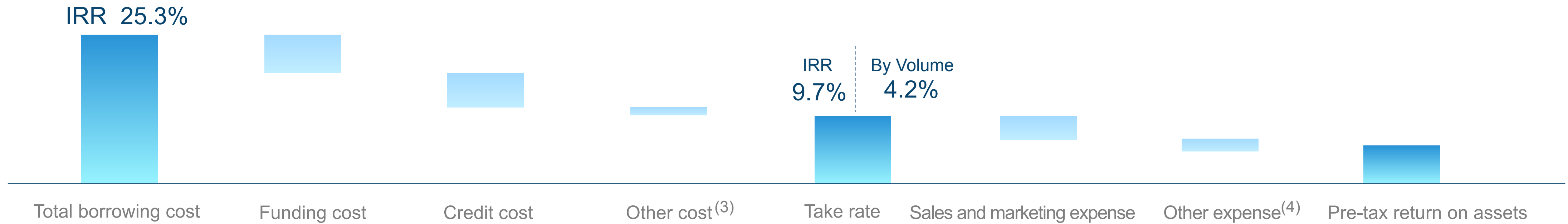
(1) Leverage ratio = Risk-bearing outstanding loan balance / net assets

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

# Unit economics

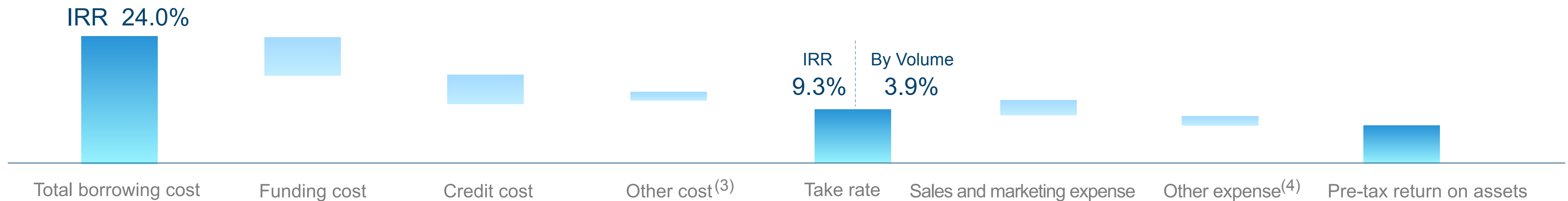
## 3Q 2021<sup>(1)</sup>

RMB, per RMB100 loan facilitated



## Assumption of Total Borrowing cost at IRR24%<sup>(2)</sup>

RMB, per RMB100 loan facilitated



(1) Calculated based on loans originated on our marketplace in the three months ended Sep 30, 2021 , for illustrative only.

(2) Estimates based on assumption of total borrowing cost at IRR 24%,for illustrative only.

(3) Other cost: prepayment and value-added tax etc.

(4) Other expense: General and administration expense, research and development expense etc

THANK YOU