



FinVolution Group Investor Presentation

May 2024

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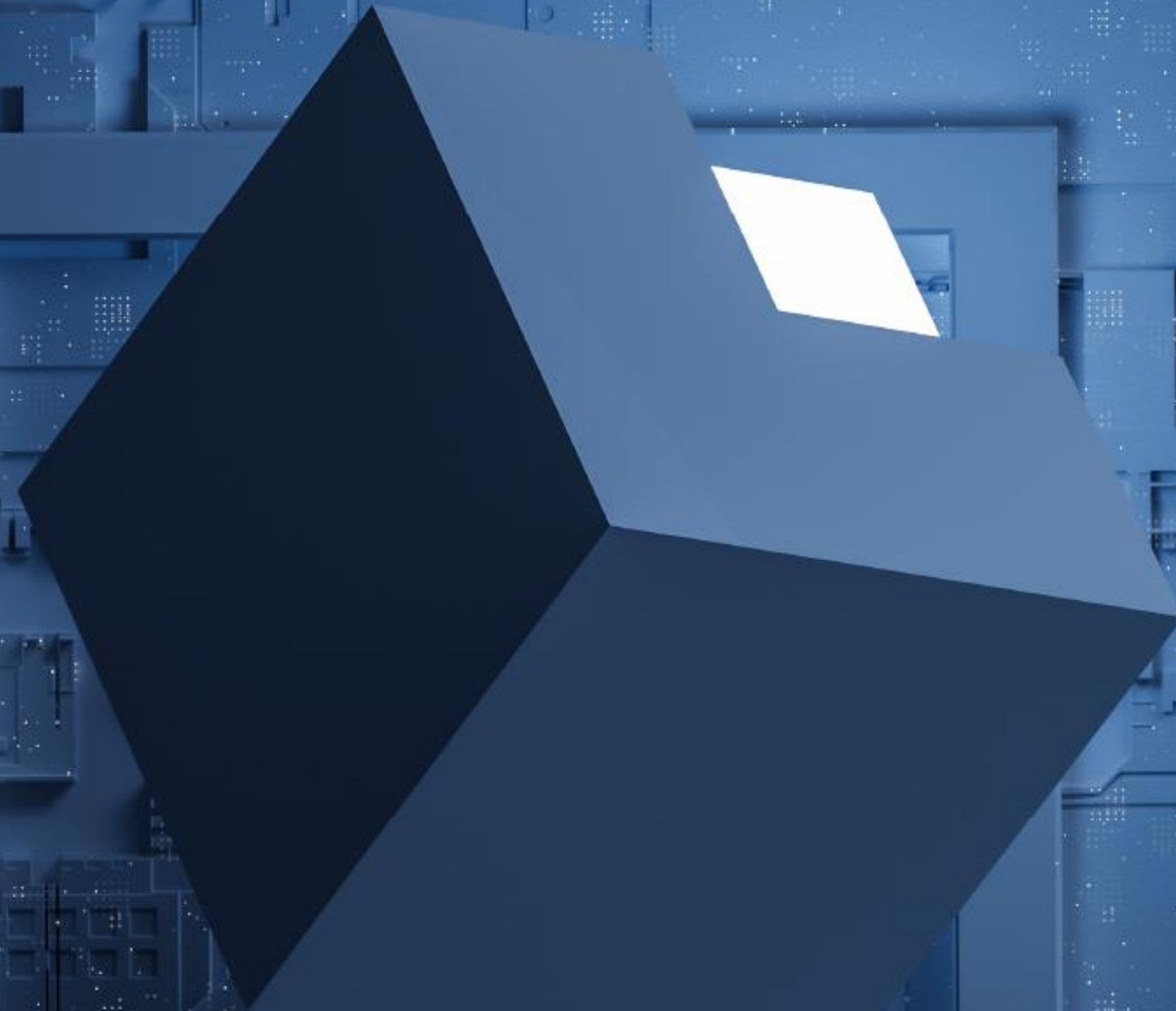
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Corporate Overview



Our Vision

Our vision of serving underserved borrowers across Pan-Asia markets was inspired by “Bank for the Poor”.

The Nobel Peace Prize 2006 - “Bank for the Poor” to alleviate poverty through uncollateralized microcredit

Local Focus, Global Outlook

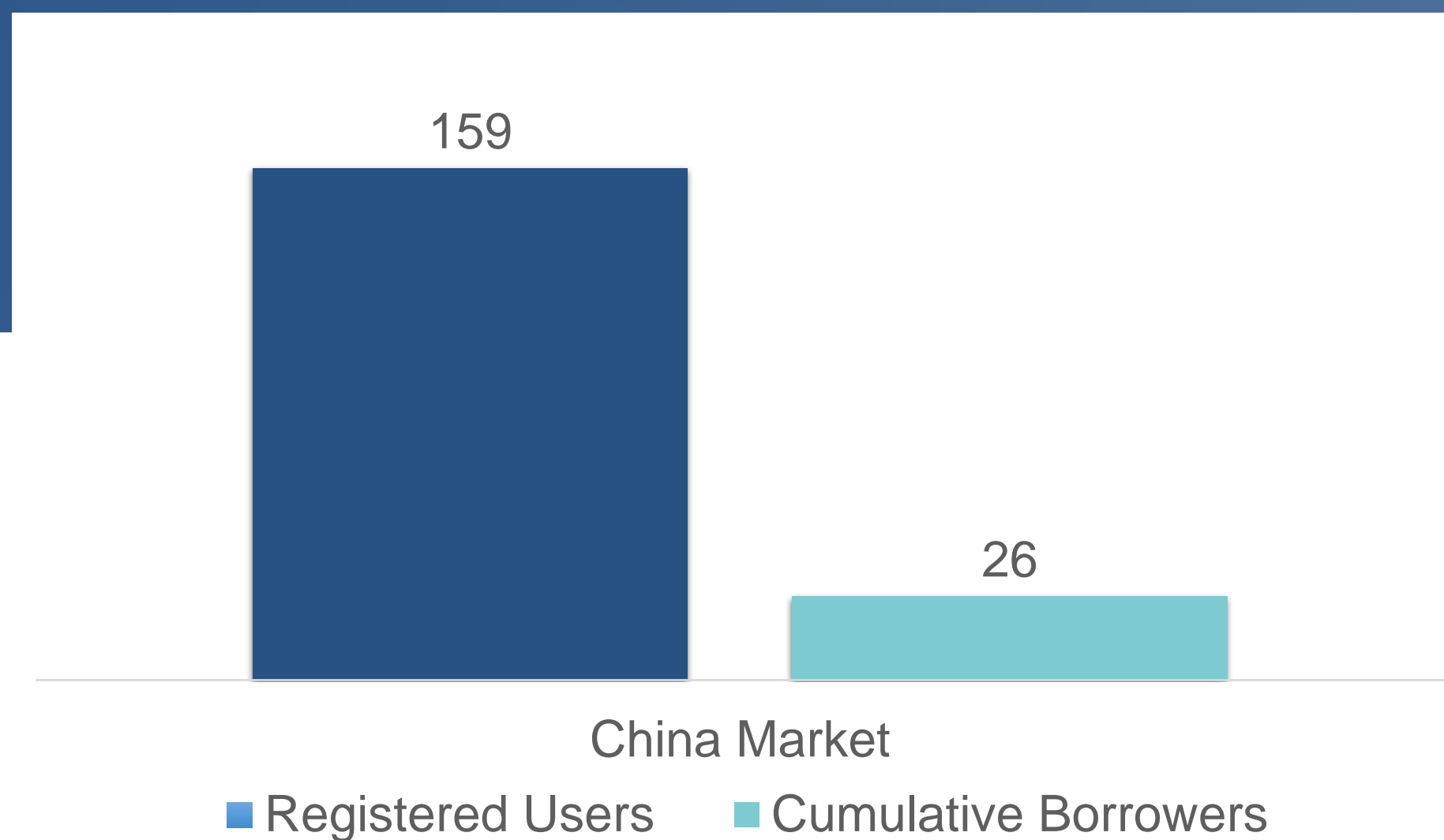
2007 

2018 

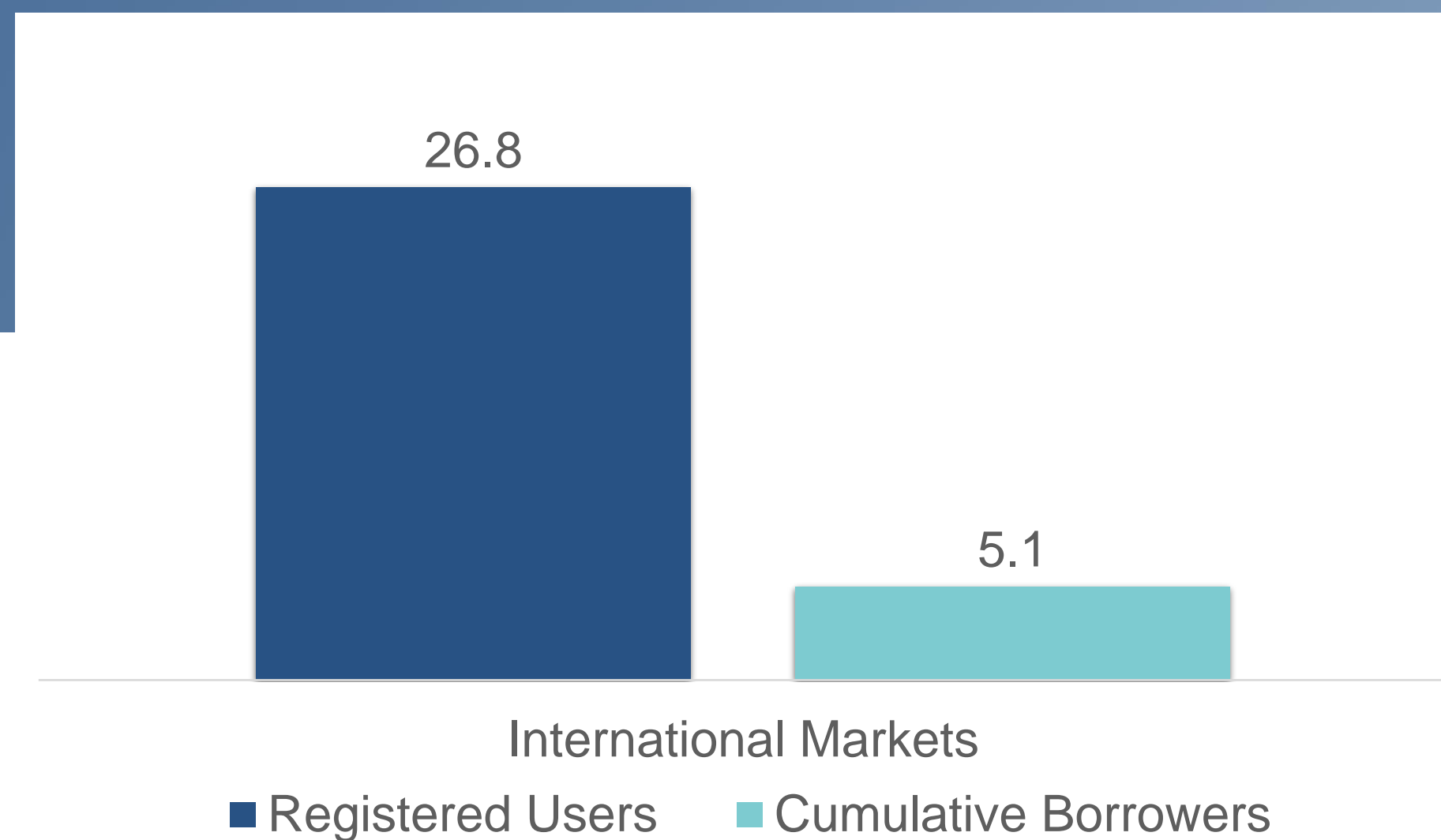
2020 

Leveraging technological & operational capabilities serving over 30 million borrowers across Pan-Asia markets

Unit: million

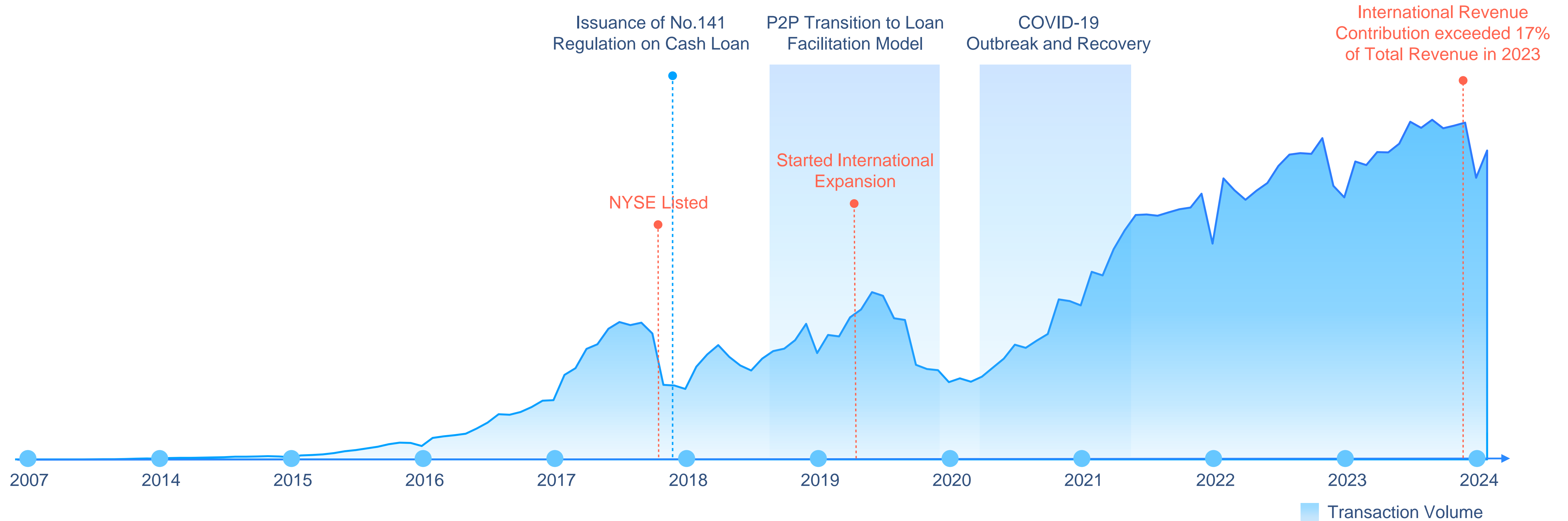


Unit: million



(1) All figures as of March 31, 2024.

Pioneer Fintech Platform in Pan-Asia Markets through Economic Cycles



4 mm

Monthly Active Borrowers⁽¹⁾

7 mm

1Q24 Quarterly Transactions

Over **400** Cities

in Pan-Asia Region

31 mm

Cumulative Borrowers

RMB **65** bn

Outstanding Loan Balance

RMB **857** bn

Cumulative Transaction Volume

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

Leadership Position With Tremendous Market Opportunities



Source: (1) "Winning Strategies for Consumer Finance" report issued by Boston Consulting Group, the market size refers to consumer finance market in China. (2) "E-economy SEA 2023 Report" jointly issued by Bain Company, Google and Temasek, market size in Indonesia and the Philippines refer to digital financial services markets in both countries. (3) "Future of Southeast Asia Digital Financial Services" report issued by Temasek, borrowers of financial institutions refer to banked adult population, while borrowers of online lending platforms refer to the underbanked and unbanked adult population in the respective markets.

We Connect Customers through Various Products in Pan-Asia Markets

China Market



PPDai



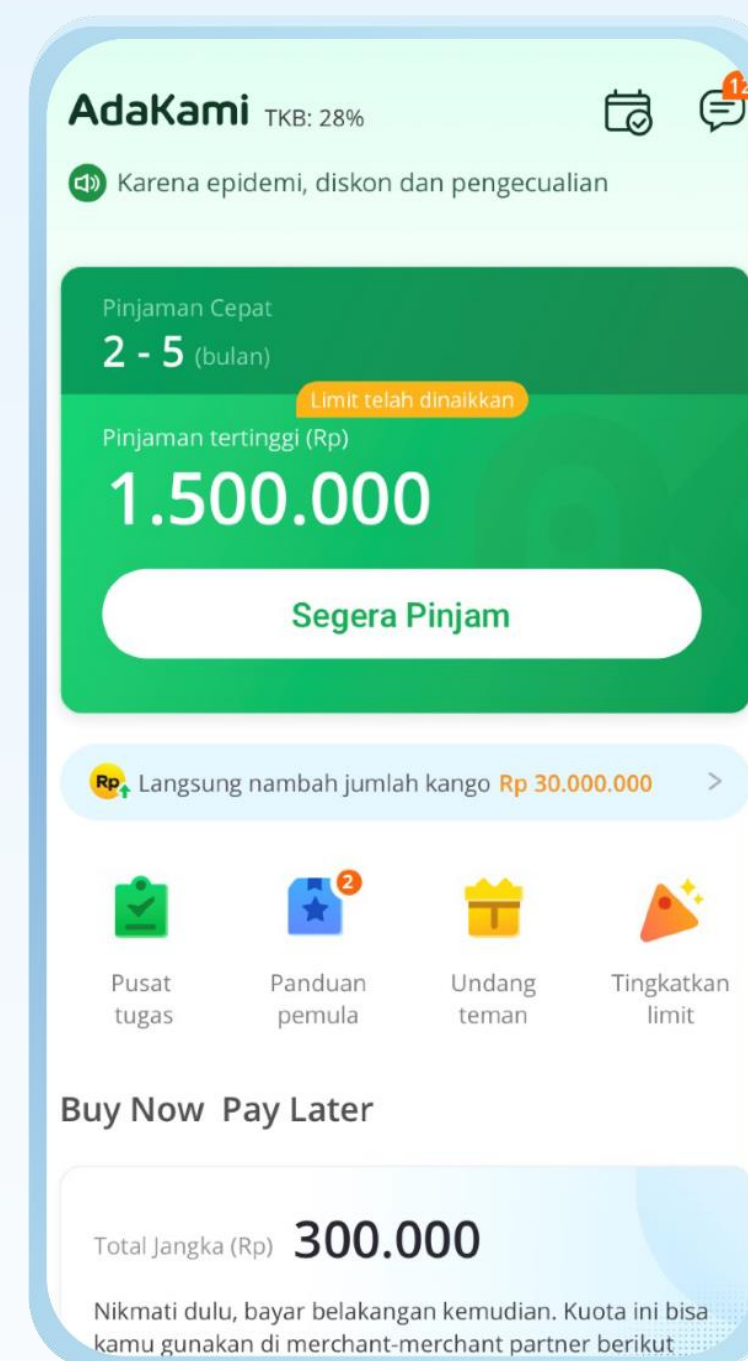
Installment for Consumers + Small Business Owners

Installment + Operational Funds + Credit

Indonesia Market



AdaKami



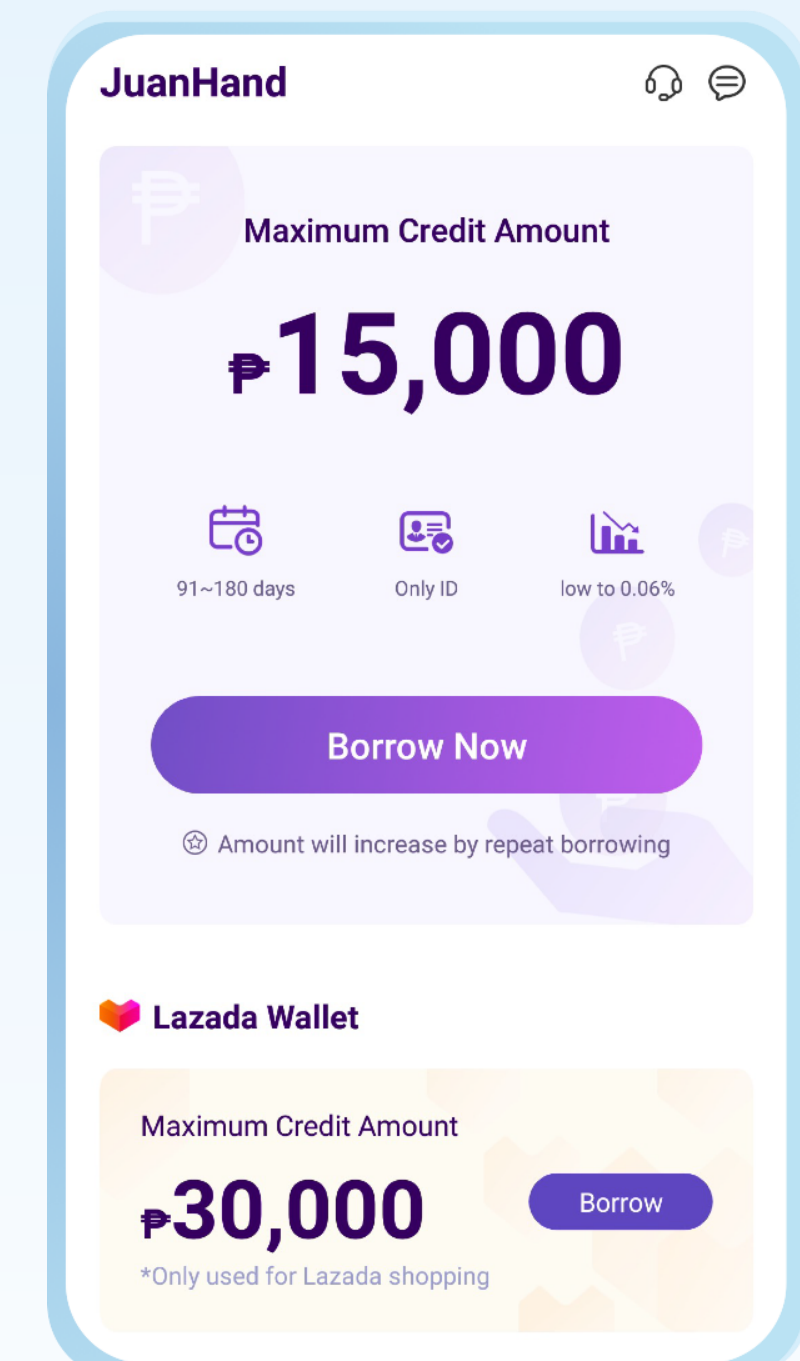
Consumer Installment

Consumption + Installment

Philippines Market



JuanHand



Consumer Installment

Consumption + Installment

Product

Value Proposition

User Profile Across Our Global Markets



China

Small Town Youth

430 million
Target borrowers

- Riders
- Factory workers
- Ride-hailing drivers
- etc.

25-34⁽¹⁾
Average age

US\$8,500-17,000⁽¹⁾
Annual income



Indonesia

Tema Kami

140 million
Target borrowers

- Self-employed persons
- Factory workers
- Sales persons
- Back office staff
- etc.

18-30⁽²⁾
Average age

US\$2,200-4,000⁽²⁾
Annual income



The Philippines

Grassroot

50 million
Target borrowers

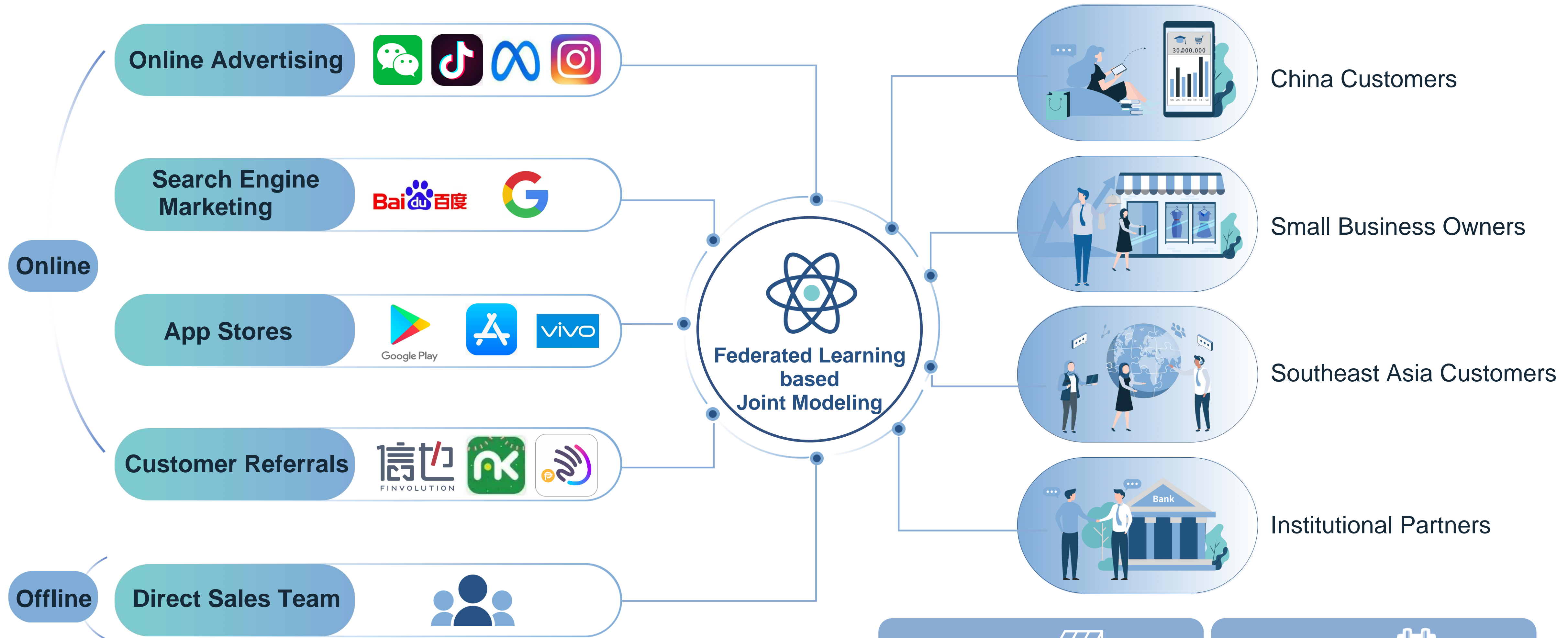
- Self-employed persons
- Factory workers
- Staff at service industry or call centers
- etc.

20-39⁽³⁾
Average age

US\$2,500-5,000⁽⁴⁾
Annual income

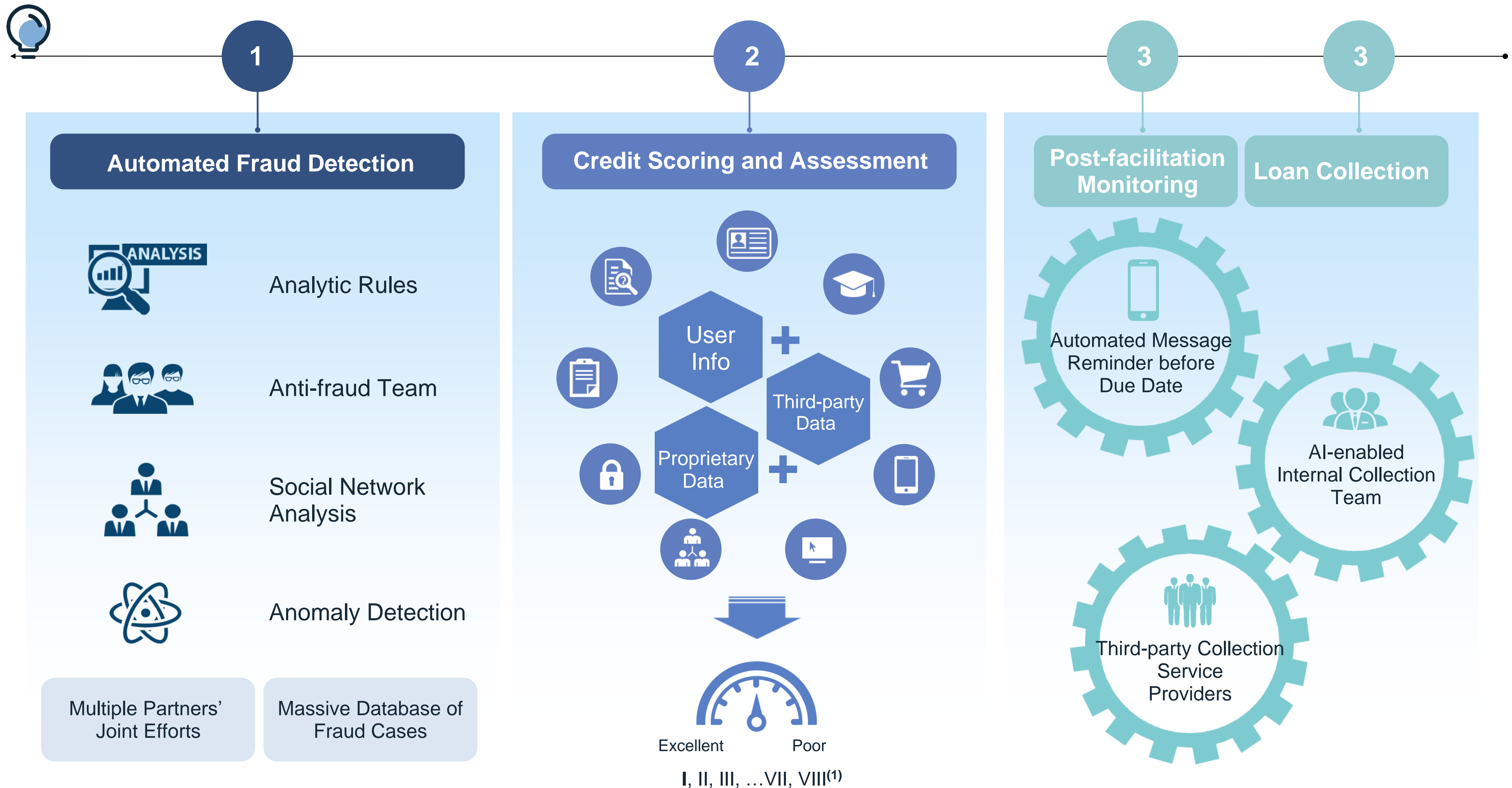
Source: (1) MobTech's report on China's consumer finance market. (2) "Indonesia's Fintech Industry is Ready to Rise" report issued by Boston Consulting Group, average age and annual income refer to the major age group and income group for consumer finance borrowers in Indonesia. (3) "2021 Financial Inclusion Survey" issued by Bangko Sentral ng Pilipinas, average age refers to the major age group of financial account ownership, excluding bank account owners. (4) Philippine Institute for Development Studies, the range of annual income refers to the income groups of low (but not poor) and lower middle in the Philippines.

Customer Acquisition through Diversified Channels



(1) Calculated based on transaction volume on our marketplace in China's mainland in the three months ended March 31, 2024.

Sophisticated Risk Management Technologies and Capabilities

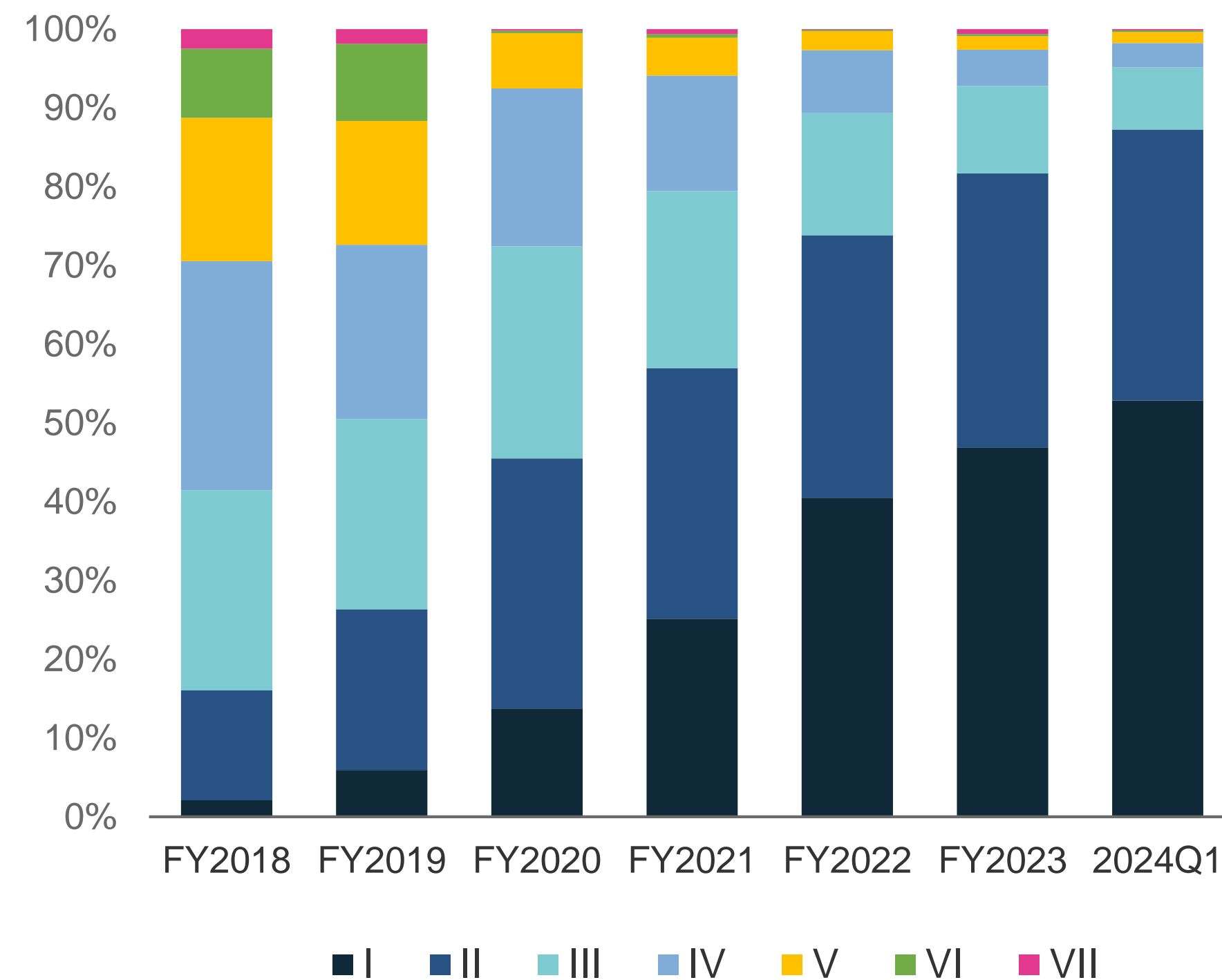


(1) Loan applicants with credit rating of VIII will be rejected.

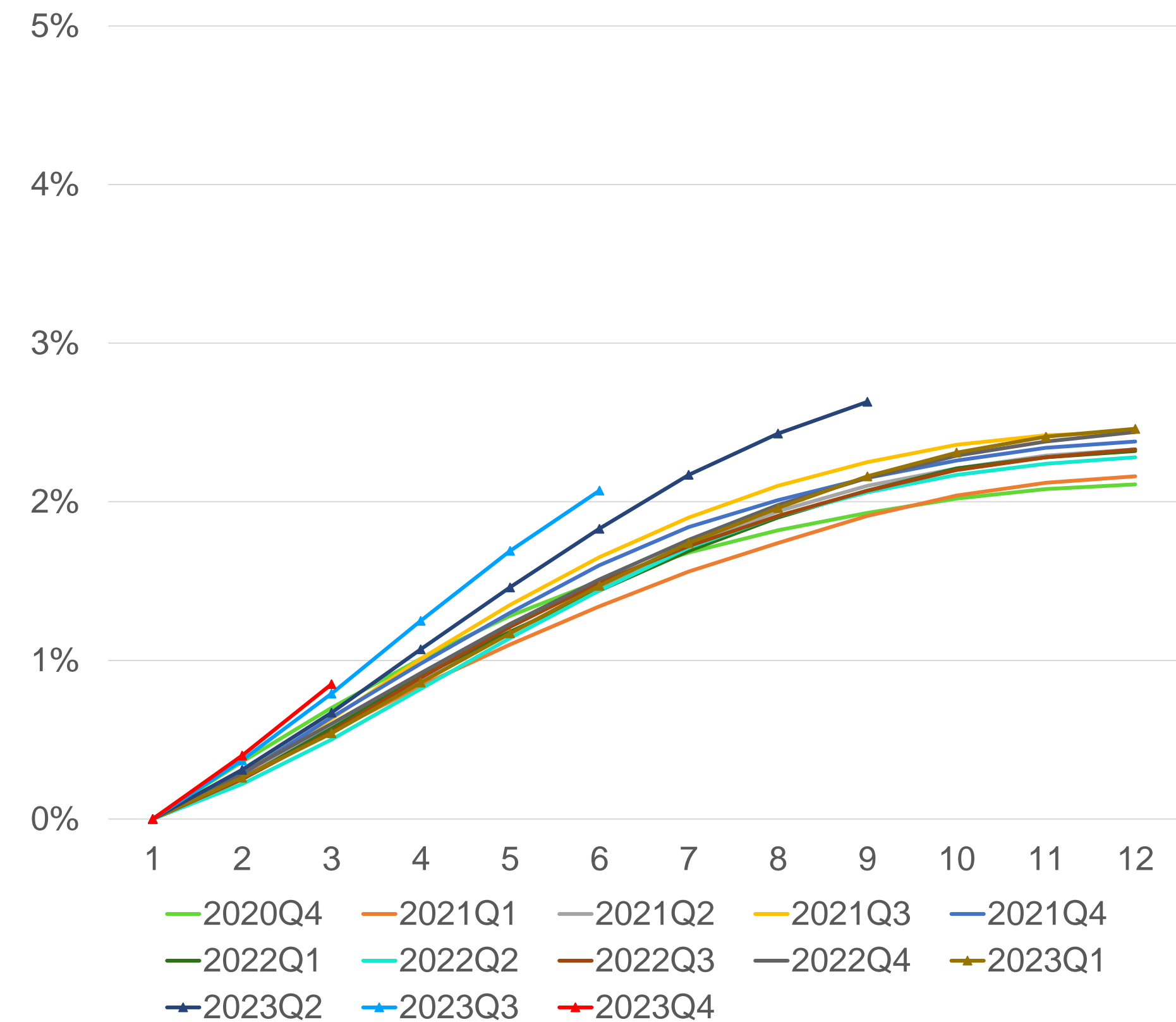
Validated Improvement in Credit Performance

Proportion of Transaction Volume by Credit Rating⁽¹⁾

Shift towards Better Quality Borrowers



M1+ Delinquency Rates by Vintage⁽²⁾



Note:

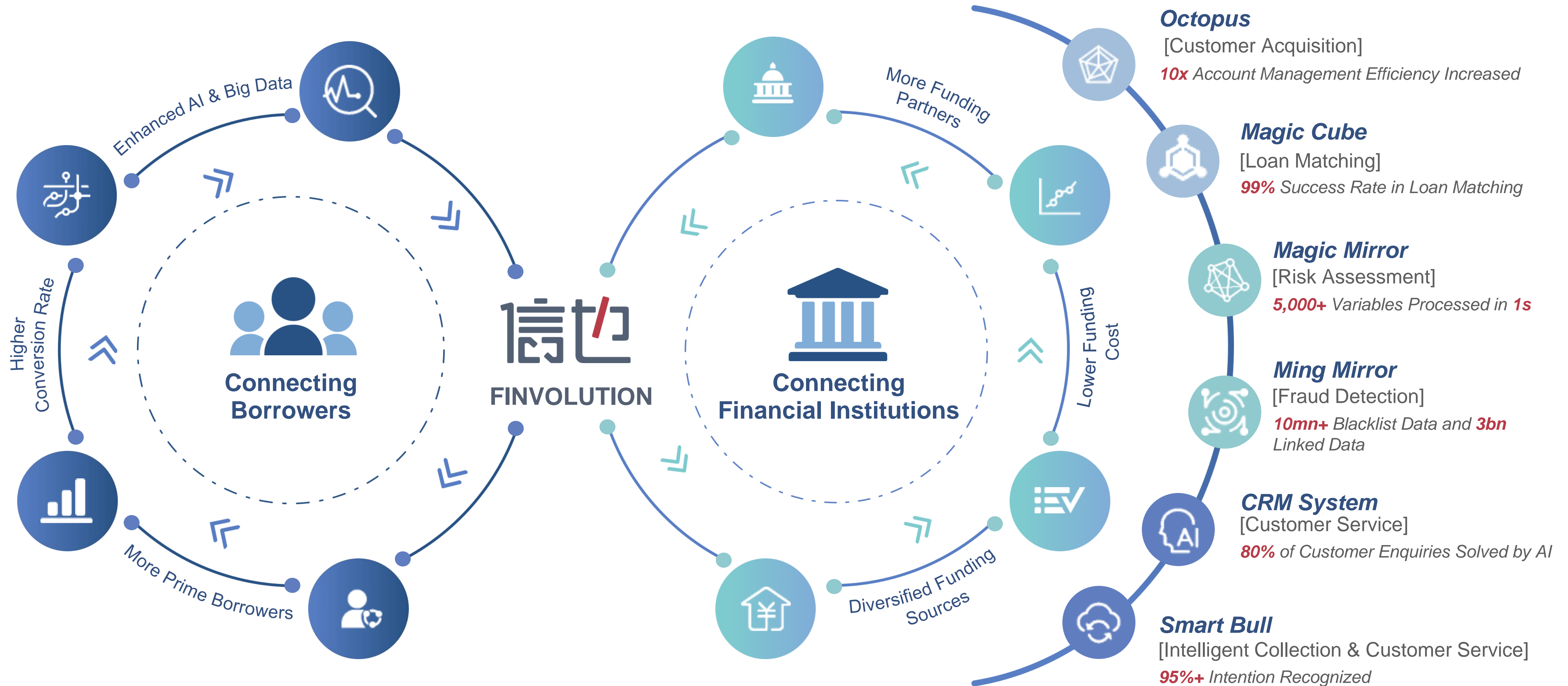
(1) Credit rating refers to Magic Mirror scores, with Level I representing the lowest risk and Level VII the highest.

(2) Data as of March 31, 2024. 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.

Customer Experience Improvement Empowered by Technologies



Our Unique Capabilities & Strengths For Success



01. Early Mover Advantage

Early mover advantage for customer acquisition through information feeds empowered by algorithm



02. Continued Investment in R&D

Continued investment in **R&D, technologies and AI** to drive digitization based on massive data



03. Stable Asset Quality driven by Tech

Proven credit risk & fraud detection technologies with **stable risk metrics** across credit cycles



04. Operational Excellence & Efficiency


Operational excellence and efficiency led by talents creating superior return on assets




05. Local Focus, Global Outlook

Leading US-listed credit-tech company with validated success in **multiple global markets** with overall operating history over 16 years


Committed and Professional Management Team




Shaofeng GU
Chairman,
Chief Innovation Officer
Co-founder of FinVolution




■ Education:
- Shanghai Jiao Tong University




Tiezheng LI
Vice Chairman,
Chief Executive Officer
Co-founder of FinVolution



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



Yuxiang WANG
Chief Operating Officer,
Chief Technology Officer




■ Education:
- Fudan University
- China Europe International Business School




Jiayuan XU
Chief Financial Officer




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




Pingping CHEN
President,
Chief Compliance Officer



■ Education:
- Fudan University
- China Europe International Business School



Ming GU
Head of Indonesia
Operations



■ Education:
- Grinnell College
- California Institute of Technology

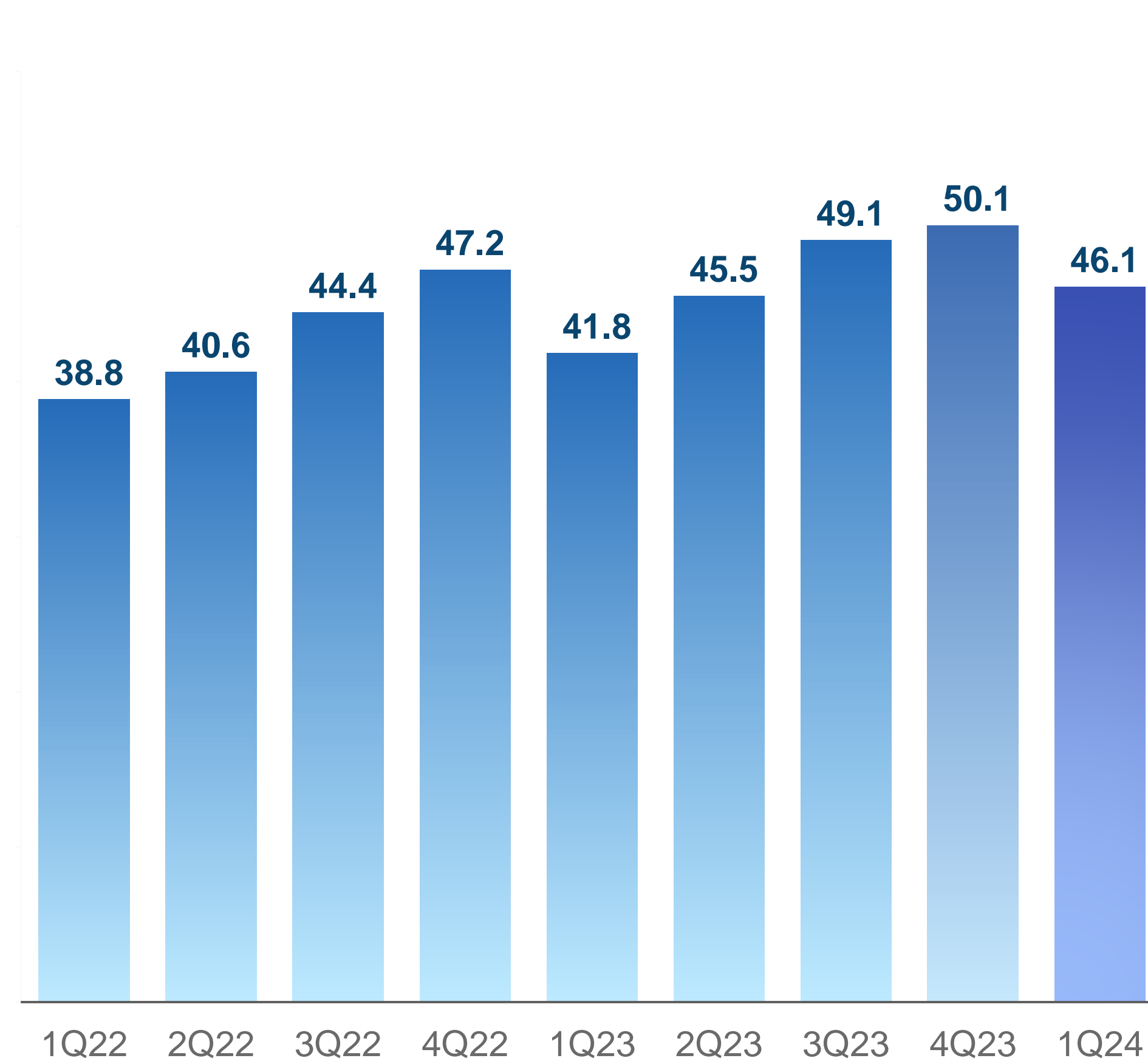
Operational & Financial metrics



Solid Execution through Economic Cycles—Transaction Volume by Region

Transaction Volume in China Market⁽¹⁾

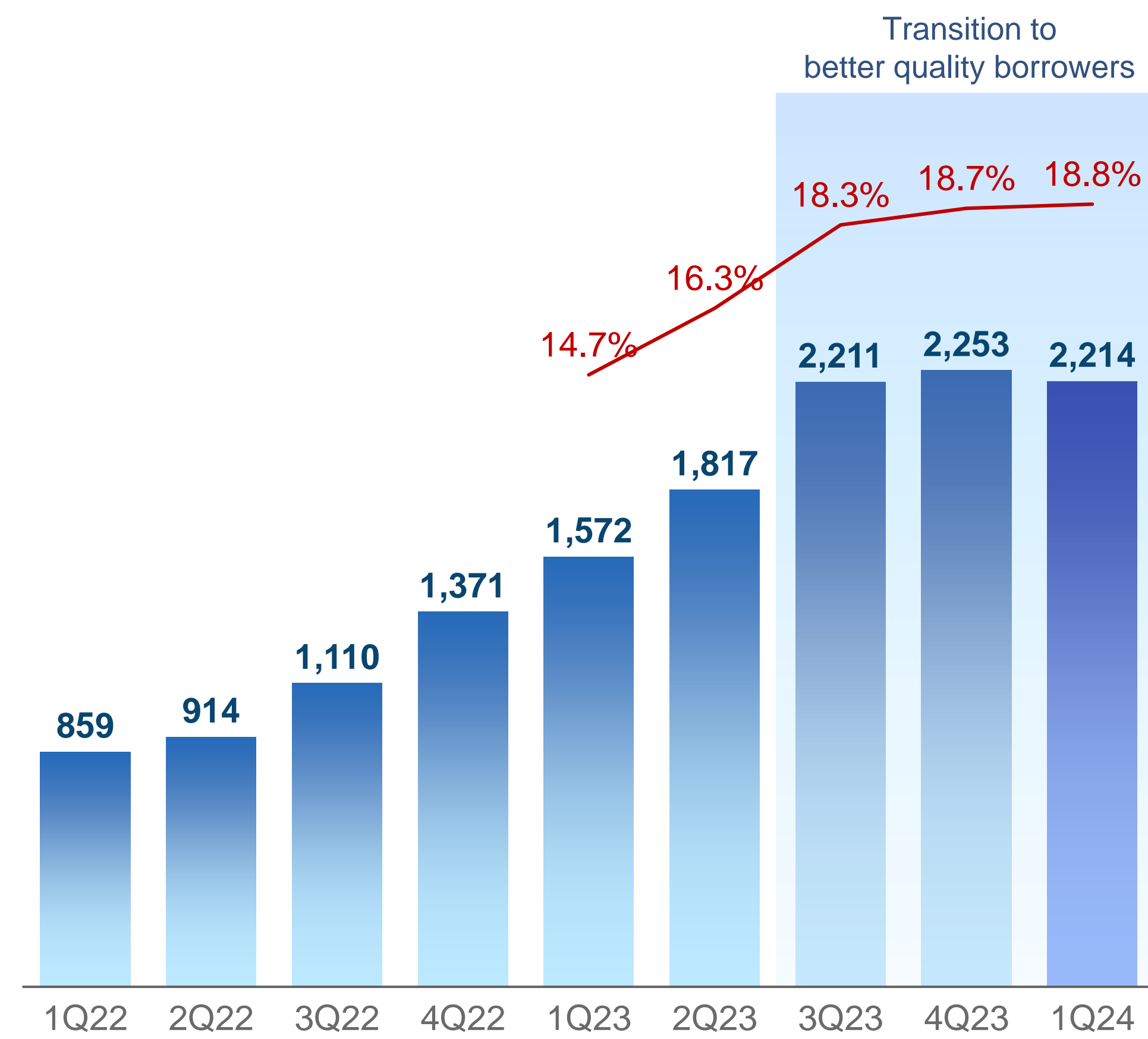
RMB billion



Transaction Volume in International Markets⁽¹⁾

RMB million

— Revenue from International Markets as % of Total Revenue

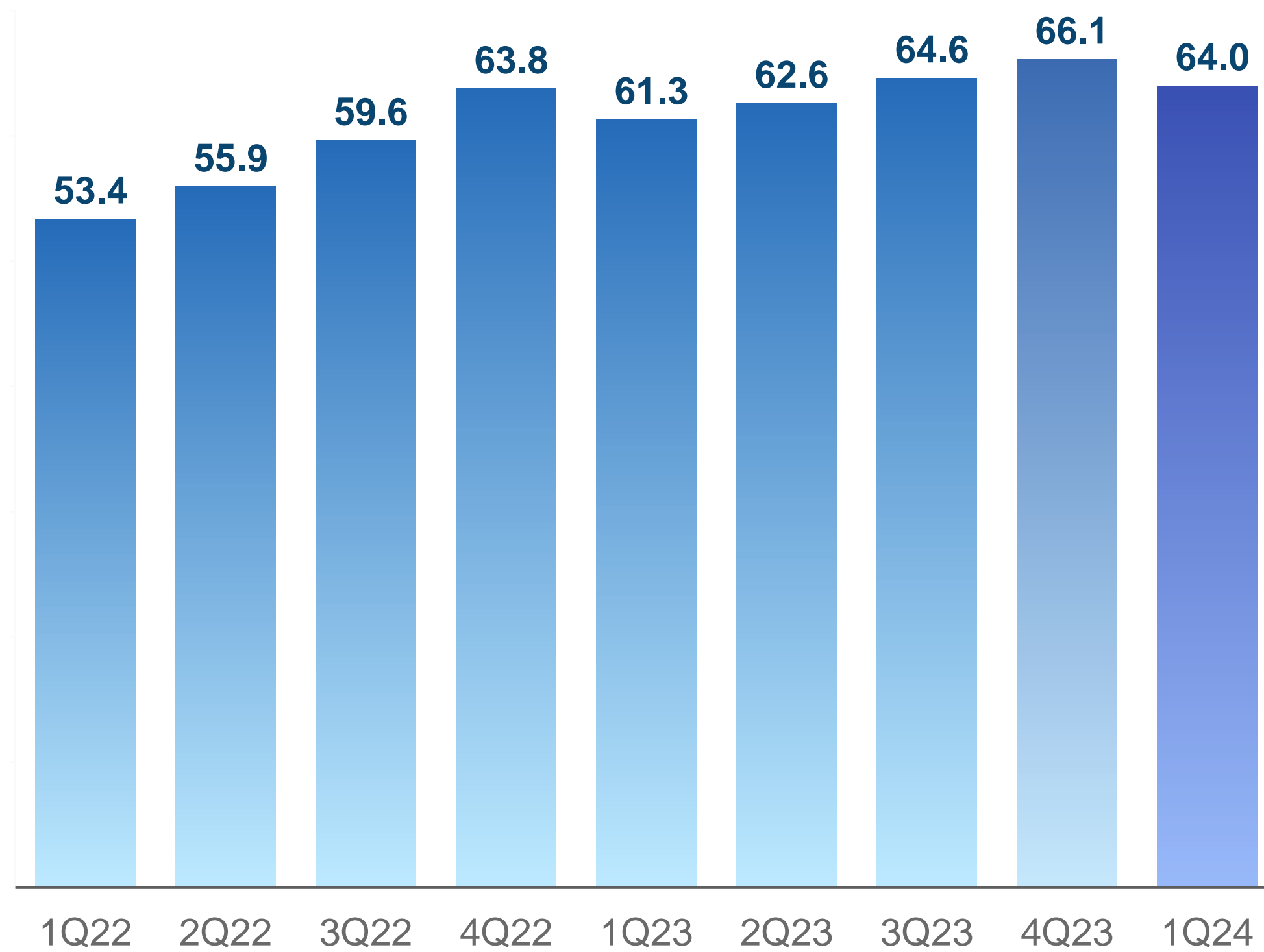


(1) Transaction Volume refers to the loan amount facilitated during each period.

Solid Execution through Economic Cycles—Loan Balance by Region

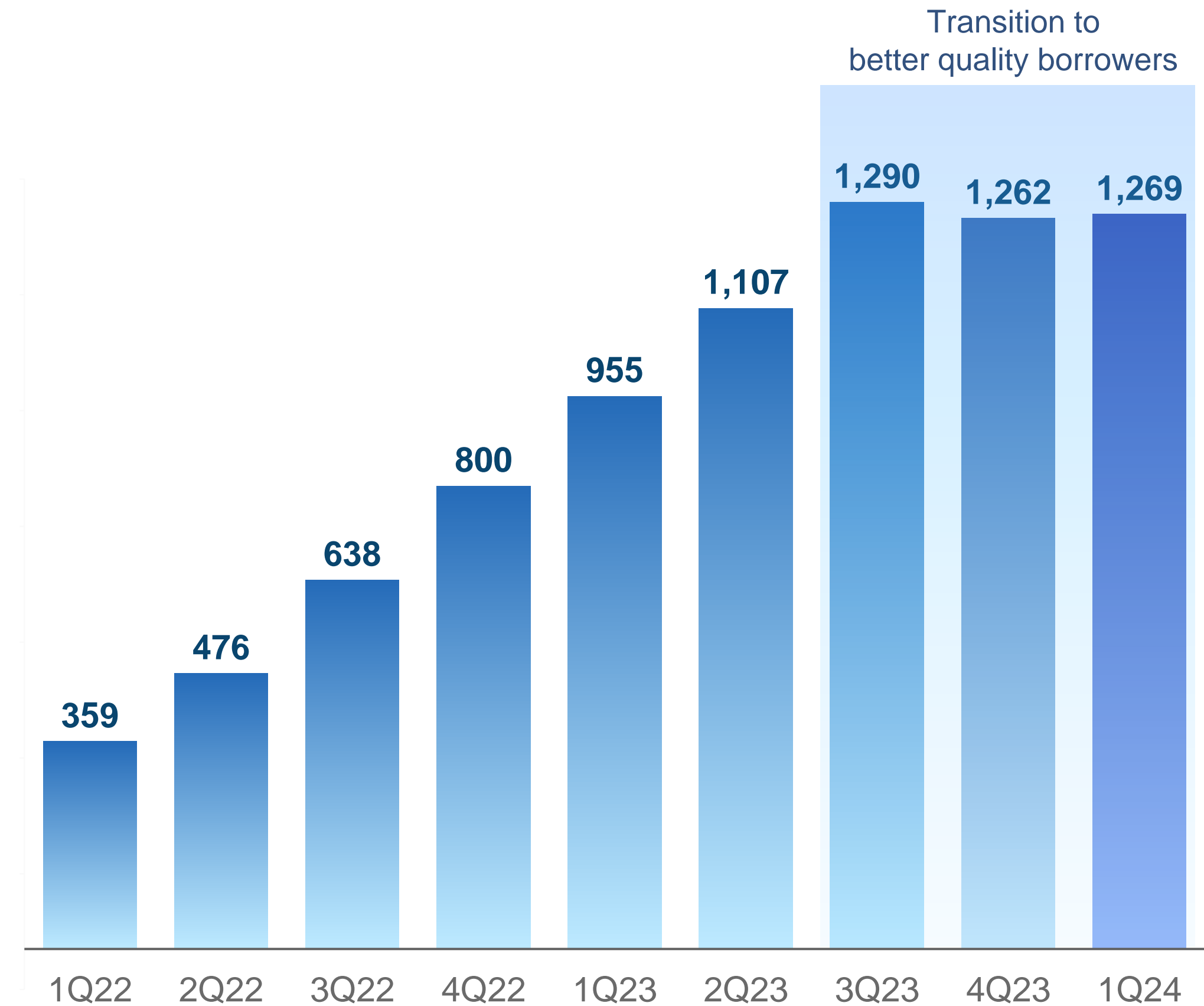
Outstanding Loan Balance of China Business⁽¹⁾

RMB billion



Outstanding Loan Balance of International Business⁽²⁾

RMB million



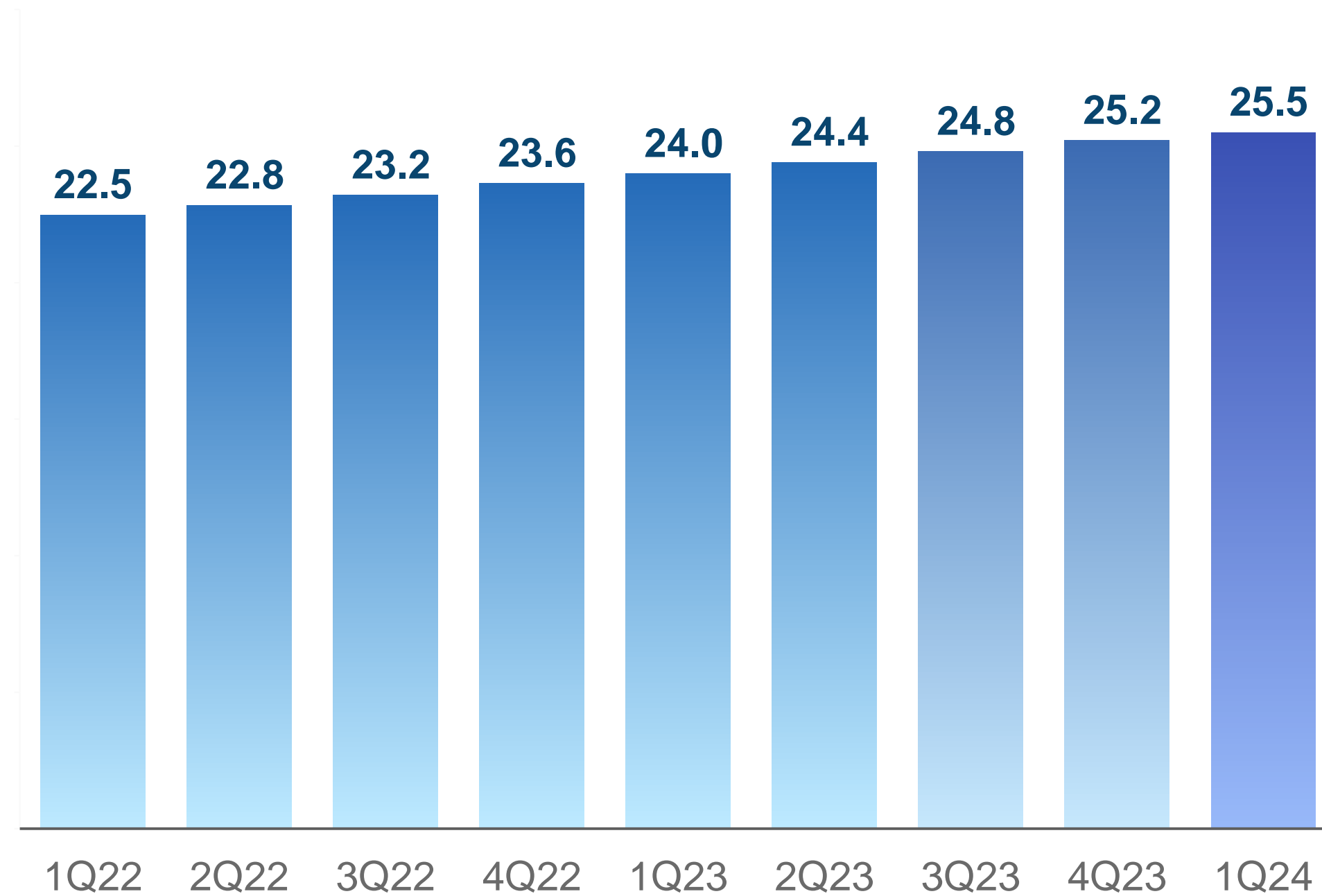
(1) Outstanding loan balance of China business refers to the balance of outstanding loans delinquent within 180 days as of the end of each period in China market.

(2) Outstanding loan balance of International business refers to the balance of outstanding loans delinquent within 30 days as of the end of each period in International markets.

High Quality Operational Results with Loyal User Base in China Market

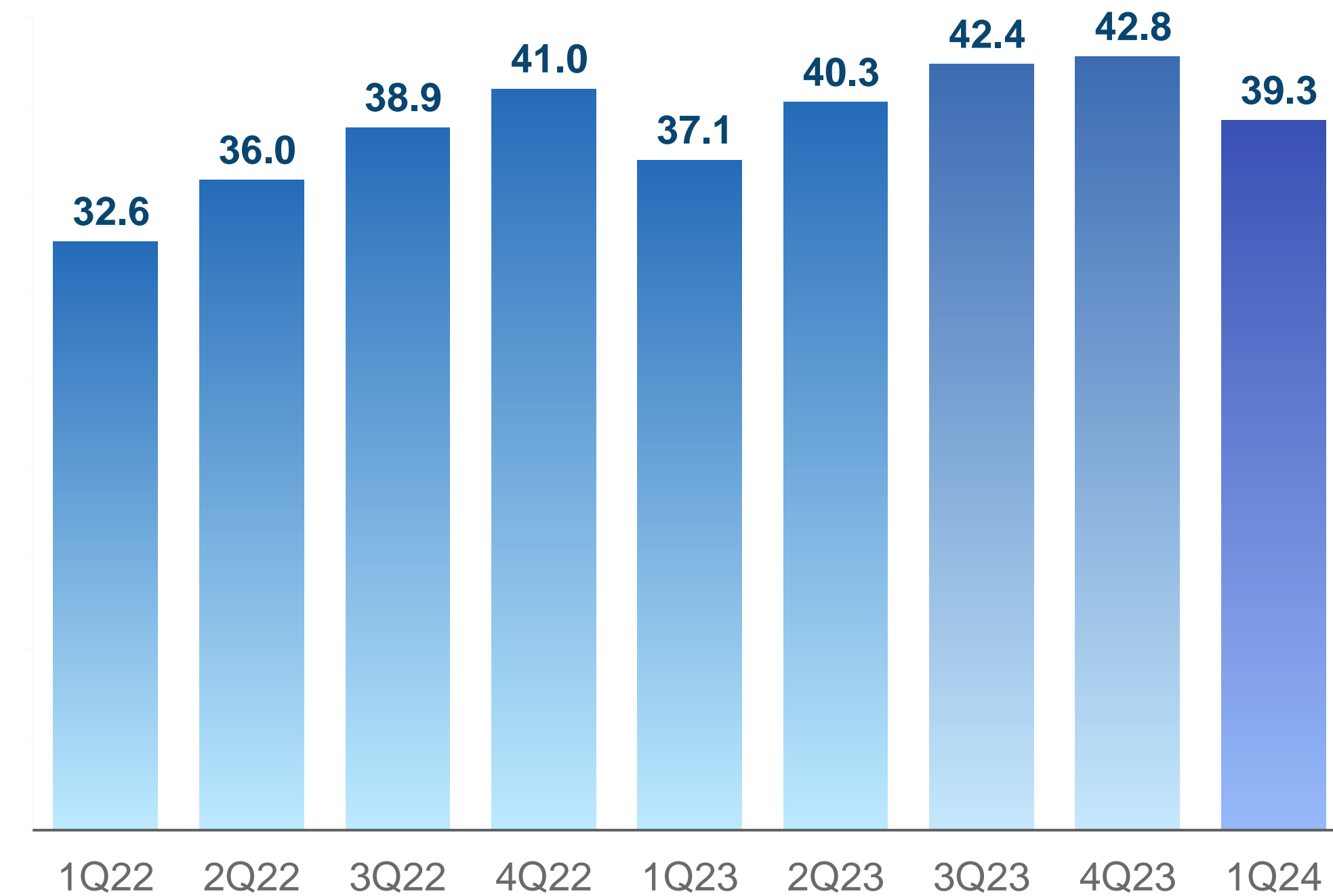
Cumulative Borrowers in China Market⁽¹⁾

Million



Transaction Volume from Loyal Repeat Borrowers⁽²⁾

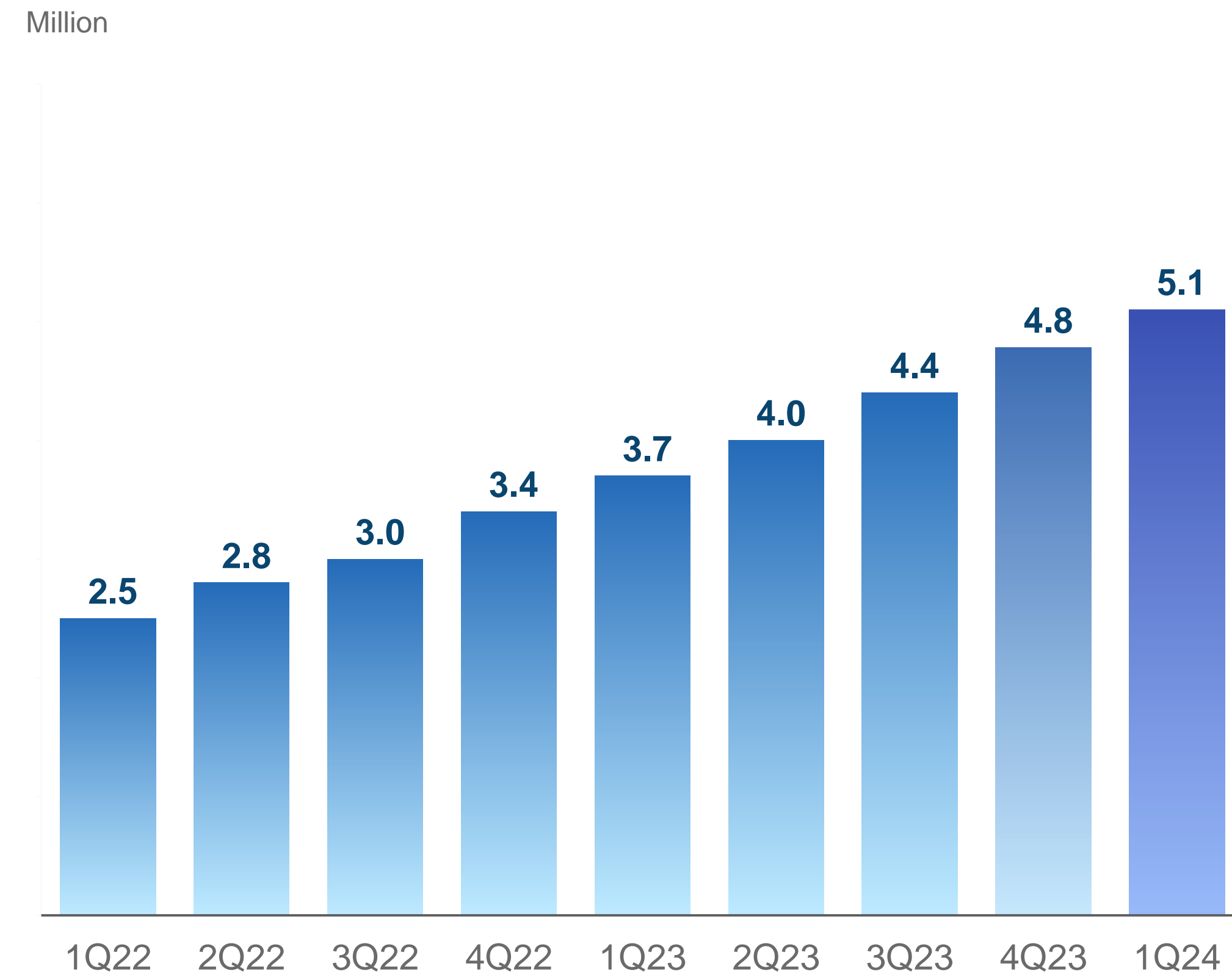
RMB billion



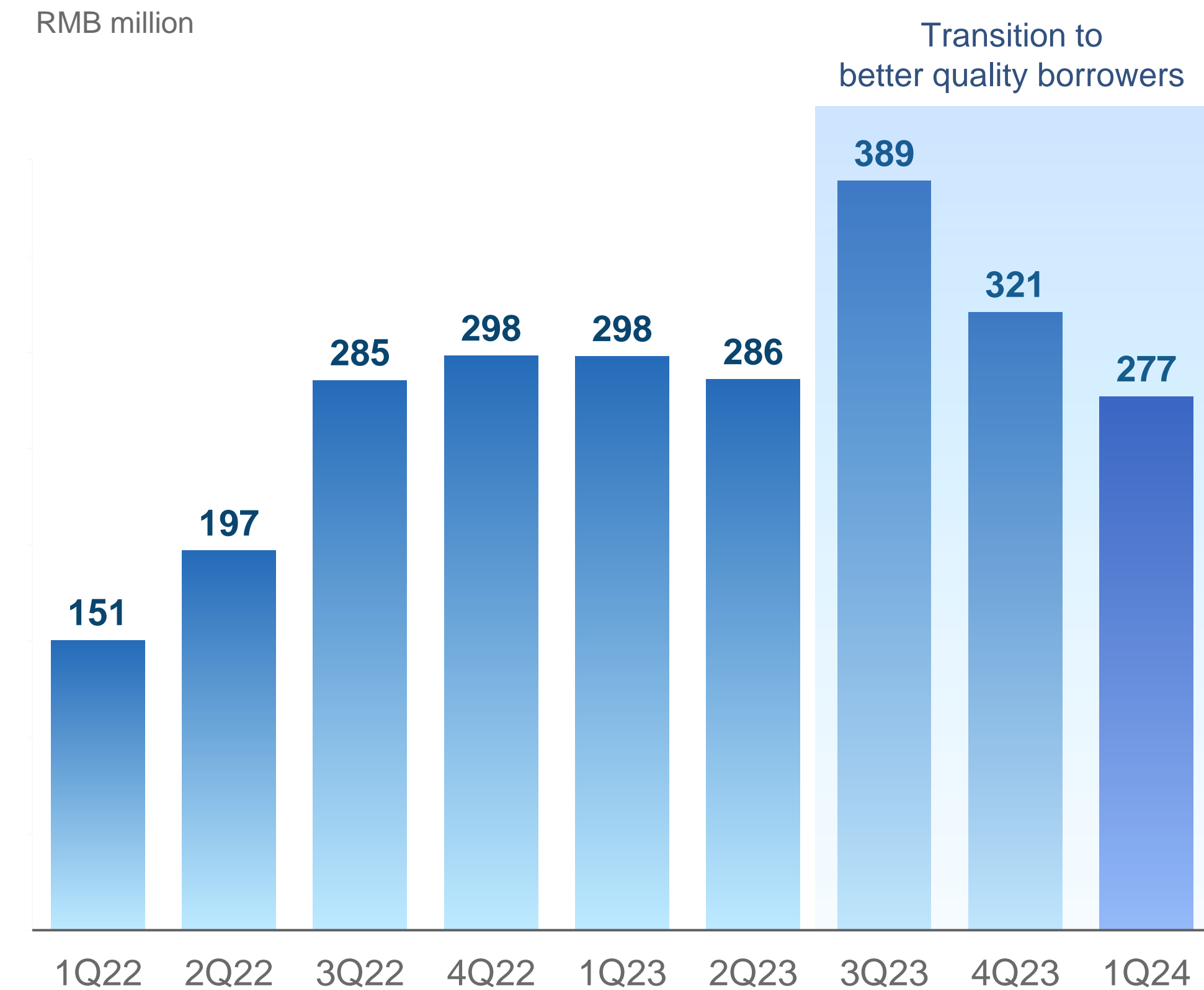
(1) Represents the total number of borrowers whose transactions were facilitated on the Company's platforms in China market at least once by the end of each period.
 (2) Repeat borrowers are those who have successfully borrowed on our platforms in China market at least once before each period.

Expansion with Growing Presence in International Markets

Cumulative Borrowers in International Markets⁽¹⁾



Transaction Volume from New Borrowers⁽²⁾

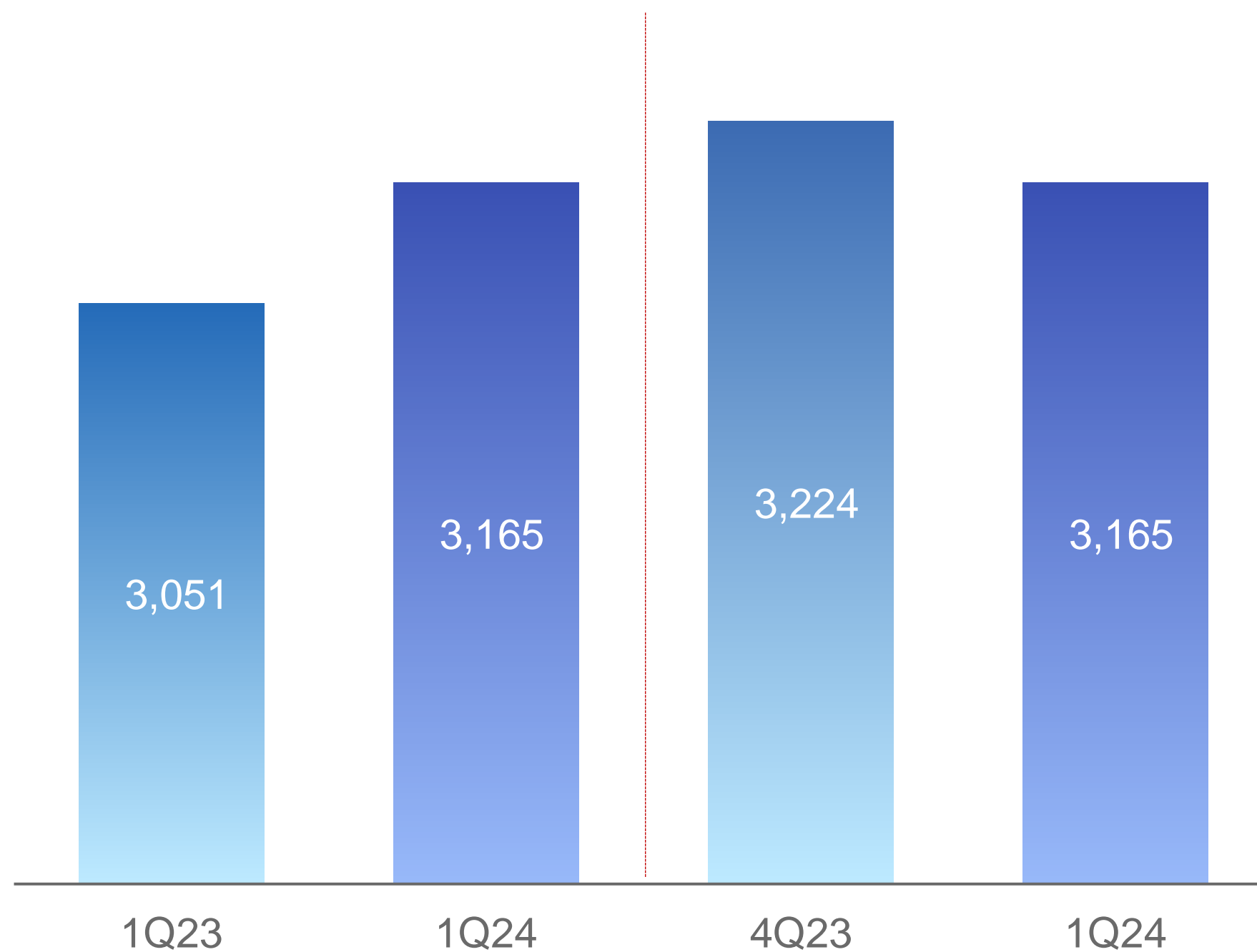


(1) Represents the total number of borrowers whose transactions were facilitated on the Company's platforms in international markets at least once by the end of each period.
 (2) New borrowers are those who have successfully borrowed for the first time on our platform during each period in international markets.

Robust Revenue and Operating Income through Challenging Environment

Operating Revenue

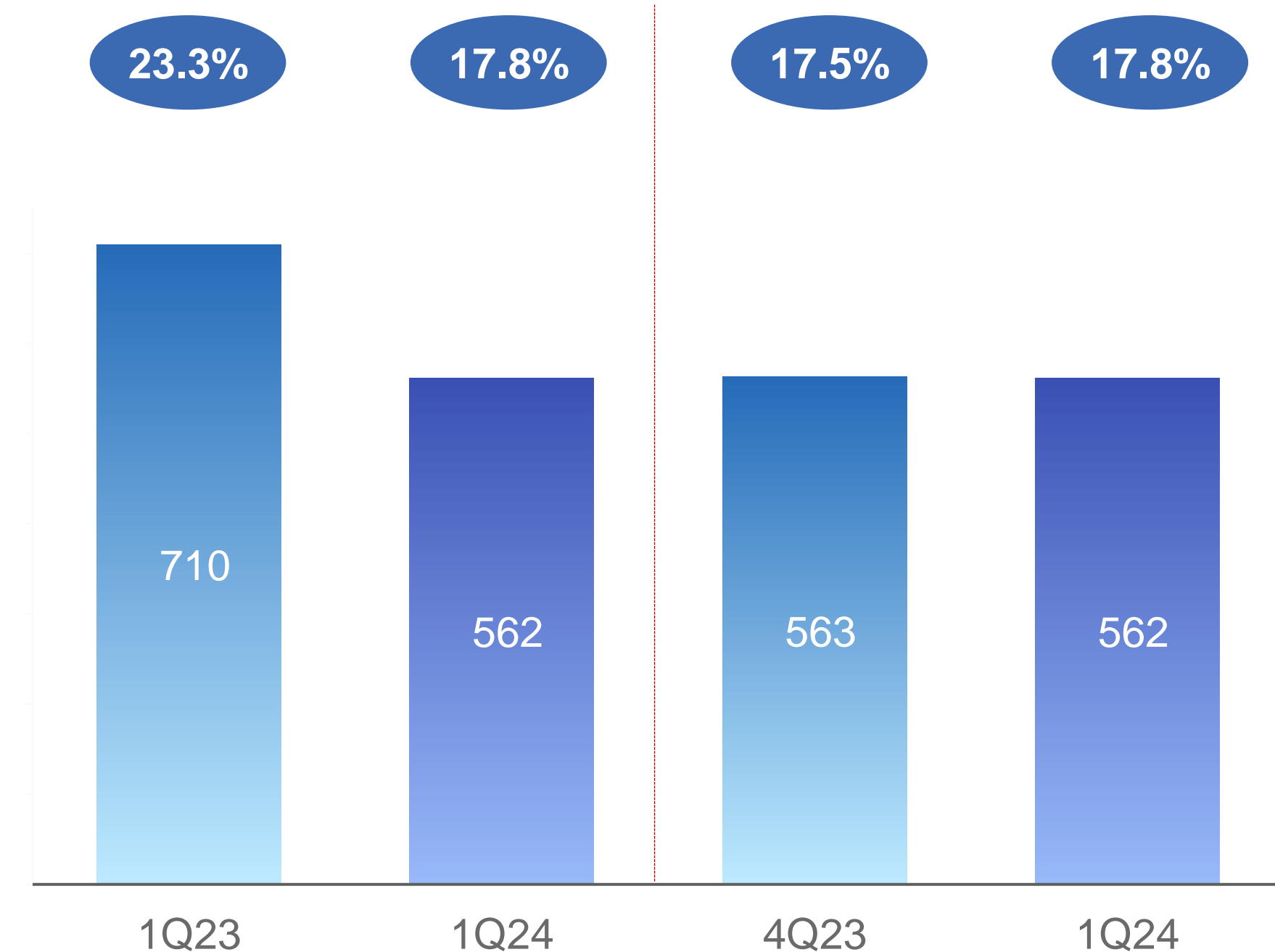
RMB million



Non-GAAP Net Profit⁽¹⁾

RMB million

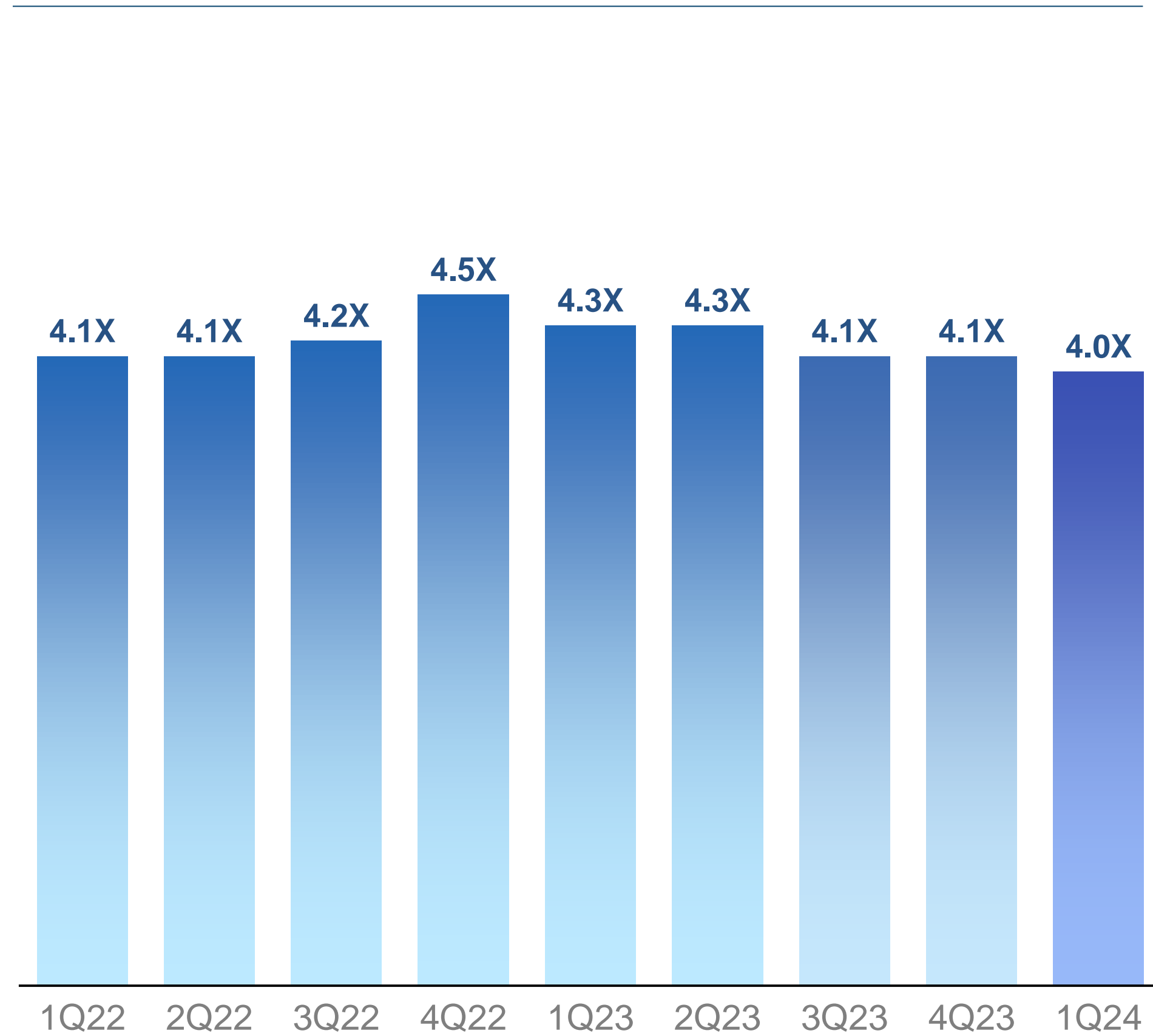
% Net Margin



(1) Non-GAAP net profit for 1Q 2023, which mainly excludes share-based compensation expenses of RMB20.4 million.
 Non-GAAP net profit for 4Q 2023, which mainly excludes share-based compensation expenses of RMB34.2 million.
 Non-GAAP net profit for 1Q 2024, which mainly excludes share-based compensation expenses of RMB30.3 million.

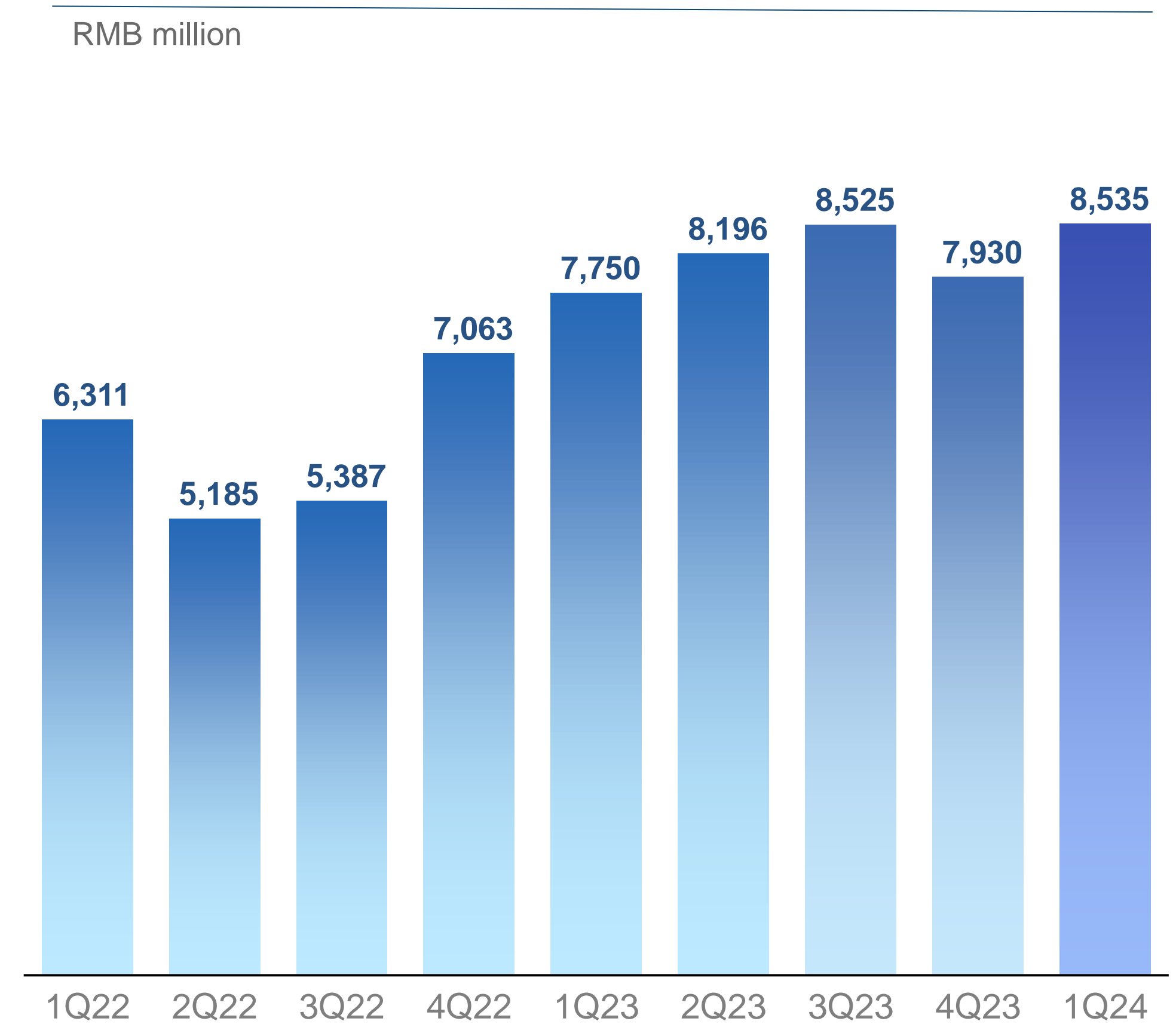
Strong Balance Sheet and Capital Reserve

Leverage Ratio⁽¹⁾



Short-term Liquidity⁽²⁾

RMB million



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

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

Capital Return Program with Consistent Return to Shareholders

<i>USD million</i>	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024 ⁽¹⁾	Cumulative Amount Since IPO ⁽²⁾
Dividend per ADS (USD)	0.19	0.12	0.17	0.205	0.215	0.237	-	1.137
Shares repurchase amount	67.3	6.7	55.0	2.5	50.8	97.6	27.2	307.2
Total dividend amount	58.4	36.7	47.8	59.0	60.8	62.3	-	325.0
Total value returned to shareholders	125.7	43.4	102.8	61.5	111.6	159.9	27.2	632.2
Total payout ratio	35%	13%	34%	16%	34%	49%	-	30%⁽³⁾

(1) Figures as of March 31, 2024.

(2) Company completed initial public offering with total net proceeds of approximately USD 252 million in November 2017.

(3) Represents the weighted average total payout ratio from fiscal year 2018 to 2023.

THANK YOU