## **Investor Presentation**

March 2021



**FinVolution Group** 



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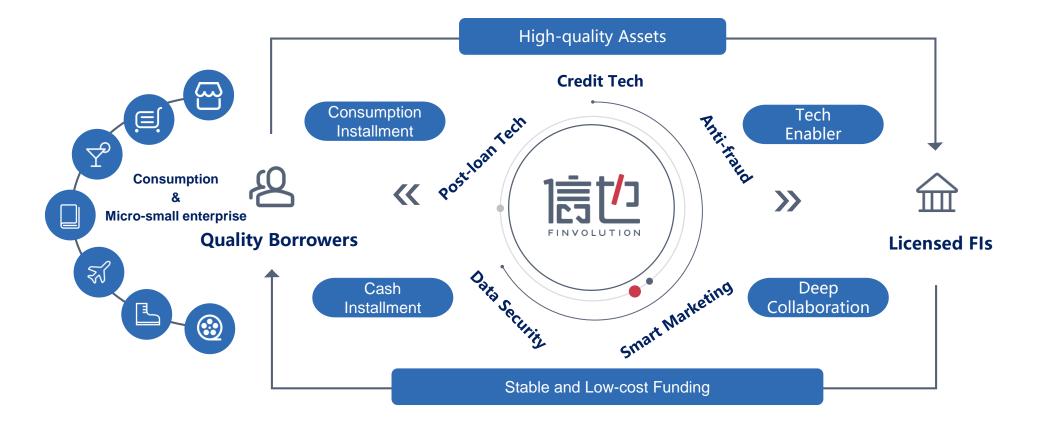
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# **Corporate overview**

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### We leverage technologies to empower the financial institutions by connecting them with quality borrowers



## Proven operating history enabled by technology

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**Digital platform with successful transition** With improving funding cost and delinquency rates

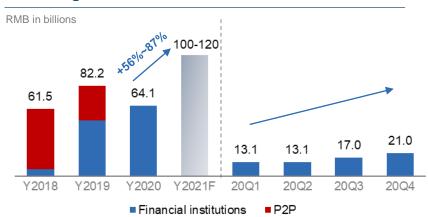
High quality growth Through shifting towards better quality borrowers

13-year proven operating history Successful shift towards 100% Institutional funds<sup>(1)</sup>

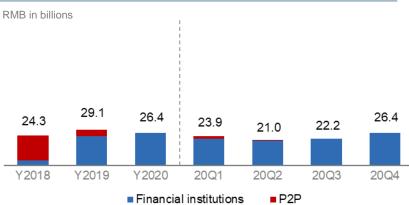
Advanced proprietary technology Thousands of variables for credit assessment

Diversified business strategy
Expansion into Southeast Asia

#### Loan origination volume<sup>(2)</sup>



#### Outstanding loan balance<sup>(3)</sup>



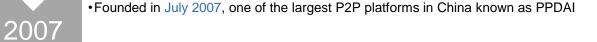
(1)The proportion of loans facilitated by institutional partners increased from 44.8% in 2Q19 to 100.0% in 4Q19 and beyond.

(2)Loan origination volume only includes business in Mainland China.

(3)Outstanding loan balance represents loan balance of all businesses in Mainland China at the end of each period.

## **Key milestones**

One of the largest P2P platforms in China



In November, listed on NYSE(PPDF)

2017

2018

2020

- As of Sep 30, total cumulative origination volume reached RMB75 bn
- As of Sep 30, total cumulative registered users reached 58mm

Started exiting P2P business

• In July, entered into Strategic Agreement with Zhejiang University to Develop AI Research and Development Center

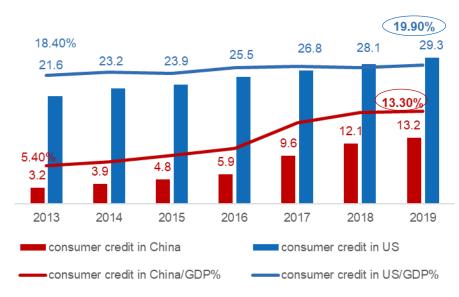
Successful strategical transformation : -Funding from individual investors to licensed institutions. -Shift towards better quality borrowers.

- Successfully transited to loan-facilitation business model
- In November, strategically upgraded group name to FinVolution Group and proposed ticker symbol change from PPDF to FINV
- In December, approved by PBOC to access Credit Reference Center
- In December, invested in Haixia bank
- 2019 • In December, subsidiary received a P2P license from the Financial Services Authority of Indonesia.
  - In December, fully exited from P2P business
  - In December, 50+ cumulative financial institutional partners
  - In December, total cumulative origination volume reached RMB300 bn
  - In December, total cumulative registered users reached 116mm

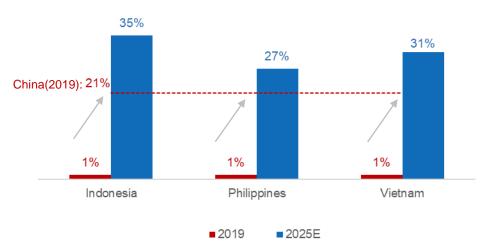
## Massive and fast-growing opportunity



#### **RMB** in trillions



#### Online consumer credit penetration % in SE Asia<sup>(3)</sup>



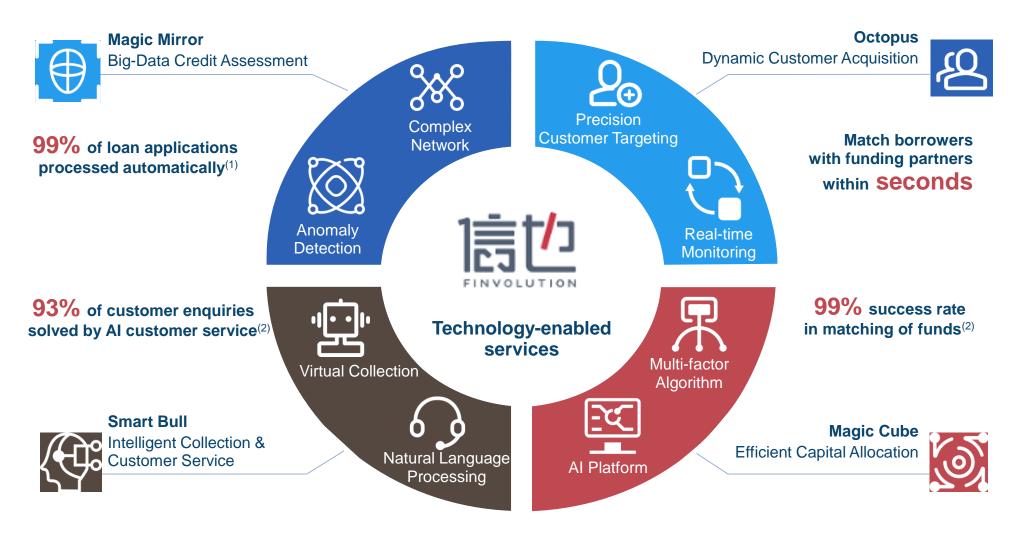
#### Sources:

(1) Wind, National Statistics, PBOC, World Bank, Federal Reserve.

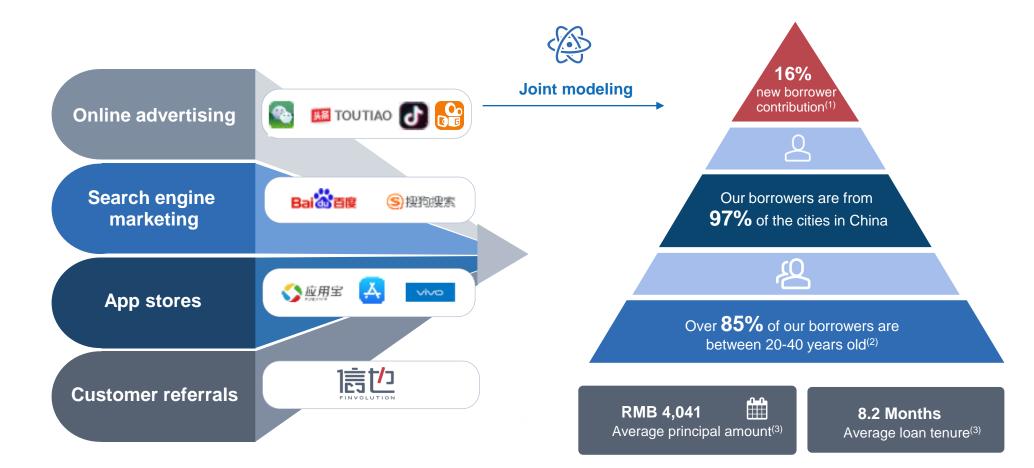
(2)US: Consumer Financial Protection Bureau, May 2015: China: PBOC Credit Reference Center, 2017: FinVolution estimates.

(3)including online cash loan and consumption loan

## We leverage our innovative technologies to empower financial institutions



## Borrower acquisition through diverse online channels

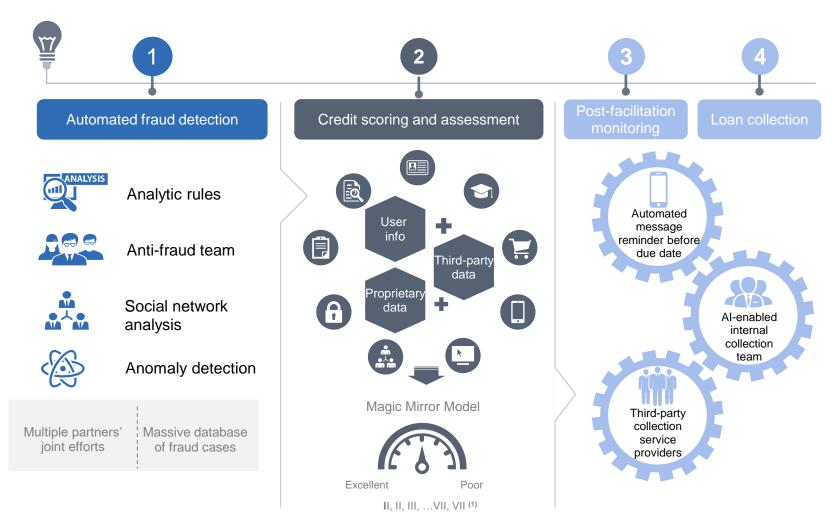


(1) % of loan volume generated by new borrowers. New borrowers are borrowers who have never successfully borrowed on our platform before in the three months ended Dec 31, 2020.

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

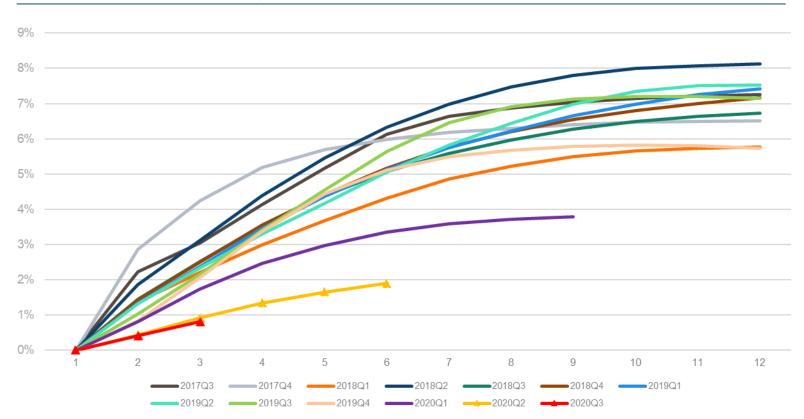
(3) Calculated based on loans originated on our marketplace in Mainland China in the three months ended Dec 31, 2020.

## Sophisticated risk management technologies and capabilities



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

## Shift to better quality borrowers with improving delinquency rates



#### Delinquency rates by vintage<sup>(1)</sup>

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

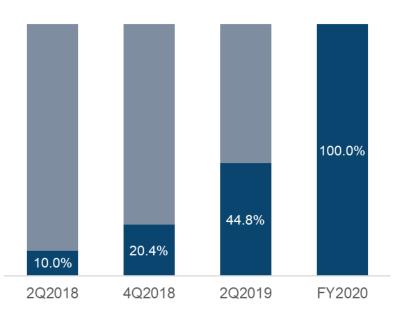
(1) Vintage is defined as loans facilitated during a specified time period. Delinquency rate by vintage is defined as (i) the total amount of principal for all loans in a vintage that become delinquent, less (ii) the total amount of recovered past due principal for all loans in the same vintage, and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

## Successful business model transition

#### Successful shift to institutional funding

#### Loan volume % by funding sources



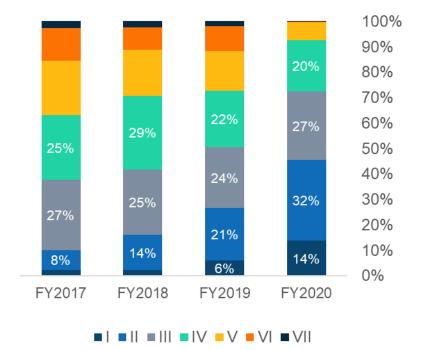


Loans facilitated by individual investors as % of total loan volume

■ Loans facilitated by institutional partners as % of total loan volume

#### Shift towards better quality borrowers

#### Proportion of loan volume by credit rating<sup>(1)</sup>



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

#### **Our growth strategies**

#### 1)Deepen cooperation with institutional partners

-Diversify business models with institutional partners

-Leverage on our technologies and capabilities to empower our partners in consumer finance

#### 2)Expand loan products & client segments

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

#### 3)International expansion & investments

- -Expansion into South East Asia
- -Began licensed lending operations in Indonesia, explore opportunities in Philippines and Singapore

#### 4)Penetration into micro-small enterprises

- -Provide loans with favorable terms for micro-small enterprises as working capital.
- -Loan origination volume facilitated for micro-small enterprise borrowers were RMB3.7 bn in 2020<sup>(1)</sup>

-Micro-small enterprise borrowers served were 220 thousand in 2020(1)

(1) As of Dec 31,2020

## **Committed and professional management team**





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



- Fudan University









## **Operation & Financial metrics**

0.90

1.45

0.75

0,90

1,52

0,80

3.74

2.03

1.97

2,69

4.48

2.26

89.3

106.9

105.2

105.6

448,23

44.08

17,90

110.73

2.40

20.07

2.09

0.81

27.3

15,39

17.96

1,56

1,35

0.70

0.00

1.47

0,40

3.06

3.44

1,48

13.50

1,14

1.5.1

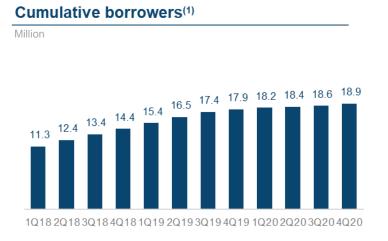
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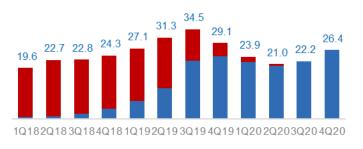
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## **Operating metrics**



#### Outstanding loan balance<sup>(2)</sup>

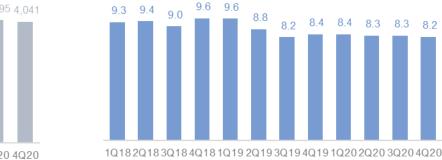
RMB in billions



Financial institutions = P2P

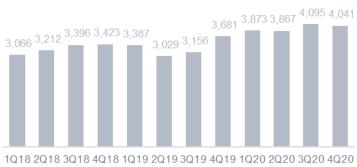
#### Average loan tenure<sup>(3)</sup>

Months



#### Average principal amount<sup>(3)</sup>

RMB



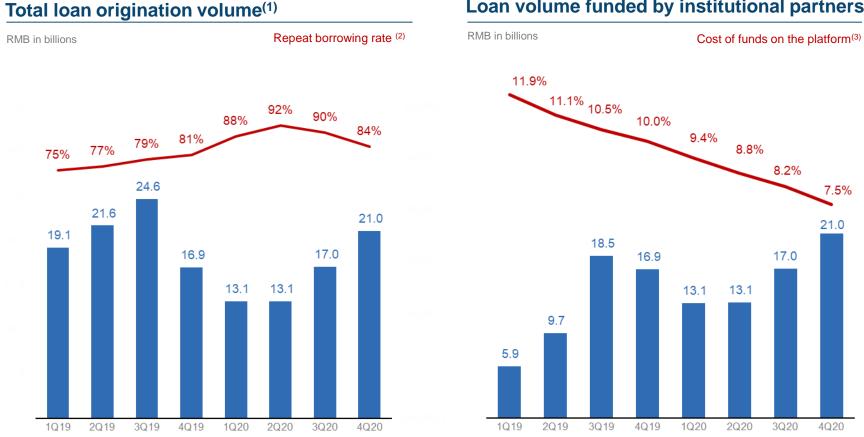
(1) Total number of borrowers in Mainland China whose loans were facilitated on our platform at least once.

(2) As of the end of each period.

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

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#### Growing Loan origination volume and declining cost of funds on the platform



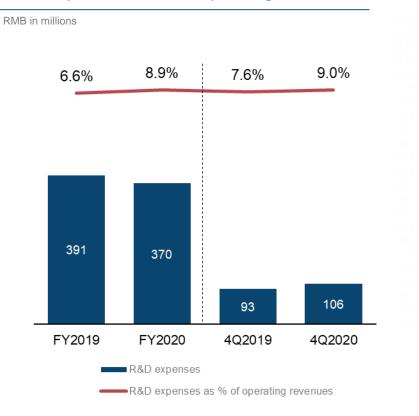
Loan volume funded by institutional partners

(1) 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.

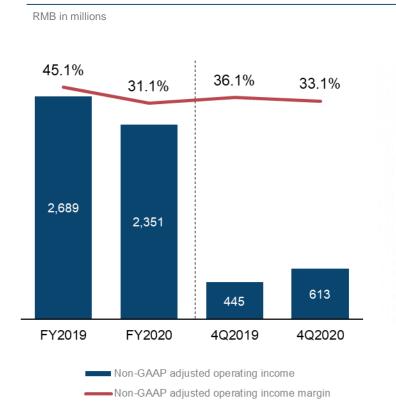
(3) Comprehensive cost of funds of off-balance sheet loans including intermediary fees.

## Increasing R&D investment and operating income



#### **R&D** expenses with % of operating revenues<sup>(1)</sup>

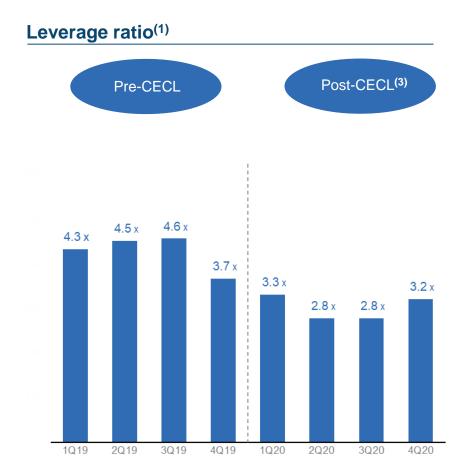
#### Non-GAAP adjusted operating income (2)



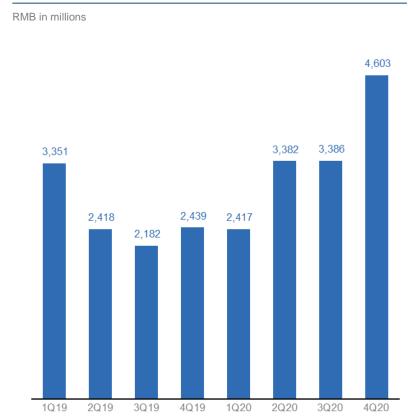
(1)Operating revenues exclude guarantee income.

(2)Non GAAP adjusted operating income for FY2019, which excludes share-based compensation expenses of RMB42.3 million. -Non GAAP adjusted operating income for FY2020, which excludes share-based compensation expenses of RMB43.2 million. -Non GAAP adjusted operating income for 4Q 2019, which excludes share-based compensation expenses of RMB9.4 million. -Non GAAP adjusted operating income for 4Q 2020, which excludes share-based compensation expenses of RMB17.9 million.

## **Strong balance sheet**



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



(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

## Value returned to shareholders

USD million	FY2018	FY2019	FY2020	Cumulative Amount Since IPO*
Dividend per ADS (USD)	0.19	0.12	0.17	0.48
Shares repurchase amount	67.3	6.7	55.0	129.0
Total dividend amount	58.4	36.7	47.8	142.9
Total value returned to shareholders	125.7	43.4	102.8	271.9

\*Company IPO in Nov,2017. Figures as of Dec 31,2020.

### **Consolidated statements of comprehensive income**

Million	FY2018	FY2019	FY2020	4Q2019	4Q2020	4Q2020
-	RMB	RMB	RMB	RMB	RMB	USD
Operating revenue:						
Loan facilitation service fees	2,919	3,311	1,909	539	643	99
Post-facilitation service fees	923	1,200	673	276	176	27
Net interest income	256	1,107	1,113	317	204	31
Other Revenue	377	345	482	101	162	25
Changes in expected discretionary payment to IRF investors	69	-	-	-	-	-
Guarantee income <sup>(1)</sup>	-	-	3,386	-	667	102
Net revenue	4,544	5,963	7,563	1,233	1,853	284
Origination and servicing expenses	(986)	(1,208)	(1,326)	(305)	(465)	(71)
Sales and marketing expenses	(711)	(720)	(483)	(132)	(210)	(32)
General and administrative expenses	(383)	(436)	(461)	(101)	(157)	(24)
Research and development expenses	(318)	(391)	(370)	(93)	(106)	(16)
Provision for loans receivable	(193)	(300)	(463)	(103)	43	7
Provision for accounts receivable	(107)	(262)	(145)	(64)	(53)	(8)
Credit losses for quality assurance commitment <sup>(1)</sup>	-	-	(2,008)	-	(309)	(47)
Total operating expenses	(2,697)	(3,316)	(5,256)	(798)	(1,257)	(193)
Operating profit	1,847	2,646	2,308	435	596	91
Other income (expenses)						
Gain from quality assurance fund	511	98	-	7	-	-
Realized gain (loss) from financial guarantee derivatives	(157)	31	-	2	-	-
Fair value change of financial guarantee derivatives	272	(56)	-	(5)	-	-
Other income, net	148	136	116	30	2	0
Profit before income tax expenses	2,621	2,856	2,424	470	597	92
Income tax expenses	(151)	(482)	(455)	(57)	(100)	(15)
Net profit	2,469	2,375	1,969	412	497	76

(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, 2018	As of Dec 31, 2019	As of Dec 2020	
Million	RMB	RMB	RMB	USD
Cash and cash equivalents	1,616	2,325	2,632	403
Restricted cash	3,678	3,686	3,484	534
Short-term investments	1,695	115	1,971	302
Investments	168	953	951	146
Quality assurance receivable, net of credit loss allowance for quality assurance receivable	2,064	3,650	1,122	172
Intangible assets	69	64	99	15
Property, equipment and software, net	144	134	94	14
Loans receivable, net of credit loss allowance for loans receivable	2,331	4,808	2,355	361
Accounts receivable, net of credit loss allowance for accounts receivable	812	882	864	132
Deferred tax assets	123	130	156	24
Financial guarantee derivative assets	56	-	-	-
Contract assets	112	21	-	-
Right of use assets	-	96	55	8
Prepaid expenses and other assets	225	1,391	1,050	161
Goodwill	50	50	50	8
Total assets	13,142	18,304	14,882	2,281
Payable to platform customers	905	685	103	16
Quality assurance payable	3,819	4,776	-	-
Deferred guarantee income	-	-	1,259	193
Expected credit losses for quality assurance commitment	-	-	2,391	366
Payroll and welfare payable	188	177	221	34
Taxes payable	225	128	154	24
Short-term borrowings	25	235	-	-
Funds payable to investors of consolidated trusts	1,506	3,660	1,662	255
Contract liability	165	56	3	1
Deferred tax liabilities	100	199	104	16
Accrued expenses and other liabilities	223	292	511	78
Leasing liabilities	-	85	43	7
Total liabilities	7,157	10,293	6,452	989
Ordinary shares	102	103	103	16
Additional paid-in capital	5,896	5,641	5,660	867
Treasury stock	(332)	(47)	(402)	(62)
Statutory reserves	256	317	458	70
Accumulated other comprehensive income	58	70	(5)	(1)
Retained earnings	46	1,967	2,652	406
Total FinVolution Group shareholders' equity	5,924	7,948	8,363	1,282
Non-controlling Interest	62	64	67	10
Total shareholders' equity	5,986	8,011	8,430	1,292
Total liabilities and shareholders' equity	13,142	18,304	14,882	2,281

## **Consolidated statements of cash flows**

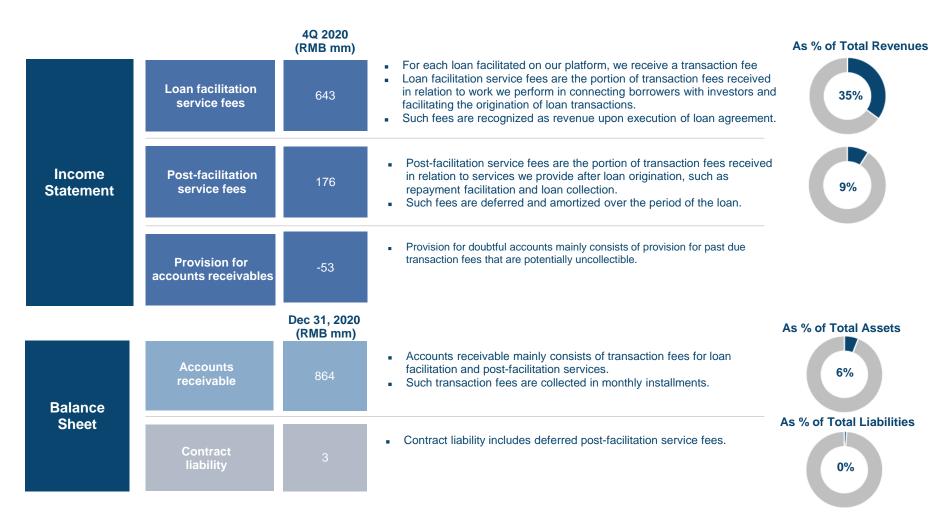
	FY2018 FY2019 FY2020		020	4Q2019	4Q20	20	
Million	RMB	RMB	RMB	USD	RMB	RMB	USD
Net cash provided by (used in) operating activities	1,885	(216)	2,207	338	(2,823)	748	115
Net cash provided by (used in) investing activities	(1,447)	(828)	1,041	160	266	1,431	219
Net cash provided by (used in) financing activities	530	1,750	(3,091)	(474)	812	(1,056)	(162)
Effect of exchange rate changes on cash and cash equivalents	42	11	(51)	(8)	(8)	(30)	(5)
Net increase (decrease) in cash, cash equivalent and restricted cash	1,010	717	106	16	(1,752)	1,094	168
Cash, cash equivalent and restricted cash at beginning of period	4,284	5,294	6,011	921	7,763	5,022	770
Cash, cash equivalent and restricted cash at end of period	5,294	6,011	6,116	937	6,011	6,116	937

# Appendix

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#### **Off-balance sheet loans**<sup>(1)</sup>

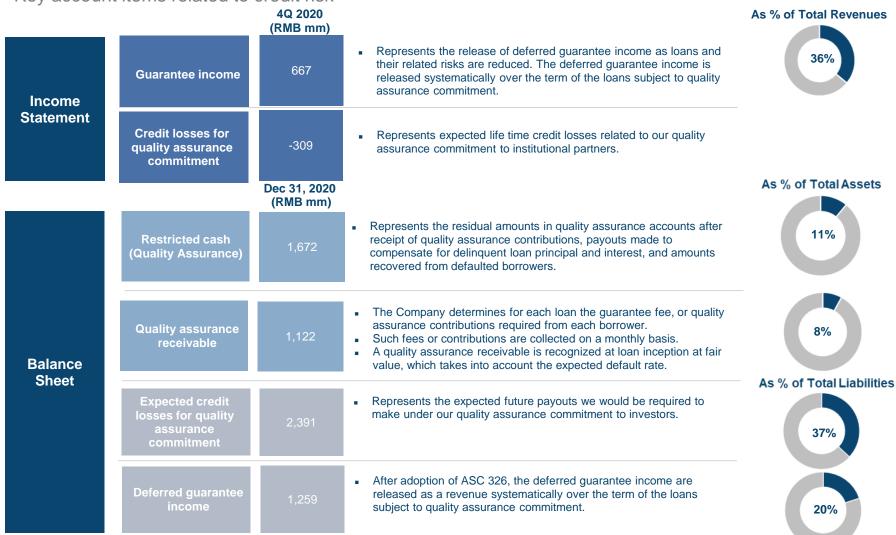
Key account items related to service fees



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

## **Off-balance sheet loans**<sup>(1)</sup>

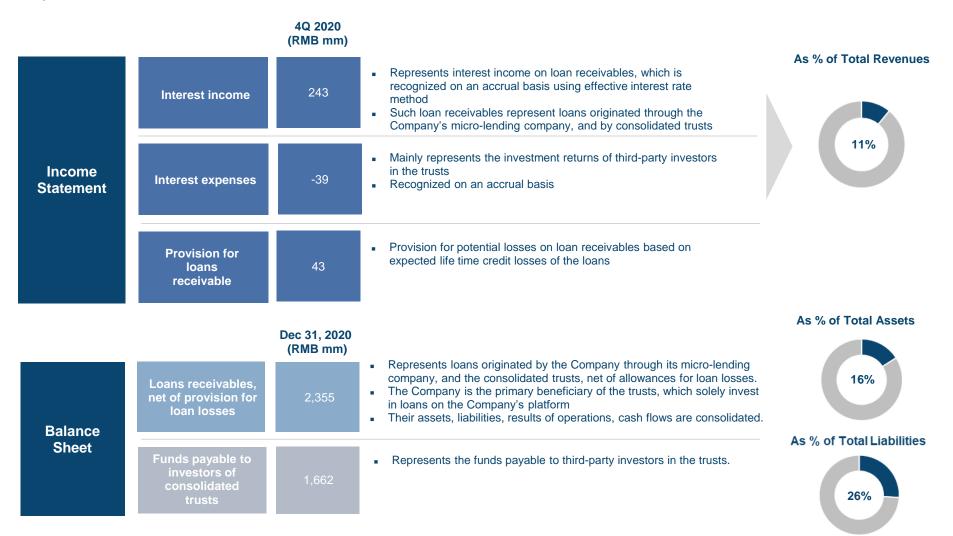
Key account items related to credit risk



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

## **On-balance sheet loans**<sup>(1)</sup>

Key account items



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

## **Delinquency rates by balance**<sup>(1)</sup>

	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%				
December 31, 2020	0.35%	0.55%	0.48%	1.56%				

(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**<sup>(1)</sup>

	Month on book										
	2 <sup>nd</sup>	3 <sup>rd</sup>	4 <sup>th</sup>	5 <sup>th</sup>	6 <sup>th</sup>	7 <sup>th</sup>	8 <sup>th</sup>	9 <sup>th</sup>	10 <sup>th</sup>	11 <sup>th</sup>	12 <sup>th</sup>
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%	5.83%	5.80%	5.73%
2020Q1	0.81%	1.73%	2.46%	2.97%	3.35%	3.59%	3.71%	3.78%			
2020Q2	0.44%	0.92%	1.34%	1.65%	1.90%						
2020Q3	0.41%	0.81%									

(1) The table display the historical cumulative 30-day plus as of Dec 31, 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<sup>(1)</sup>

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 million)	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 <sup>(2)</sup>	
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 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.