



纳斯达克

股票代码: JFIN

JIAYIN TECHNOLOGY

Investor Presentation

March 2024

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JIAYIN TECHNOLOGY

is a platform committed to facilitating effective, transparent, secure, and fast connections between underserved individual borrowers and financial institution funding partners

Mission

To Realize Dreams by Creating Value through Technology and Passion

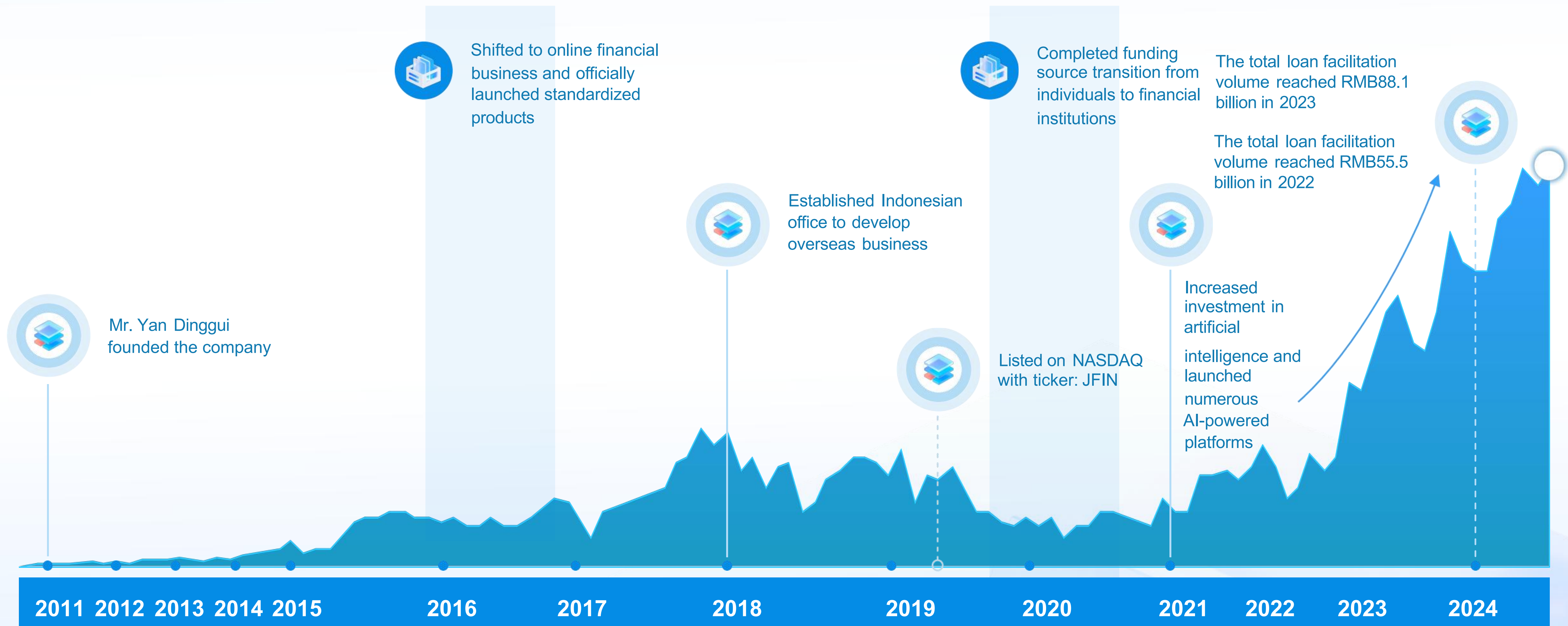
Vision

To empower borrowers and financial institutions by creating opportunities with cutting-edge technology, passion, and innovation

History of self-disruption and technological advancement for sustainable business growth

93-98 Billion RMB

Announced guidance on 2024 full-year loan facilitation volume



■ Represents the loan facilitation volume facilitated in Mainland China during the period presented

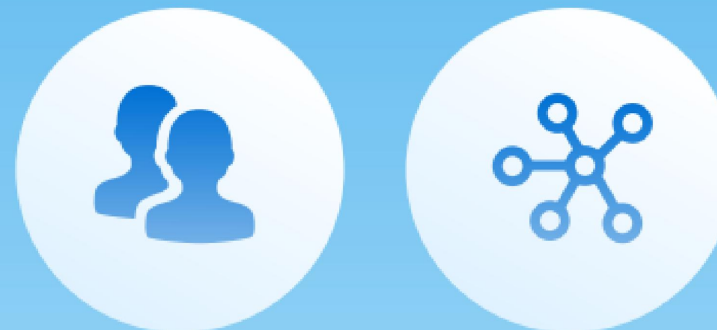
Challenges faced by borrowers and financial institutions



Borrowers

Seeking access to credit

- Underserved by traditional financial institutions
- Immediate need to bridge cash flow gap
- Prefer online solutions that prioritizes speed, convenience and privacy



Financial Institutions

Seeking to diversify portfolio

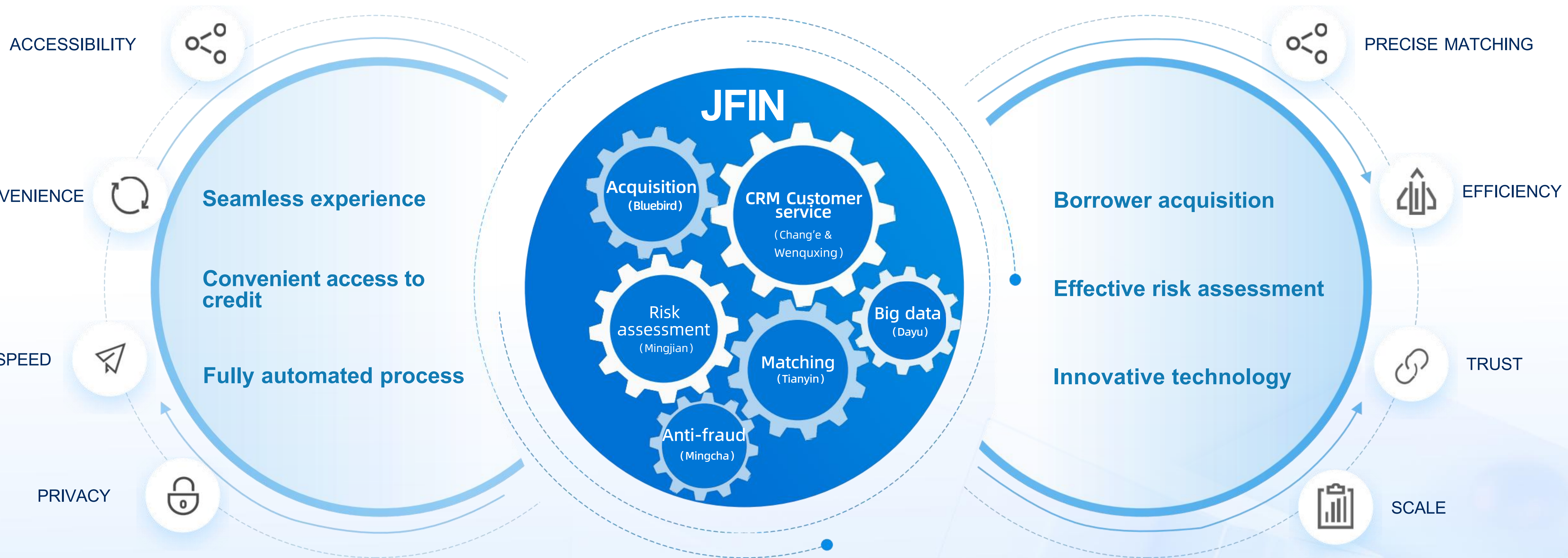
- Limited reach across online channels and geographical regions
- Seeking trustworthy partners with expertise in technology, data, and security
- Competing against larger competitors with scale and efficiency advantages

Technology driven model enhances customer experience and efficiency at scale

Borrowers
Individuals, SMEs



Financial Institutions
Banks, Microcredit Companies, Trusts,
Consumer Finance Companies



Achievements as of 2023

2022 FULL YEAR

55.5 Billion FACILITATION VOLUME (RMB)
+ 153.4% YOY

3.27 Billion NET REVENUE (RMB)
+ 83.7% YOY

1.18 Billion NET INCOME (RMB)
+ 152.3% YOY

2023 FULL YEAR

88.1 Billion FACILITATION VOLUME (RMB)
+ 58.7% YOY

5.47 Billion NET REVENUE (RMB)
+ 67.1% YOY

1.30 Billion NET INCOME (RMB)
+ 9.9% YOY

 **>14.4 Million**

Cumulative Borrowers
with 0.43M new borrowers in 2023Q4

 **71**

Cumulative Funding Partners
with another 36 in discussion

Visionary and committed management team



DINGGUI YAN

Founder, Director and Chief Executive Officer



University of Geneva
Geneva Finance Research Institute
Doctorate of Advanced Professional Studies

CEIBS EMBA



YIFANG XU

Director and Chief Risk Officer



Northwestern University
Kellogg School of Management MBA



LIBIN WANG

Director and Vice President of Finance



Fudan University
Master's Degree in Accounting



CHUNLIN FAN

Chief Financial Officer



University of Michigan
Ross School of Business MBA



YI FENG

Chief Technology Officer



University of Pennsylvania
Master's Degree of Computer Science

使命

愿景

价值观

Service and Technology

用科技和热爱汇聚点滴价值，
给梦想可能。

立足科技创新，
赋能企业智慧运营，
打造令人安心的服务体验，
成为值得信赖的事业伙伴。

我们用客户的视角定义我们工作的价值。
通过简单高效和诚实守信的方式，做正确的事。

创造价值

我们相信成就彼此，追求共赢。
为客户创造价值，既是成就客户，
也是成就我们朝夕相处的同学。

成就伙伴

我们尊重个体的不同，相互倾听，
用开放的态度接纳不同的声音，
我们在一起，就能创造1+1>2的价值。

开放包容

我们始终积极的心态，拥抱变化，
在变化中学习，不断成长。






变中求进

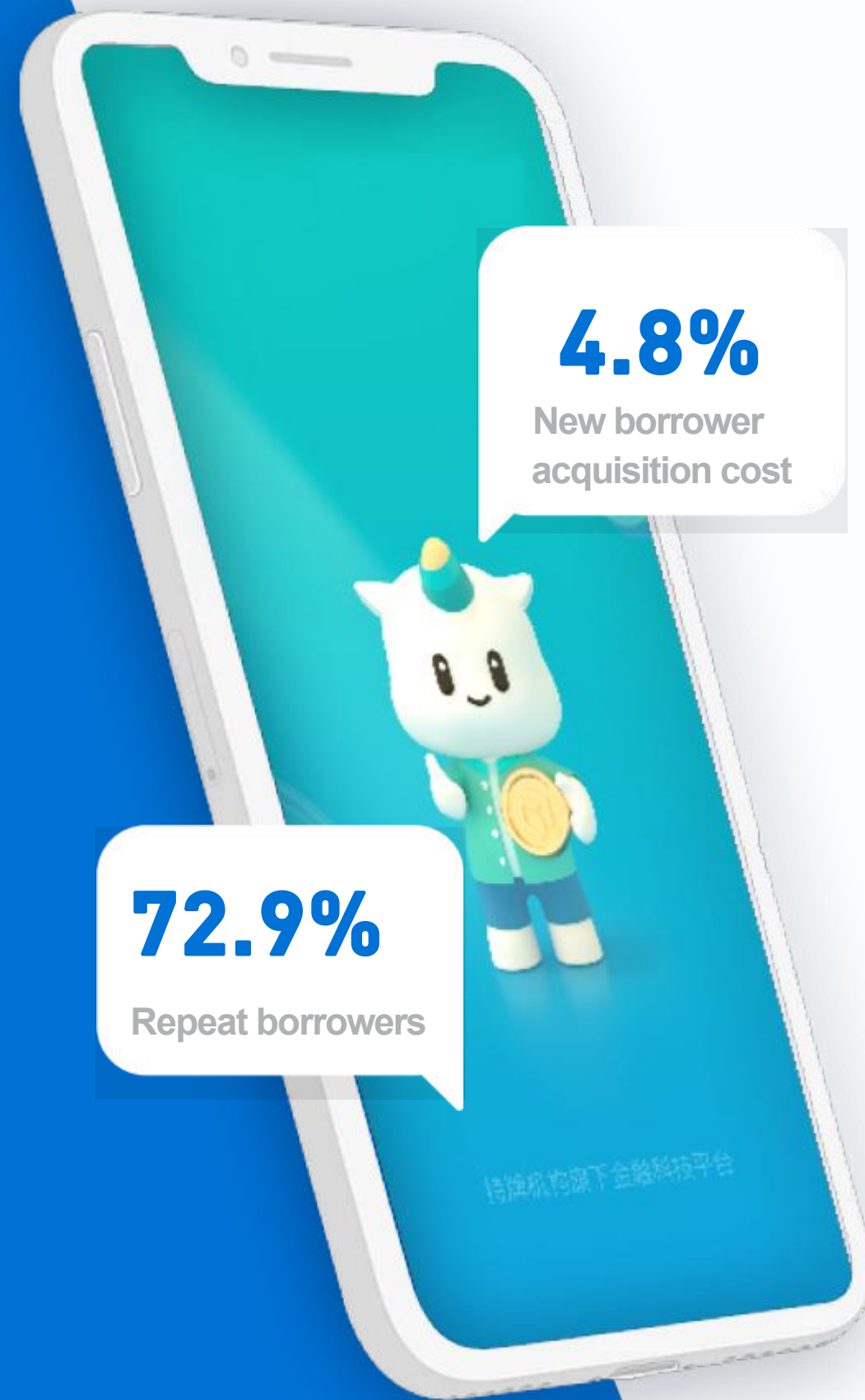
我们不设边界，敢作为，
面对挑战和困难时，有舍我其谁的担当

我就是嘉银

Diversified channels for borrower acquisition

Borrower Profile

-  Average amount per borrowing **RMB 9,944**
-  About half of borrowers between **age 23 to 35**
-  Average tenor close to **12 months**
-  **100%** AI automated approval and processing
-  Loan facilitation volume for Small Business Owners accounted for **22%**



Online Marketing Channels

Online Advertising



Application Stores



Consumption Marketplace



Empowering institutional funding partners with innovative technology



Borrower Acquisition

Help institution funding partners grow borrower base through targeted marketing strategies supported by advanced analytics



Risk Assessment

Deliver reliable initial credit assessment for institutional funding partners with our sophisticated AI risk model, trained with proprietary data



Digital Advantage

Provide sustainable and scalable growth for institutional funding partners in a cost-effective manner



Technology Empowerment

Innovative technology and data solutions to serve the needs of institutional funding partners

Tian Yin

Asset Management Platform

Ming Jian

AI Risk Control System

Xing Kong

Knowledge Graph Platform

Ming Cha

Anti-fraud System

Er Lang Shen

Unified Warning Platform



Compliance Operation

Innovative technology and data solutions ensuring compliance through maintaining constant dialogue with regulators and reinforcing internal controls and processes serve the needs of institutional funding partners

Institutional funding partners



Banks



Trusts

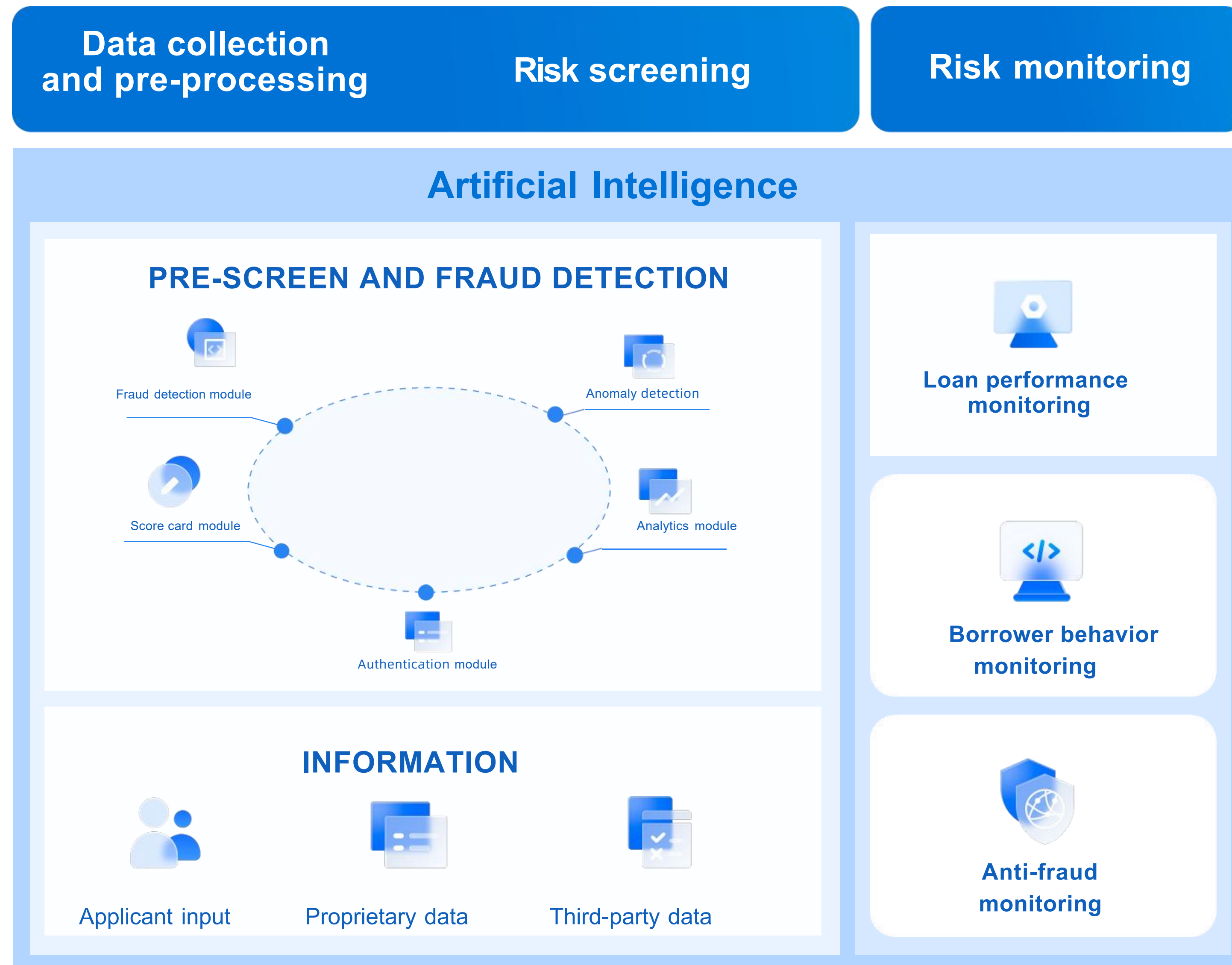


Microcredit Companies



Consumer Finance Companies

Proprietary risk management system through entire life cycle



Proprietary credit assessment model

- Advanced big data analysis and sophisticated learning model
- We independently developed the knowledge graph database known as Xingkong in FY2021, enhancing the anti-fraud module
- We launched Anti-fraud System MingCha in FY2022, improving the efficiency of processing and operating

External cooperation enabling technology empowerment

- We proactively respond to policies, collaborating with credit reporting institutions Baihang and Pudao to promote the policy of disconnected direct connection and data security
- We assisted our institutional partners by enhancing their risk management models while empowering the loan facilitation process

Sophisticated AI-powered tools underpin platform performance



- 
Enhance
 Risk management
- 
Bolster
 Core competitiveness
- 
Optimize
 Online marketing
- 
Improve
 Operation efficiency
- 
Empower
 Institutional partners
- 
Expand
 Business scale

使命

愿景

价值观

Operational and Financial Data

用科技和热爱汇聚点滴价值，
给梦想可能。

立足科技创新，
赋能企业智慧运营，
打造令人安心的服务体验，
成为值得信赖的事业伙伴。

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变中求进

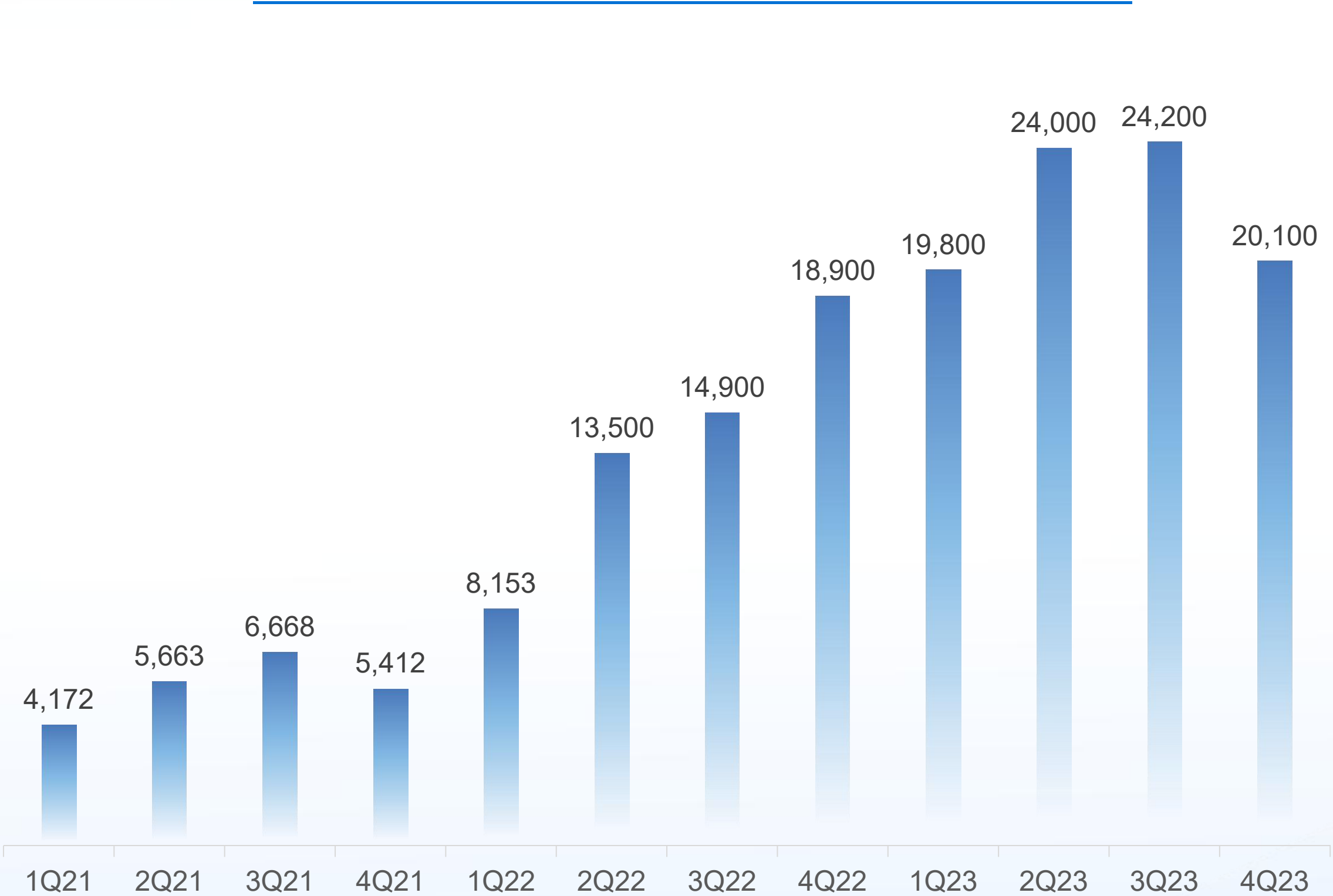
我们始终积极的心态，拥抱变化，
在变化中学习，不断成长。

我就是嘉银

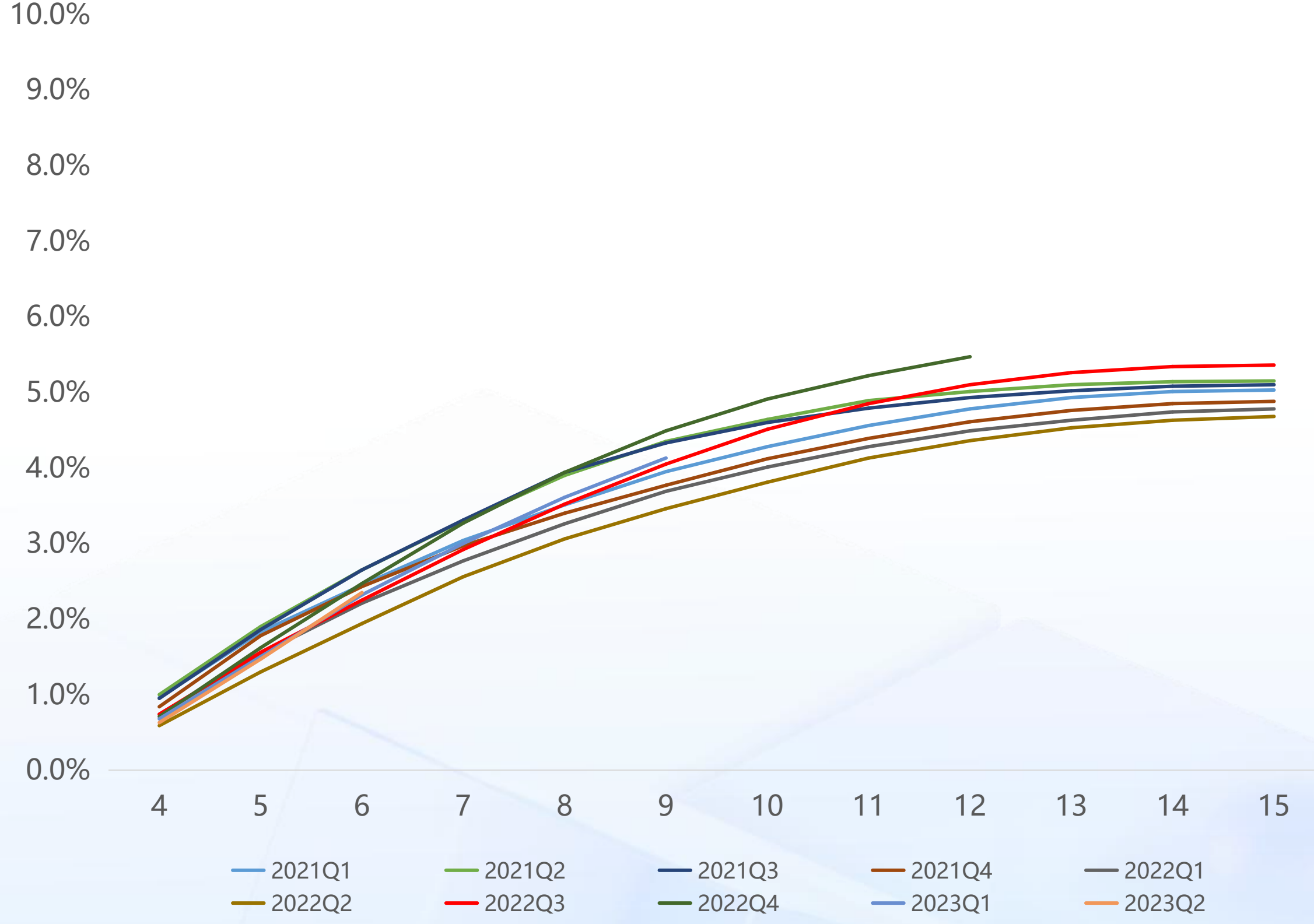
我们不设边界，敢作为，
面对挑战和困难时，有舍我其谁的担当

Steady improvement in credit performance supporting robust growth

Loan Facilitation Volume
(RMB in millions)



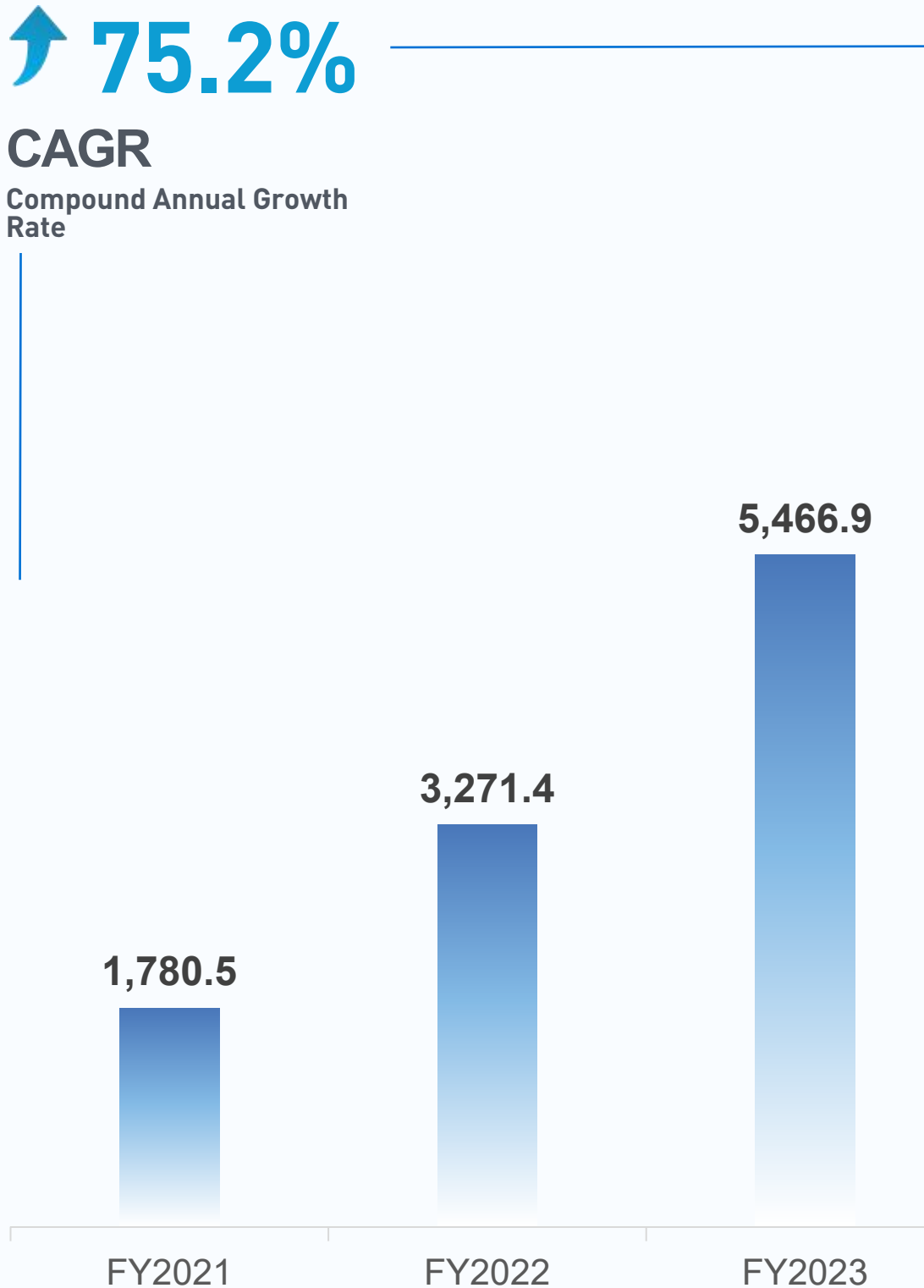
M3+ Delinquency Rate by Vintage



Quality growth and profitability

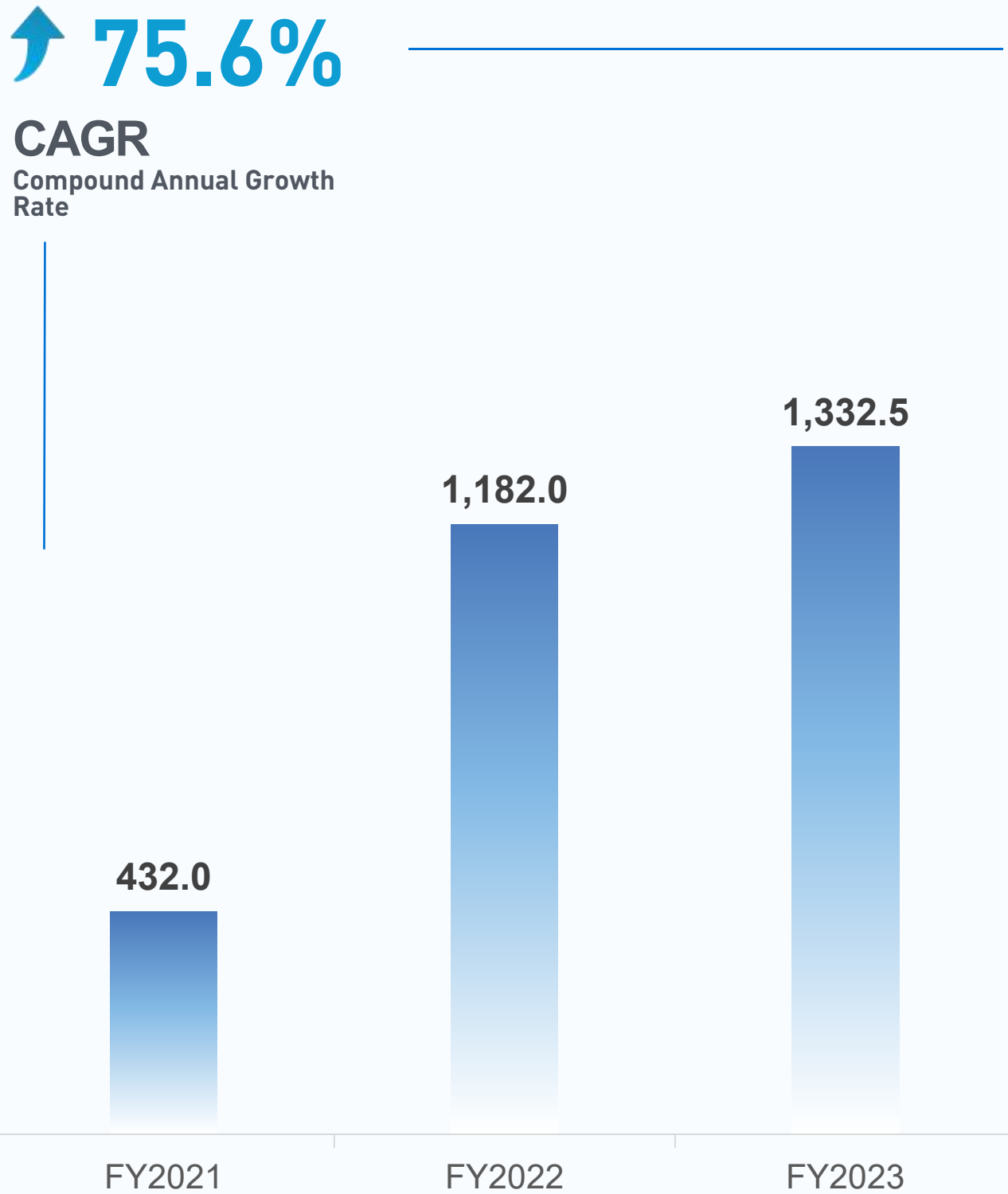
Net Revenue

(RMB in millions)



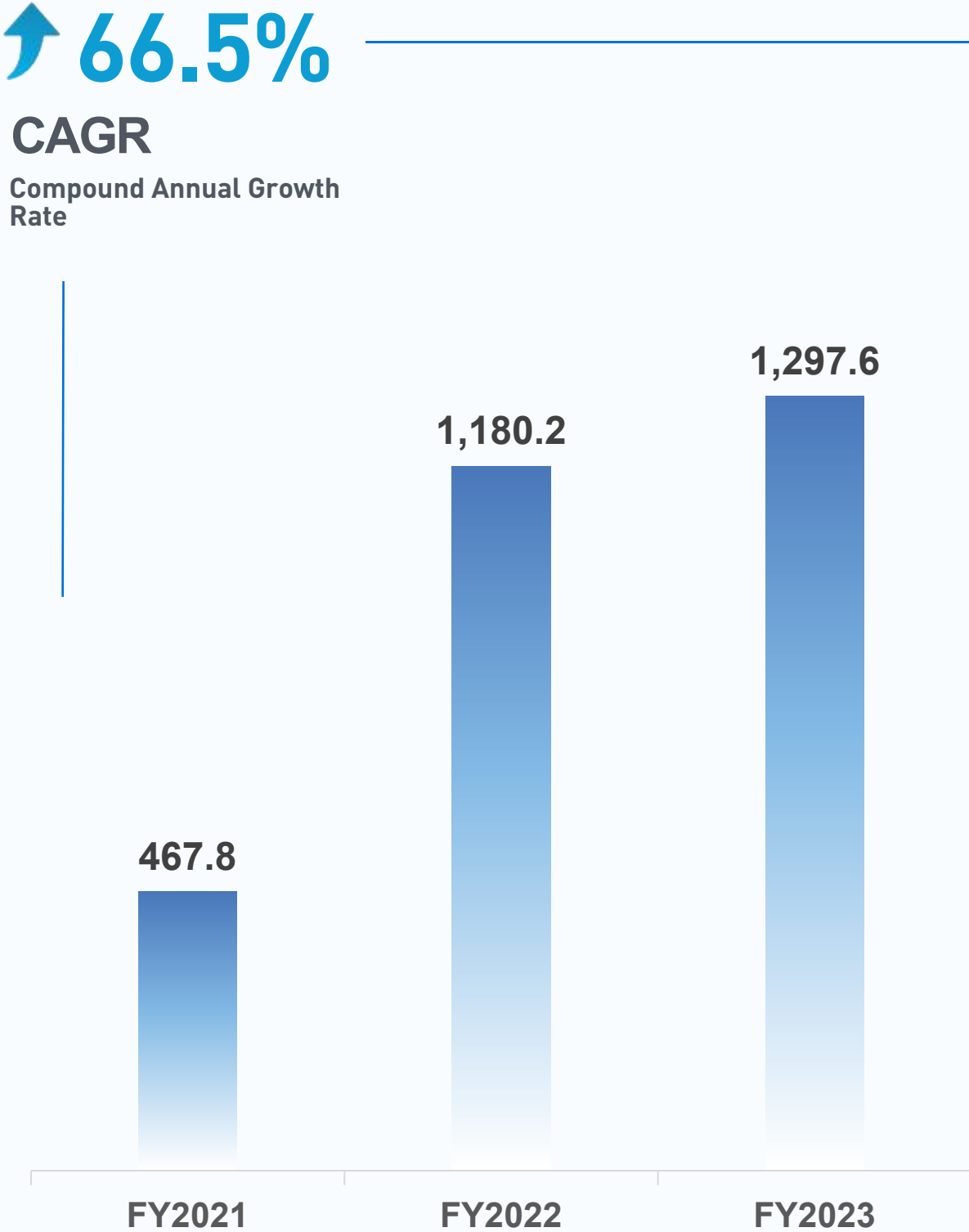
Income from Operations

(RMB in millions)



Net Income

(RMB in millions)



Operating highlights of Q4 2023

Continuous Growth of loan Facilitation Volume



- Loan facilitation volume reached RMB20.1 billion, representing an increase of **6.3%YOY**

Strong Profitability



- Net revenue reached RMB1,601 million, representing an increase of **51.8%YOY**
- Net income reached RMB368 million, representing an decrease of **31.1%YOY**, mainly due to the one-off non-operating income in the same period of 2022

Deepening Institutional Partnerships



- We have currently forged partnerships with **71** financial institutions, with another 36 in discussion
- New collaboration models have empowered **3** institutional partners, with another 8 in discussion

Stable Asset Quality



- The 61-90 days delinquency rate up to **0.68%** compared with 0.52% at the end of September 2023

Global Expansion



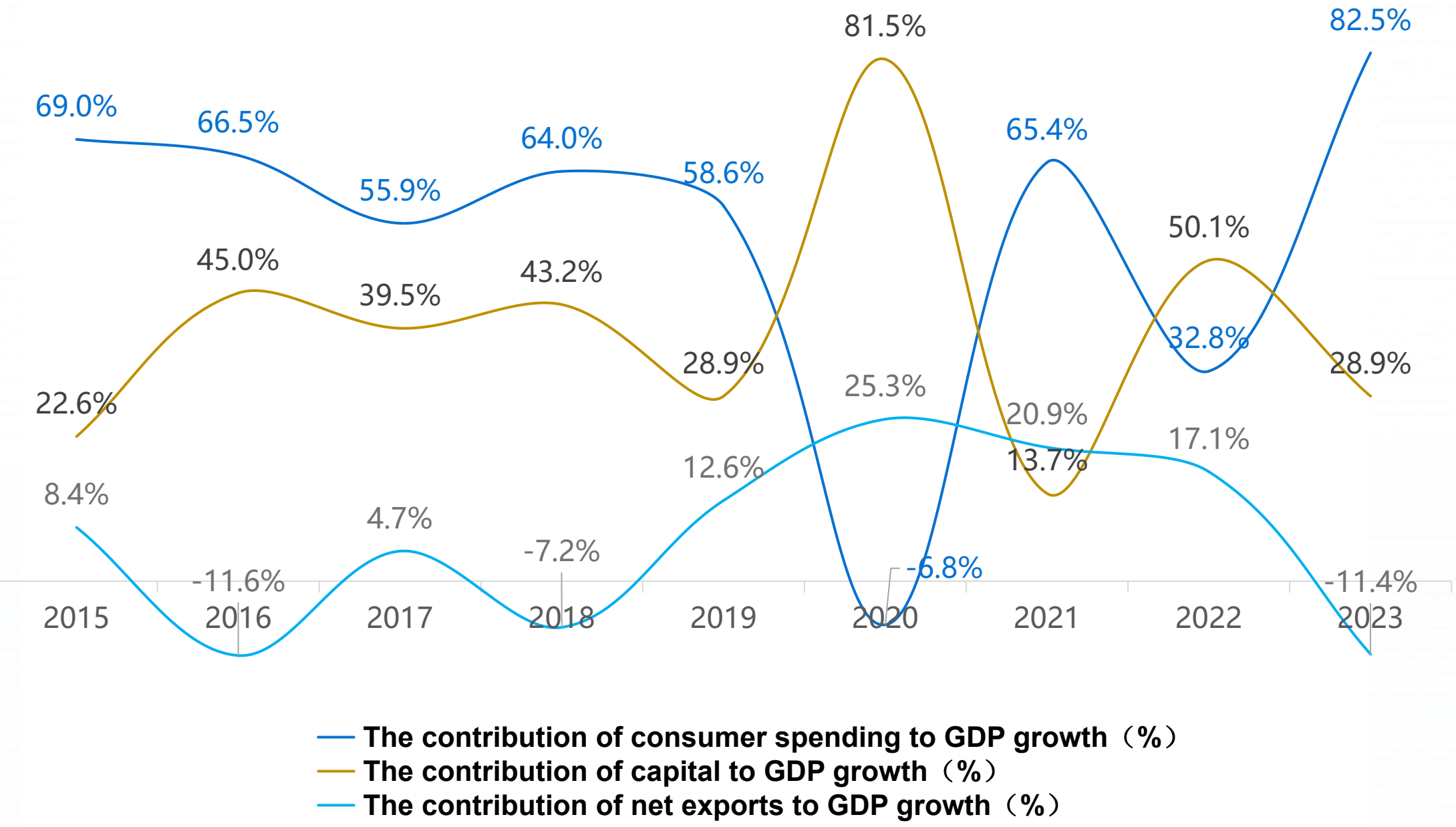
- We are closely monitoring regulatory environment in Indonesia and support our partners in optimizing their asset structures and targeting high-quality customer segments
- In Nigeria, we will continue to monitor the local business environment and are actively exploring Tanzania

Credit growth driven by consumption recovery



The contribution of consumer spending to GDP growth has recovered to the pre-epidemic level

The contribution of China's three major drivers to GDP growth from 2015 to 2023



China's consumer credit balance in a narrow sense are forecast to grow at 13%



Reinforcing our strengths to build durable competitive advantage

Our accumulated strengths and core advantages

Capital-light model benefits from operating efficiency, scalability, and network effect

AI-enabled risk assessment model incorporates proprietary data and improves accuracy over time

Strong borrower and channel relationships ensures engaged borrowers and precise targeting

Funding partners and network with deep cooperation and aligned objectives

Committed management with years of domain expertise and industry insights

Drive growth and strengthen our core advantages to better serve our customers

Growth Flywheel

Better products and more choices

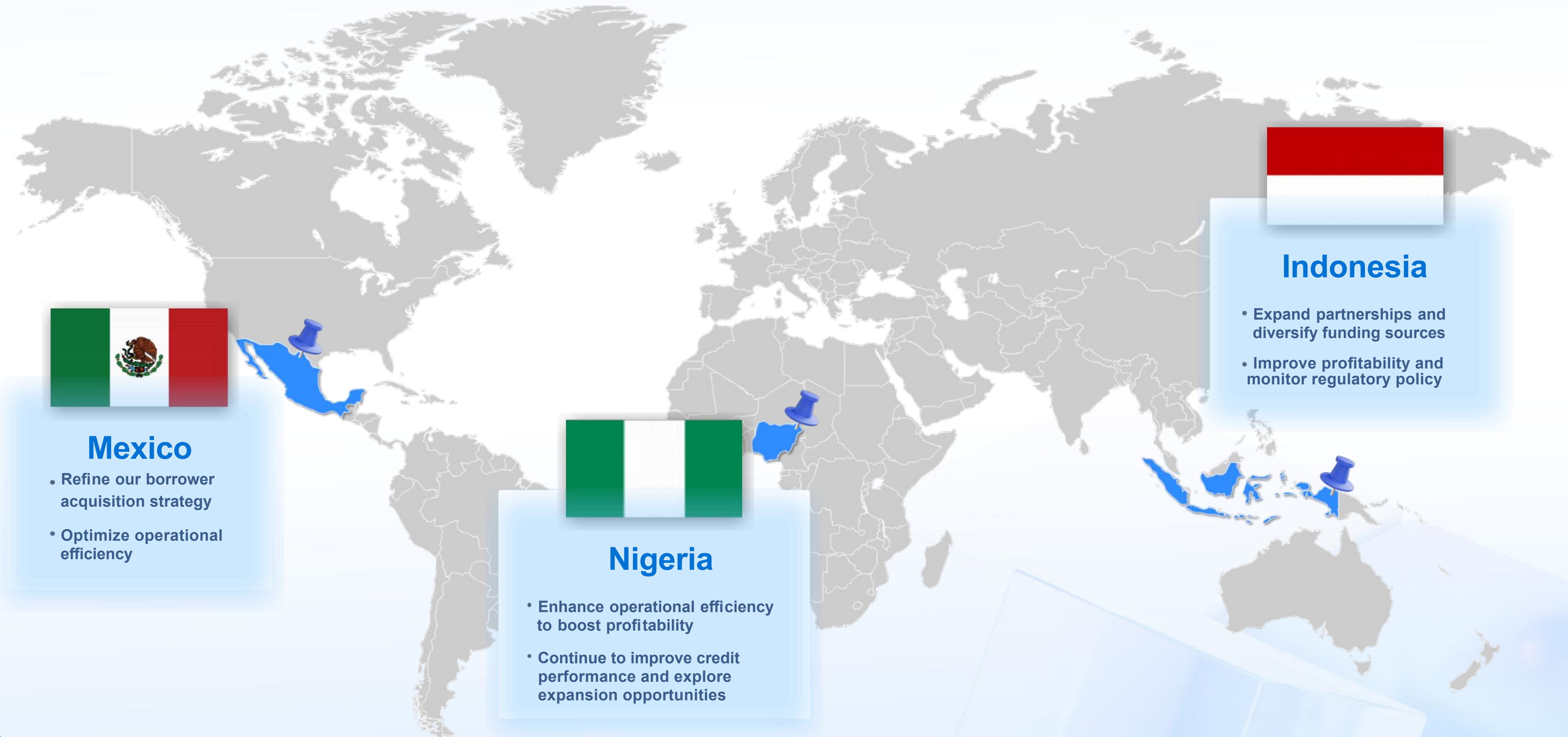
More customers

Improved AI model

Improved credit performance

More funding partners

Expanding global presence through international market growth



Rewarding our shareholders with long-term value



Dividend Policy

From 2023, the Company may choose to declare and distribute cash dividend twice each fiscal year, at an aggregate amount of no less than **15%** of the net income after tax of the Company in the previous fiscal year.

In 2023, we were pleased to have declared two cash dividends, total of **US\$0.80** per American depositary share to shareholders. The total aggregate amount of cash distributed was approximately **US\$42.7million**, **25%** of the net income after tax of the Company in fiscal year 2022.

In 2024, the Company will continue to declare and distribute a recurring cash dividend semi-annually.



Share Repurchase Plan

In March 2024, the Board approved an adjustment to the existing share repurchase plan, pursuant to which the aggregate value of ordinary shares authorized for repurchase under the plan shall not exceed **US\$30 million**. As of March 28, 2024, the Company had repurchased approximately 2.8 million of its American depositary shares for approximately **US\$10.6 million**.



Business Outlook

The Company expects its loan facilitation volume for the first quarter of 2024 to reach **RMB22 billion**. As such, the full year loan facilitation volume is expected to be in the range of **RMB93 billion to RMB98 billion** .

Commitment to social responsibility and all stakeholders



2022 Environmental, Social & Governance (ESG) Report

ESG

嘉银科技
JIAYIN TECHNOLOGY

2022 环境、社会及管治报告



Empowering Technology to Drive Inclusive Financial Service

Care for Employees and Build a Warm Enterprise

Low-carbon Operations and Conduct Green Responsibility

Enthusiasm for the Public Welfare and Sowing the Seeds of Dreams



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