

# FinVolution Group

## Investor Presentation

May 2025





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## Vision

Be the **Most Popular** and **Trusted**  
**Fintech Group**



## Mission

**Better Finance**, with **Technology**



## Values

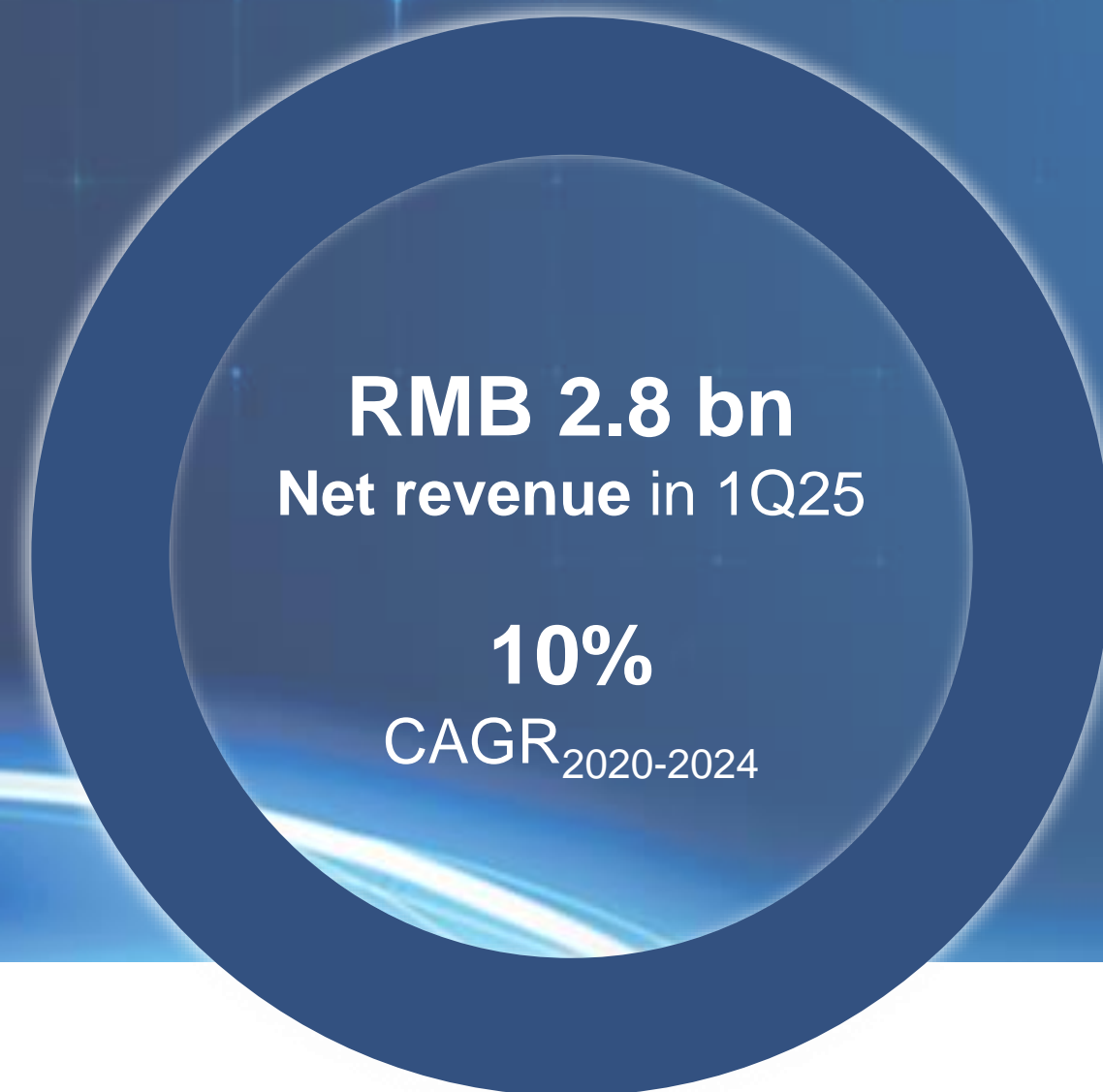
**Customer-Centric**  
**Simple & Reliable**  
**Excellence-Driven**  
**Collaborative Success**



# Local Excellence, Global Outlook

Finvolution

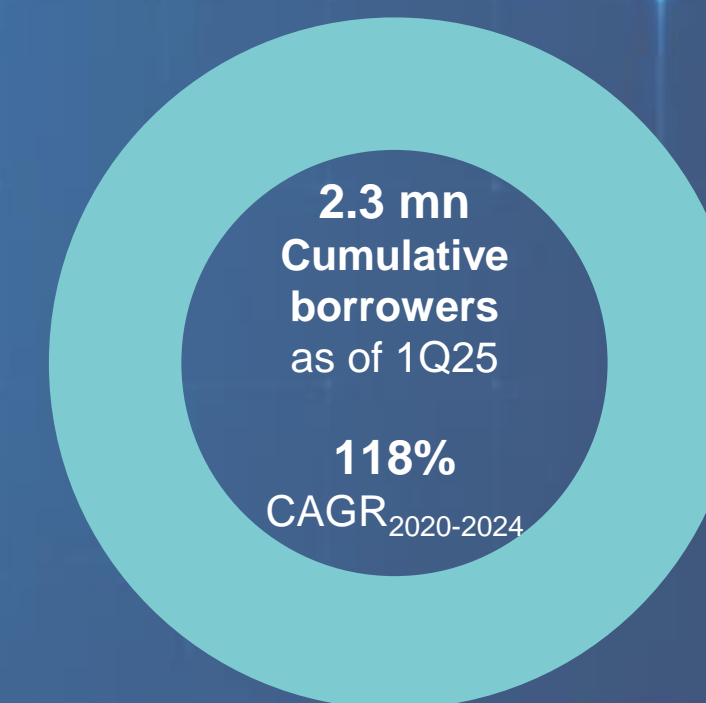
2007  
CHINA



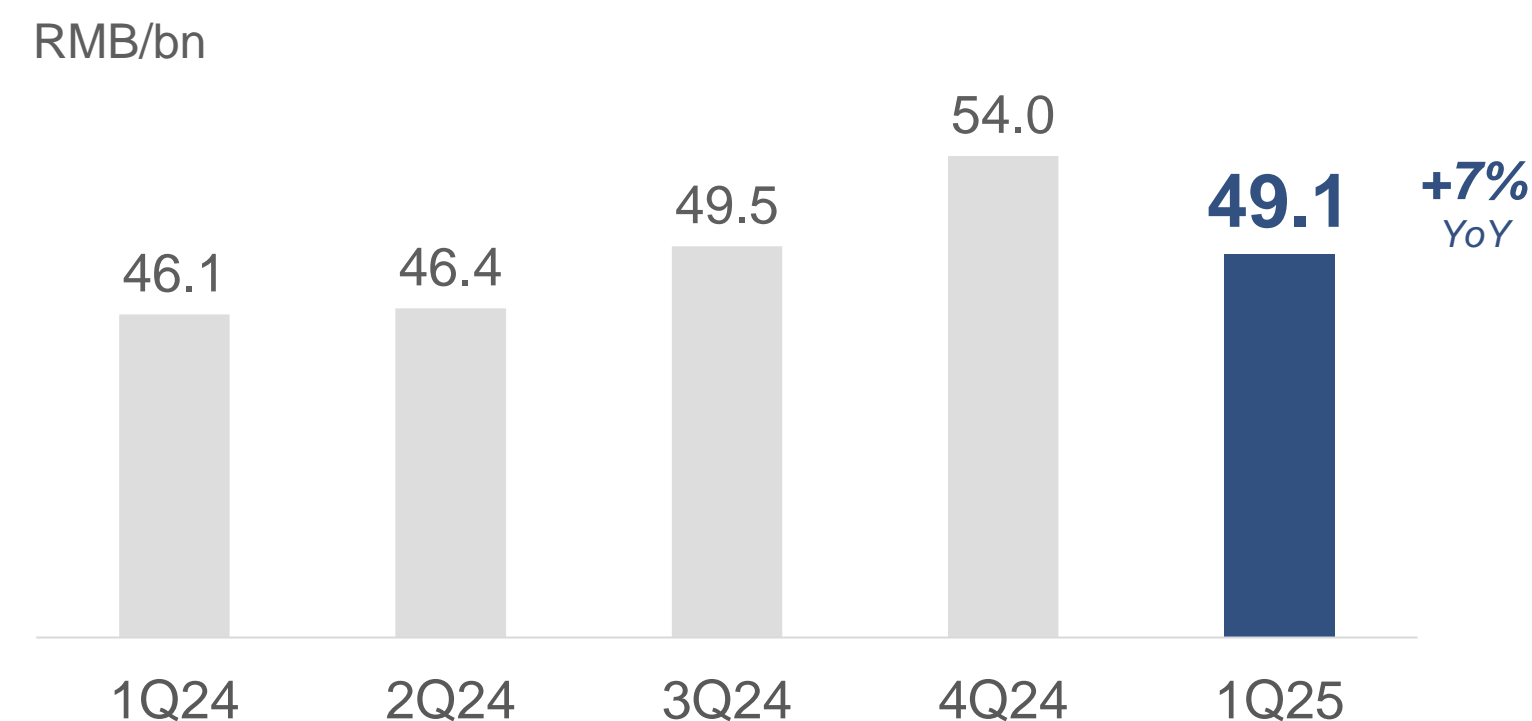
2018  
INDONESIA



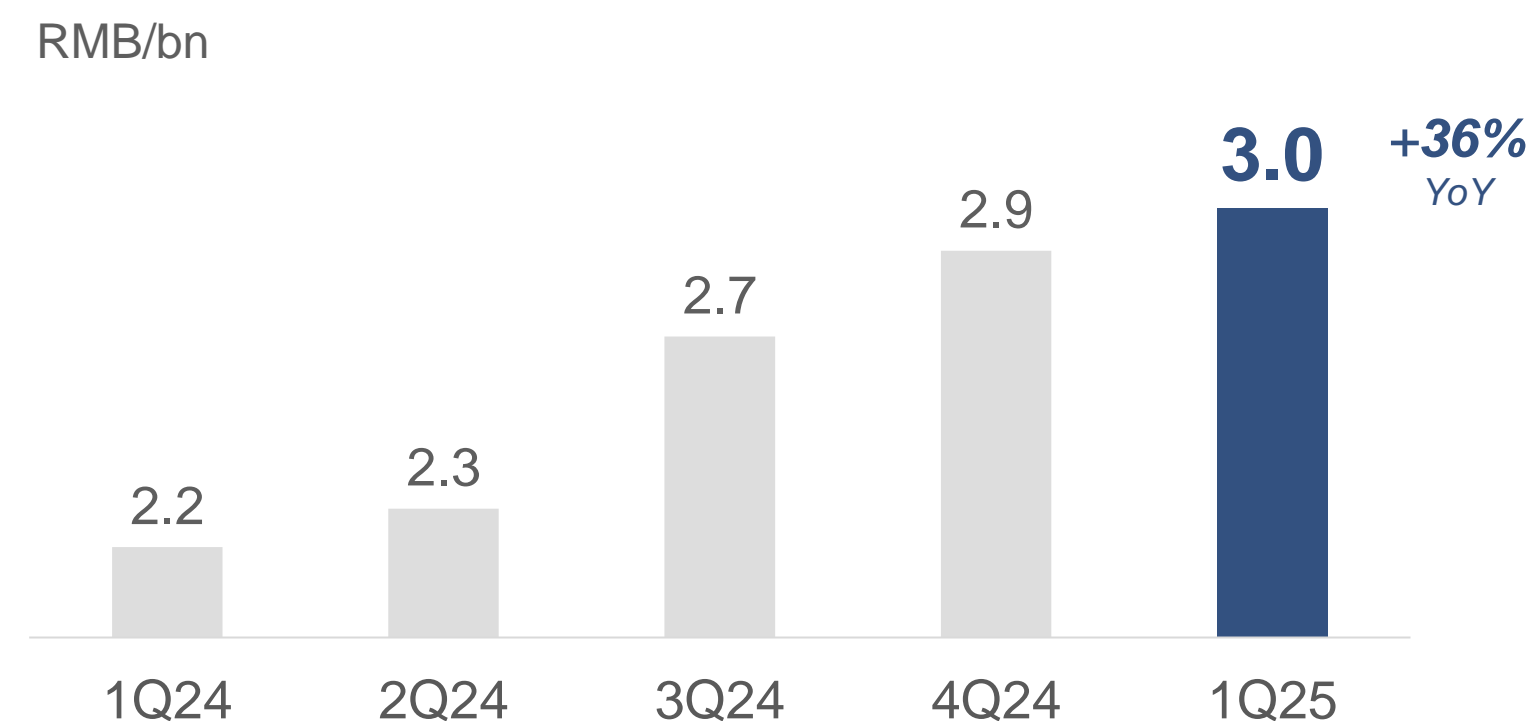
2020  
THE PHILIPPINES



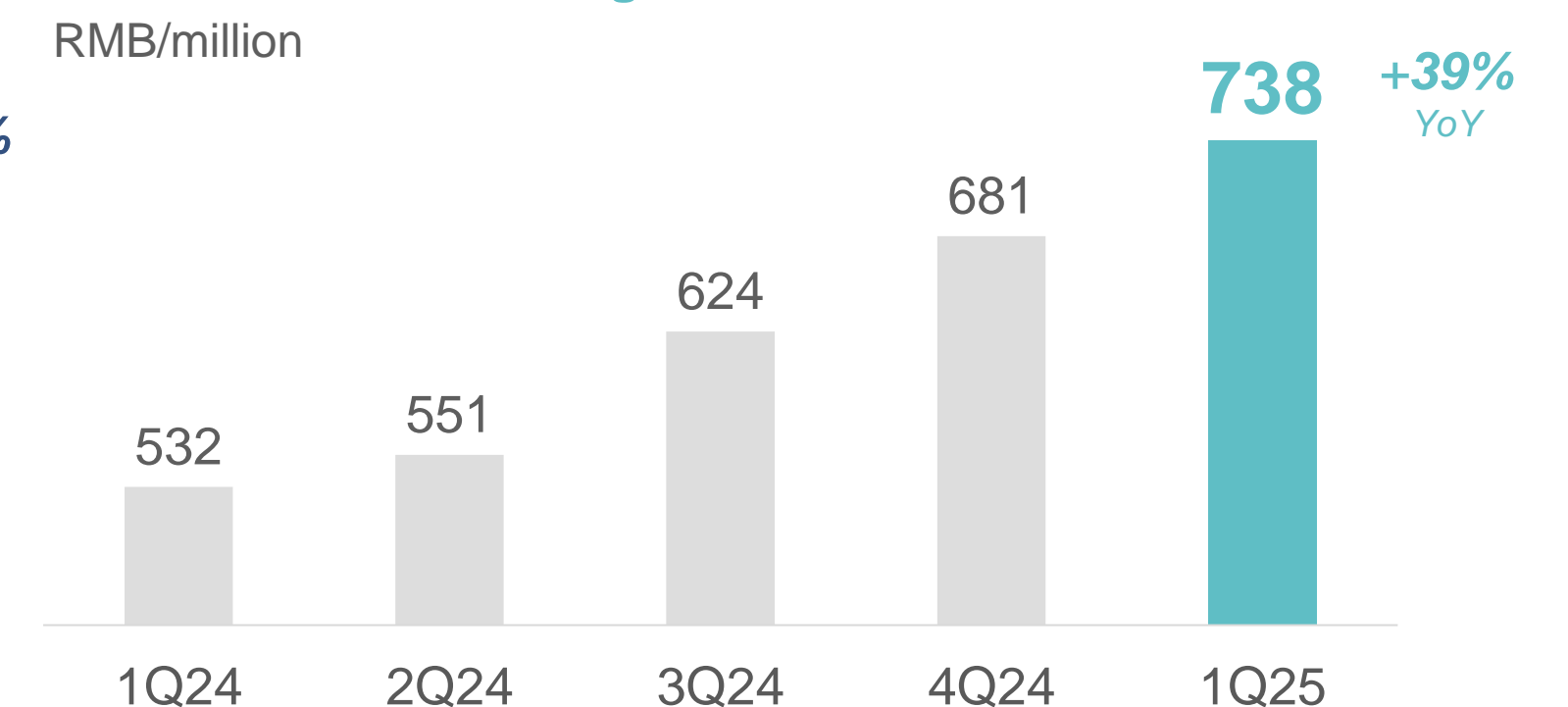
Transaction Volume in China Market



Transaction Volume in International Markets



Record Breaking Quarter for Net Profit<sup>(2)</sup>



(1) All figures are as of March 31, 2025, unless otherwise stated.  
(2) Since transition to loan facilitation model in 2019.

**Speed:** fulfill immediate credit needs  
95% of loans funded within 1 hour

**Simplicity:** fully online process  
apply anywhere & anytime

**Accessible credit:** funding for  
underserved financing needs

Establish **credit history**

Connecting  
Borrowers



**35M**  
Cumulative Borrowers  
*Individual borrowers*  
*Small and micro business owners*

FinVolution

Risk-adjusted return

Customer acquisition

Credit assessment

Post-facilitation services

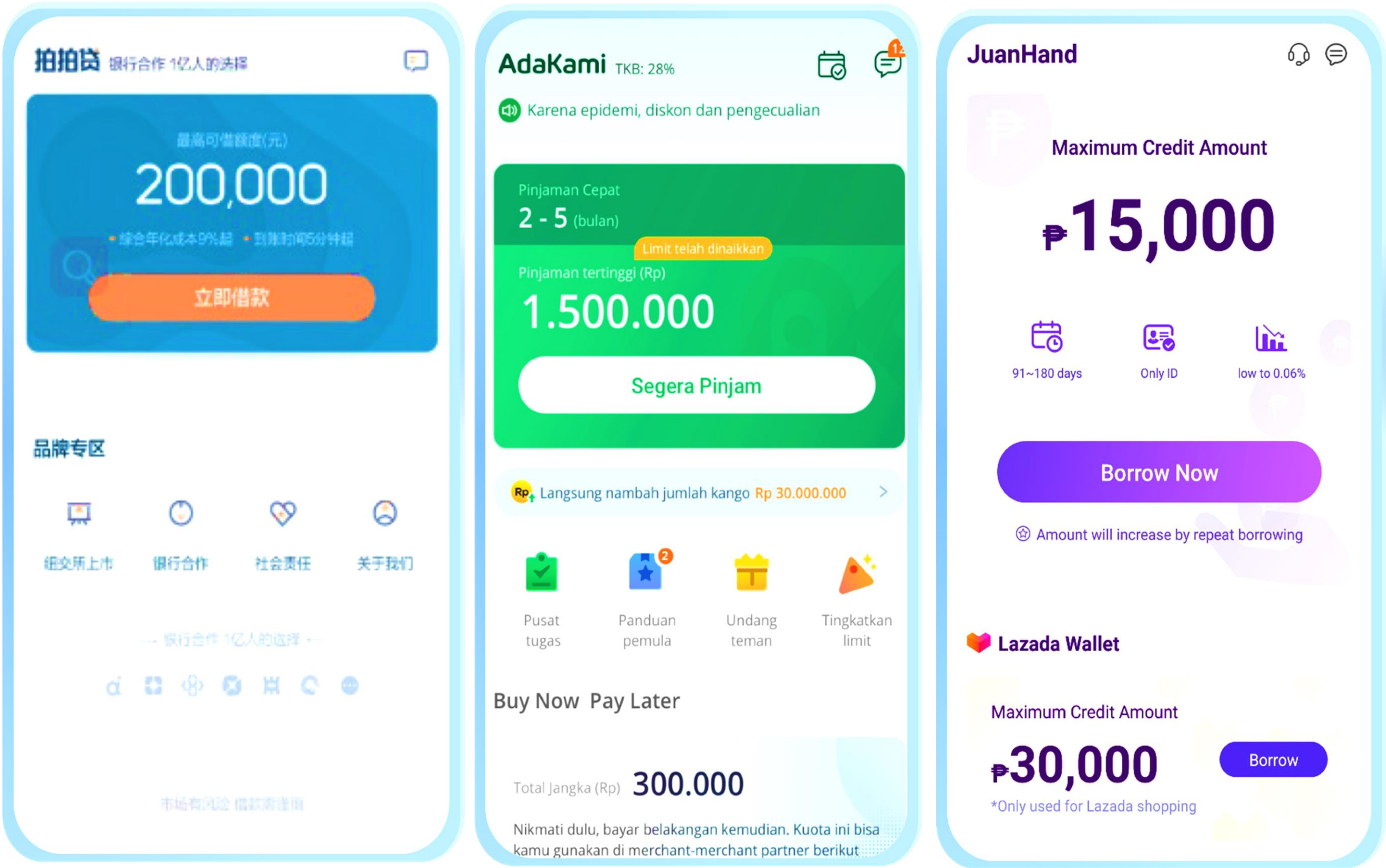
Connecting  
Financial Institutions



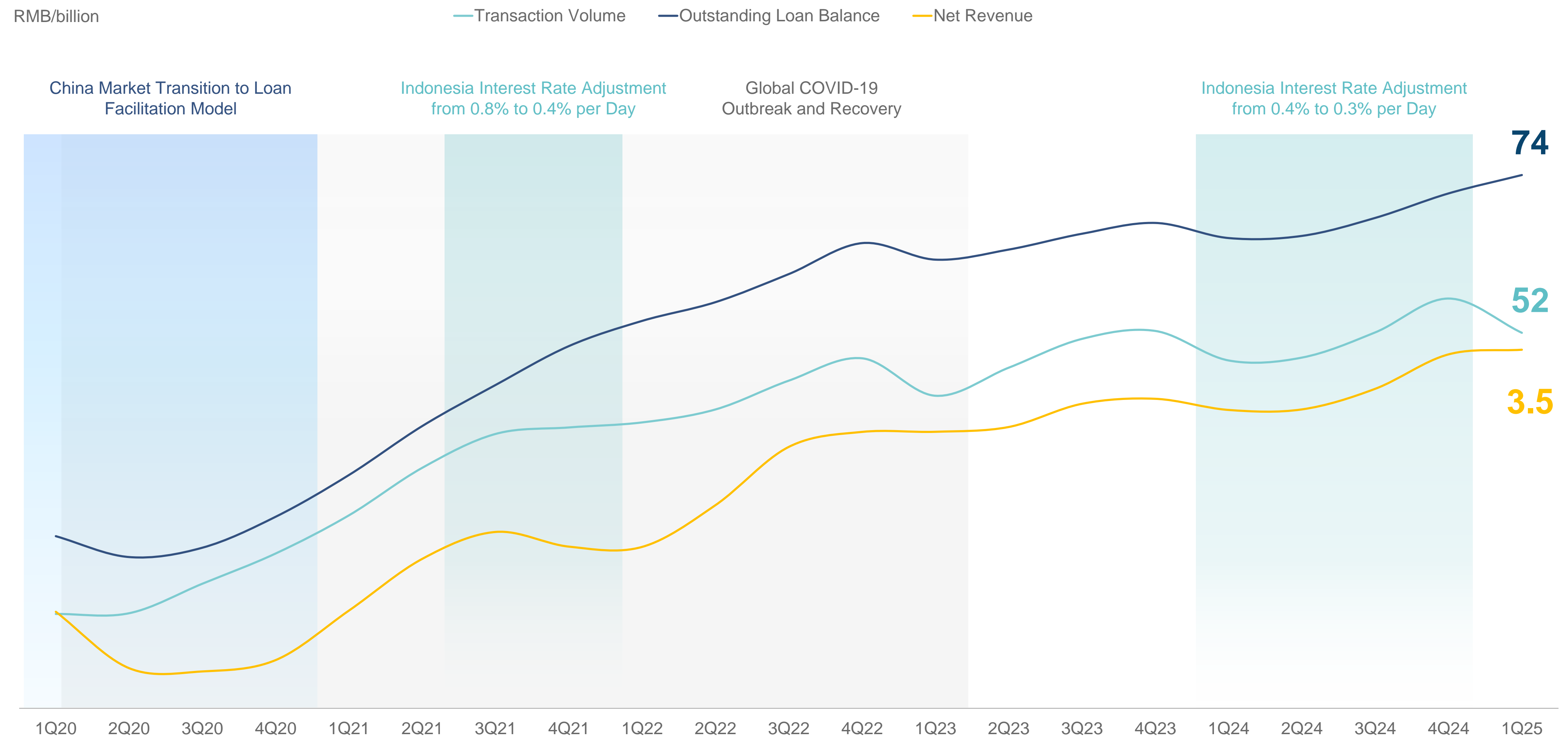
**114 + 14**  
Funding Partners in China and Overseas  
*Commercial banks*  
*Internet banks*  
*Private banks*  
*Consumer finance companies*  
*Micro-loan companies*  
*Trust management companies*  
...

# FinVolution is a Digital Credit Platform Offering...

- 01 Resilience across Cycles
- 02 Growth and Diversification
- 03 Replicable Success
- 04 Validated Credit Expertise
- 05 Technology Enabled Business
- 06 Leadership with Track Record



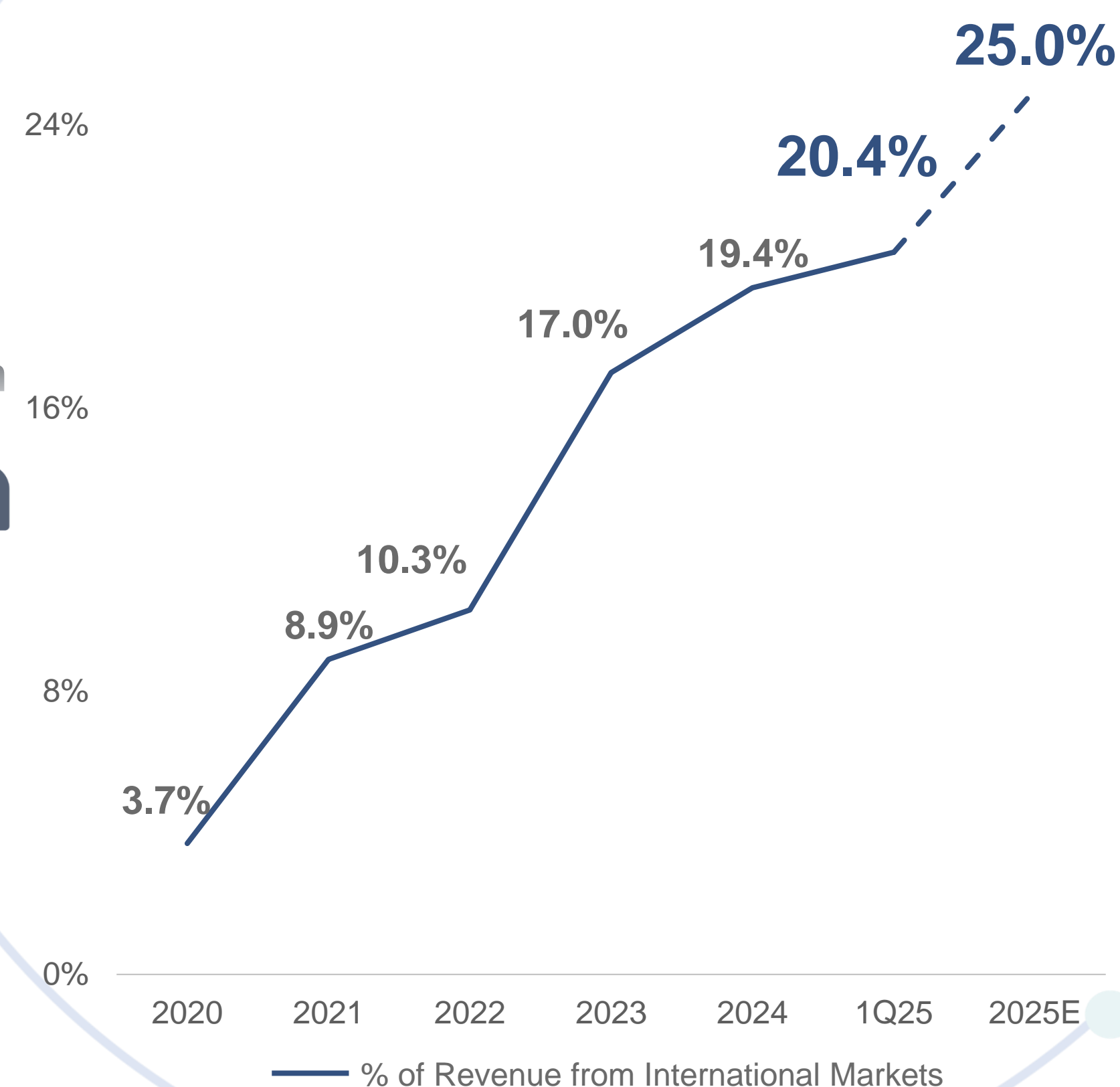
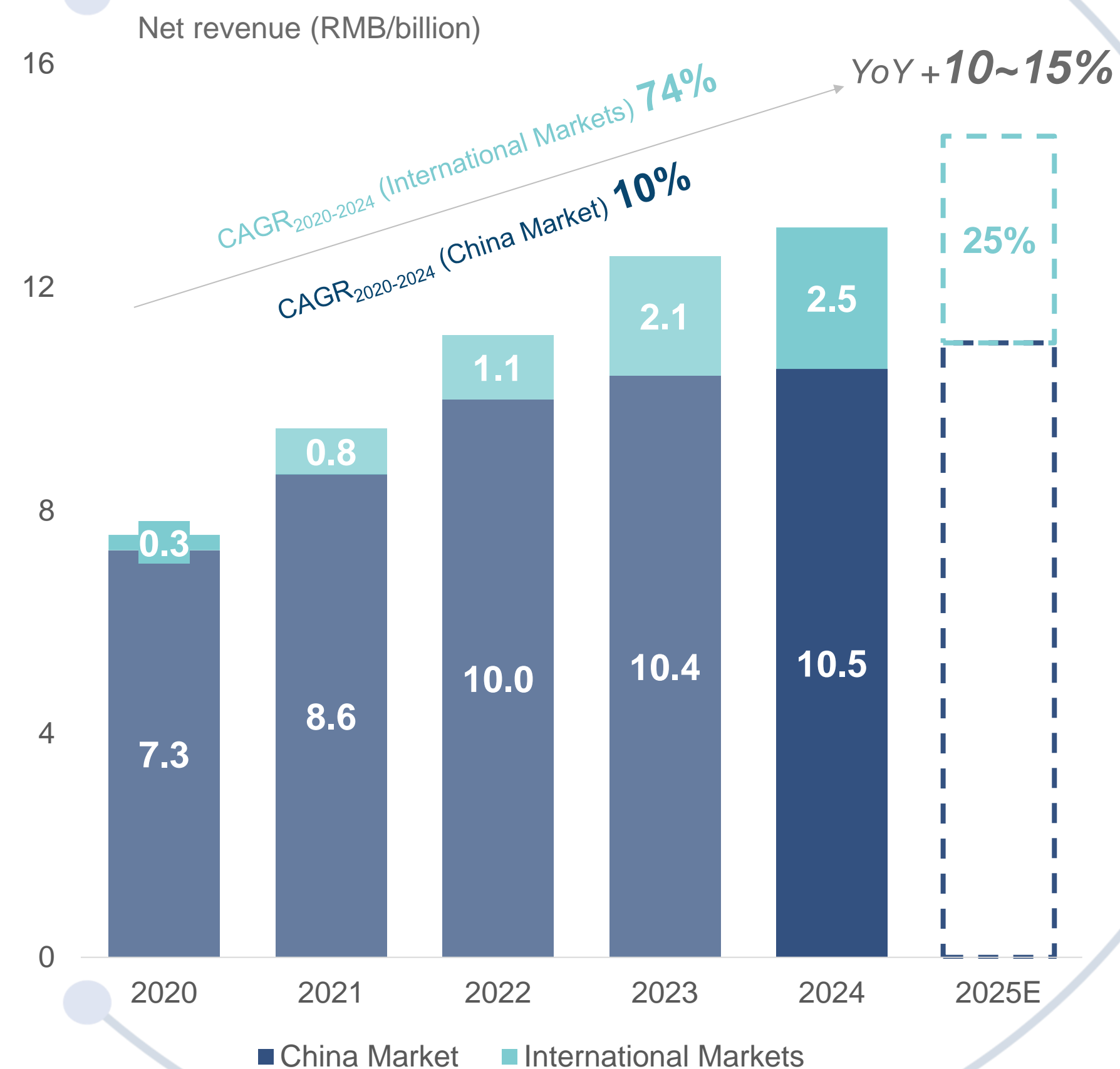


Growth EVERY quarter since transition to loan facilitation in 2021<sup>(1)</sup>

(1) Year-over-year basis, since Q1 2021

## Core Growth Driver

## Diversified Country Exposure

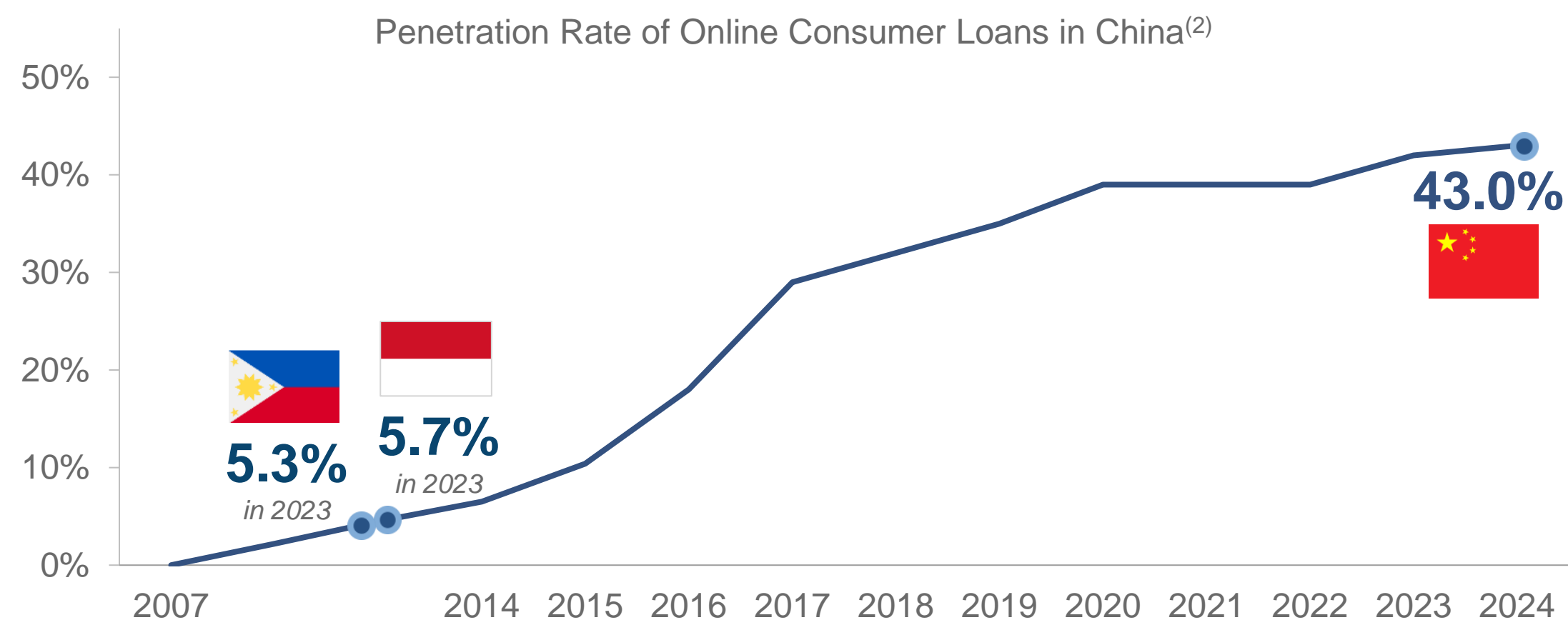
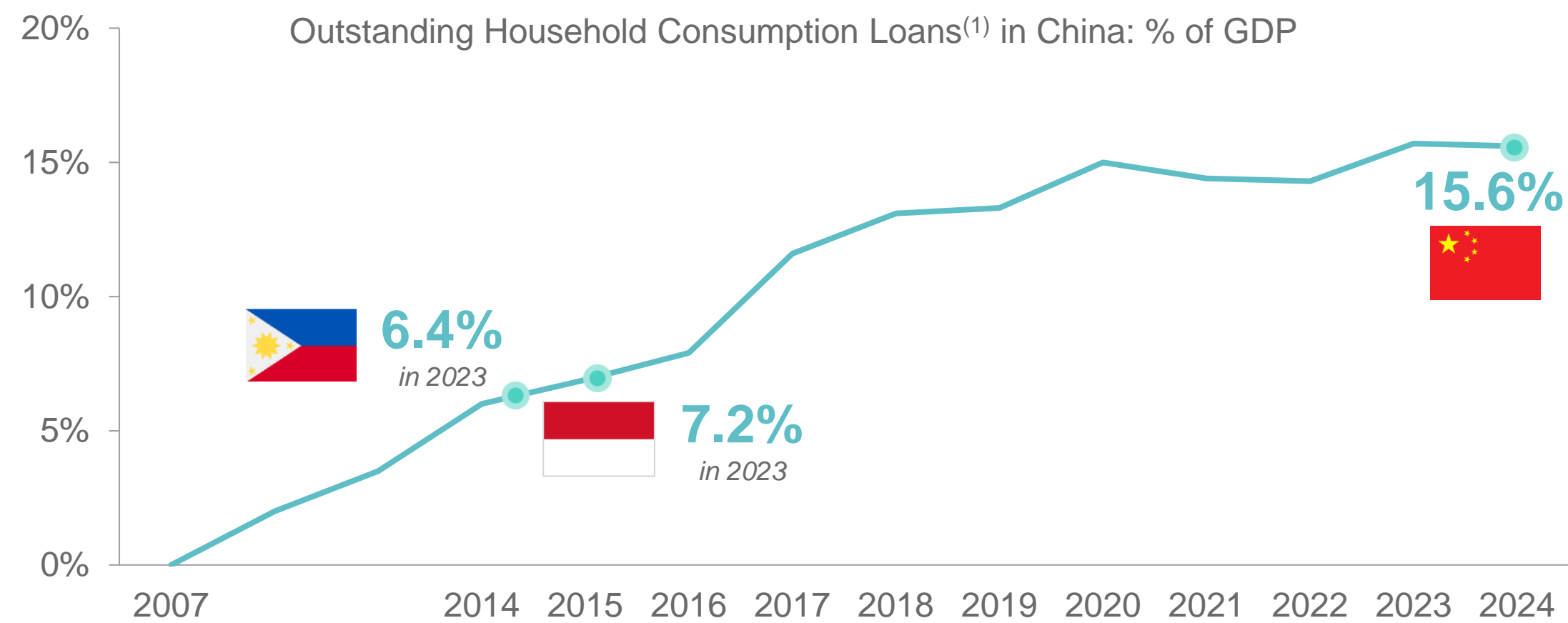


(1) The above forecast is based on the current market conditions and reflects the Company's current preliminary views and expectations on market and operational conditions, regulatory and operating environment, and customers' and institutional partners' demands, all of which are subject to change.



## China's Fintech is in a More Advanced stage

Decades of experience in China give us deep insight into current status of international markets



(1) Outstanding household consumption loans in each country exclude housing debt. (2) The penetration rate of online consumer loans is calculated by dividing the outstanding online household consumption loans provided by fintech platforms by the total outstanding household consumption loans offered by financial institutions, including the online usage component of credit card products. (3) Source: S&P Global (China) Ratings, Bain Company, Temasek, World Bank, OJK, Bank Indonesia, Bangko Sentral ng Pilipinas.

## Why FinVolution?

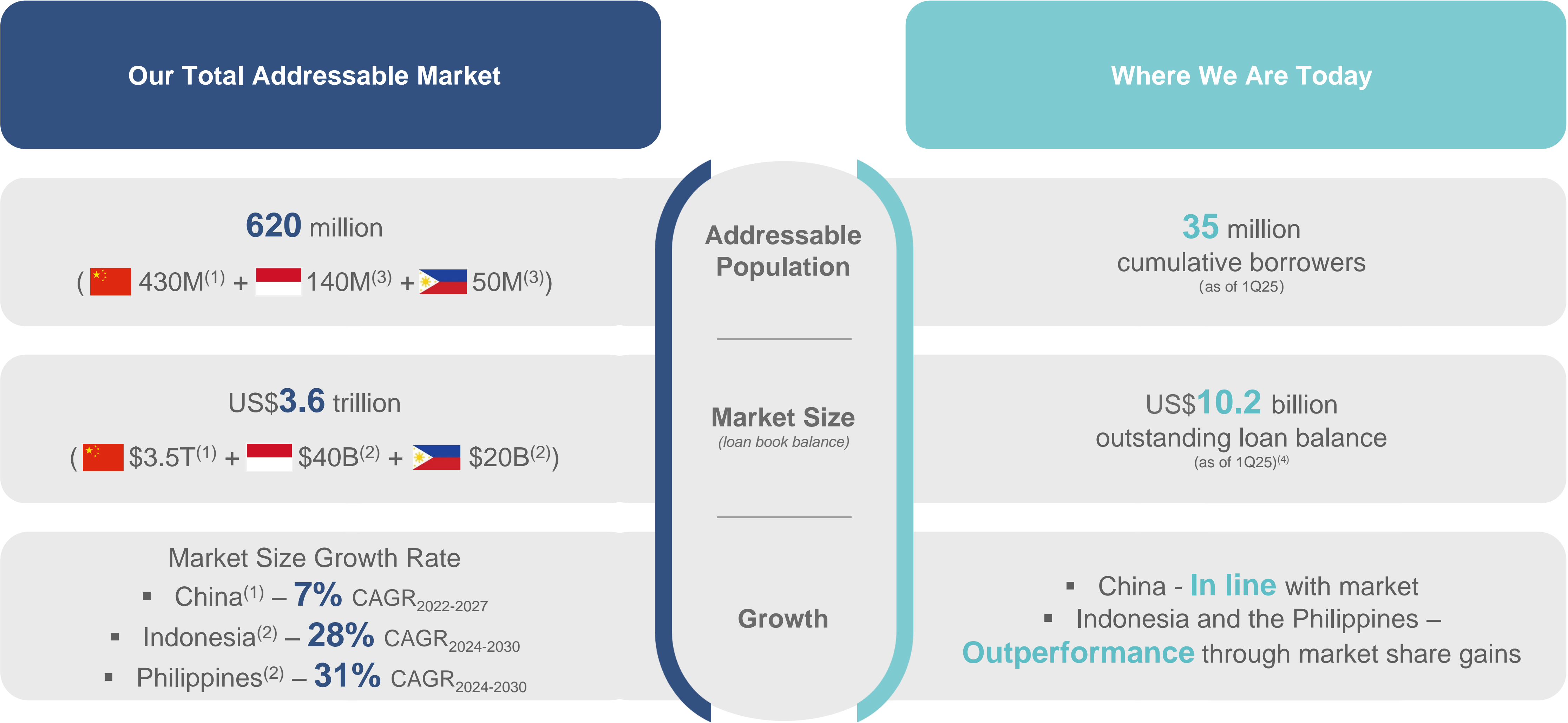
**18-Year** history successfully navigating **credit cycles** and **regulatory changes**

## Regional know-how and resource sharing

- Shared risk model and management
- Cross-country partnerships for funding partners and user acquisition channels
- Proprietary technologies

## Early-mover Advantages


- Deep localization with strong local partner support
- Leverage established brand recognition to cultivate an extensive and loyal user base

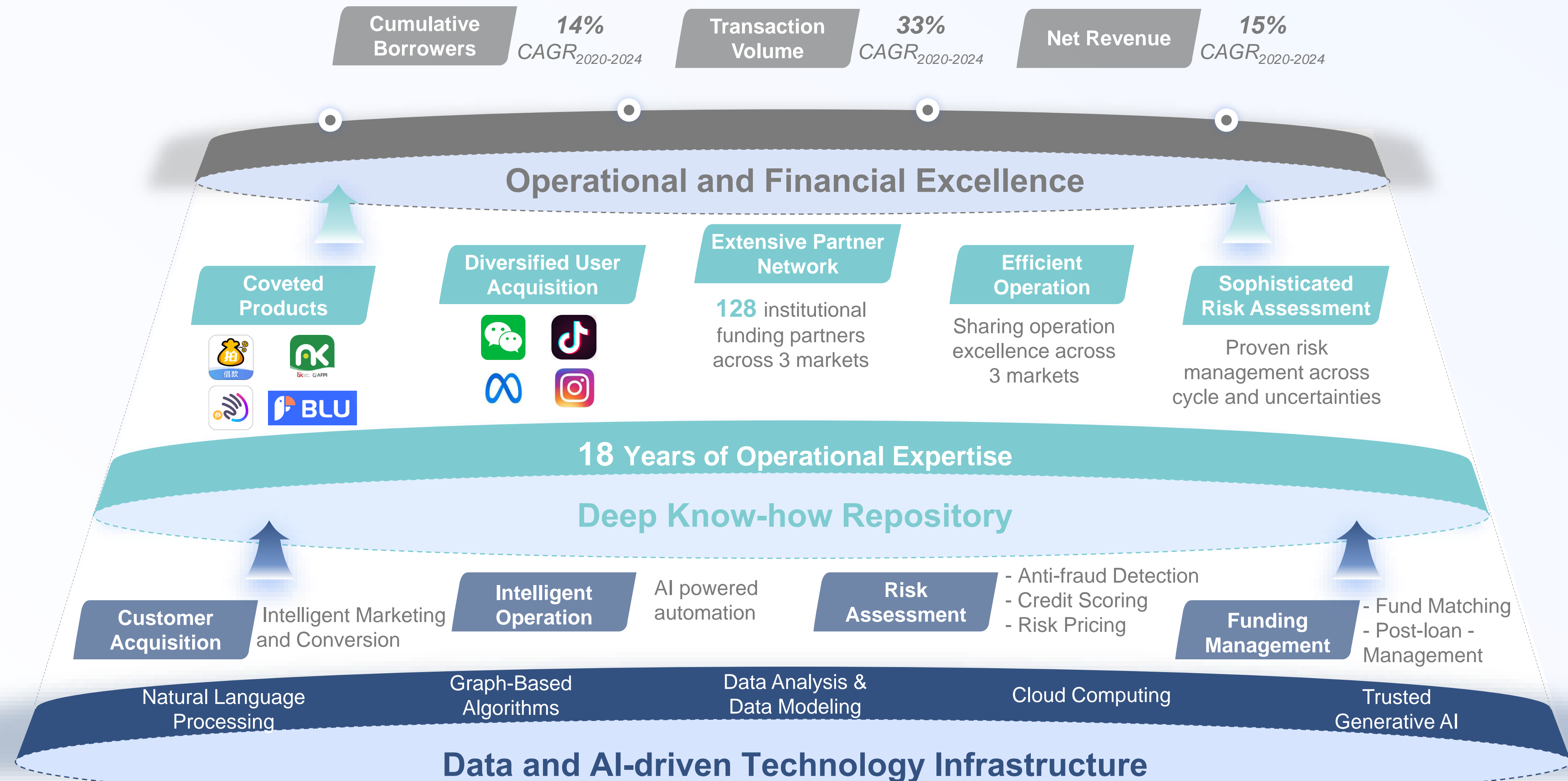


(1) Per the "Winning Strategies for Consumer Finance" report issued by Boston Consulting Group, market size refers to the consumer finance market in China. (2) Per the "E-economy SEA 2024 Report" jointly issued by Bain Company, Google and Temasek, market size refers to the digital lending markets in both Indonesia and the Philippines. (3) Per the "Future of Southeast Asia Digital Financial Services" report issued by Temasek, borrowers of financial institutions refers to the banked adult population, while borrowers of online lending platforms refers to the underbanked and unbanked adult population in the respective markets. (4) With an exchange rate of RMB7.2567 to US\$1.00, effective as of March 31, 2025, as certified by the Federal Reserve Bank of New York.



## Replicable Success Playbook

 (2007) --> 
  (2018) --> 
  (2020) --> More...



## China Market



Top Player



Online Consumer Loan Product

Online Loans for Small Business Owners

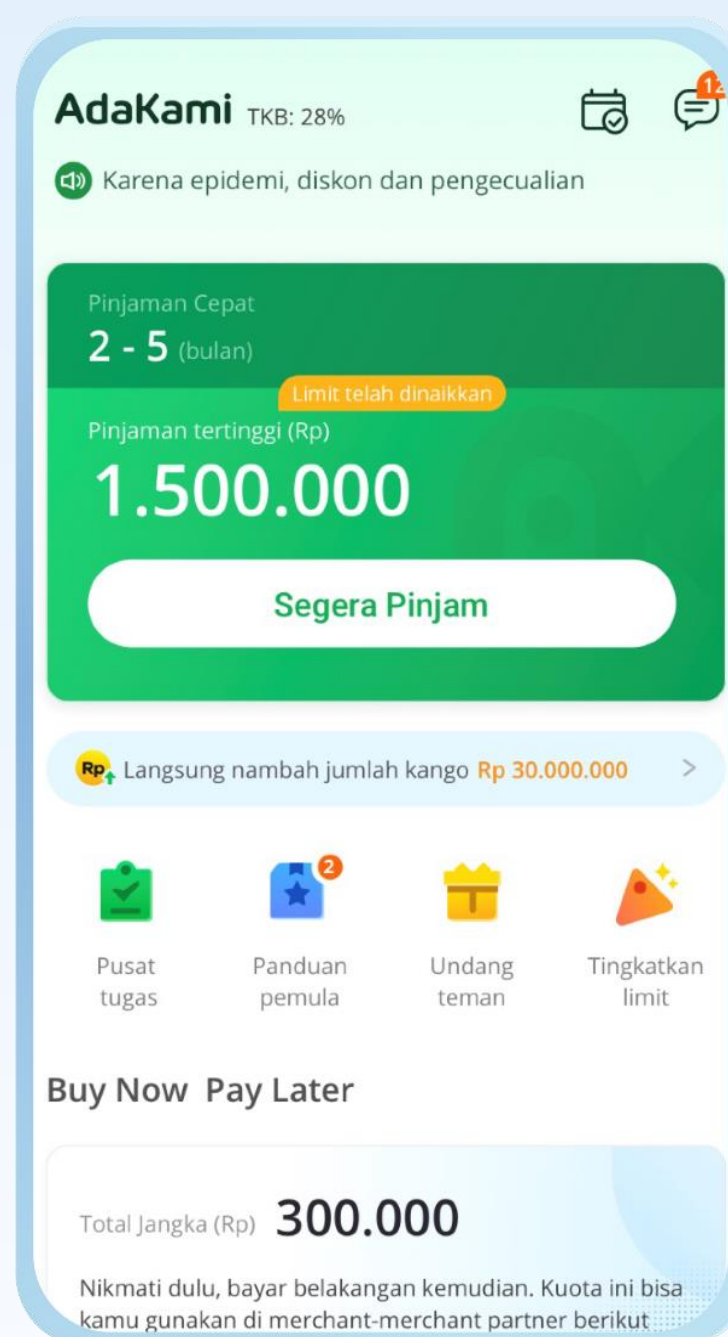
27.3 mn

Cumulative Borrowers as of 1Q25

## Indonesia Market



Top 3



Online Consumer Loan Product

Offline Scenario Consumption Loans

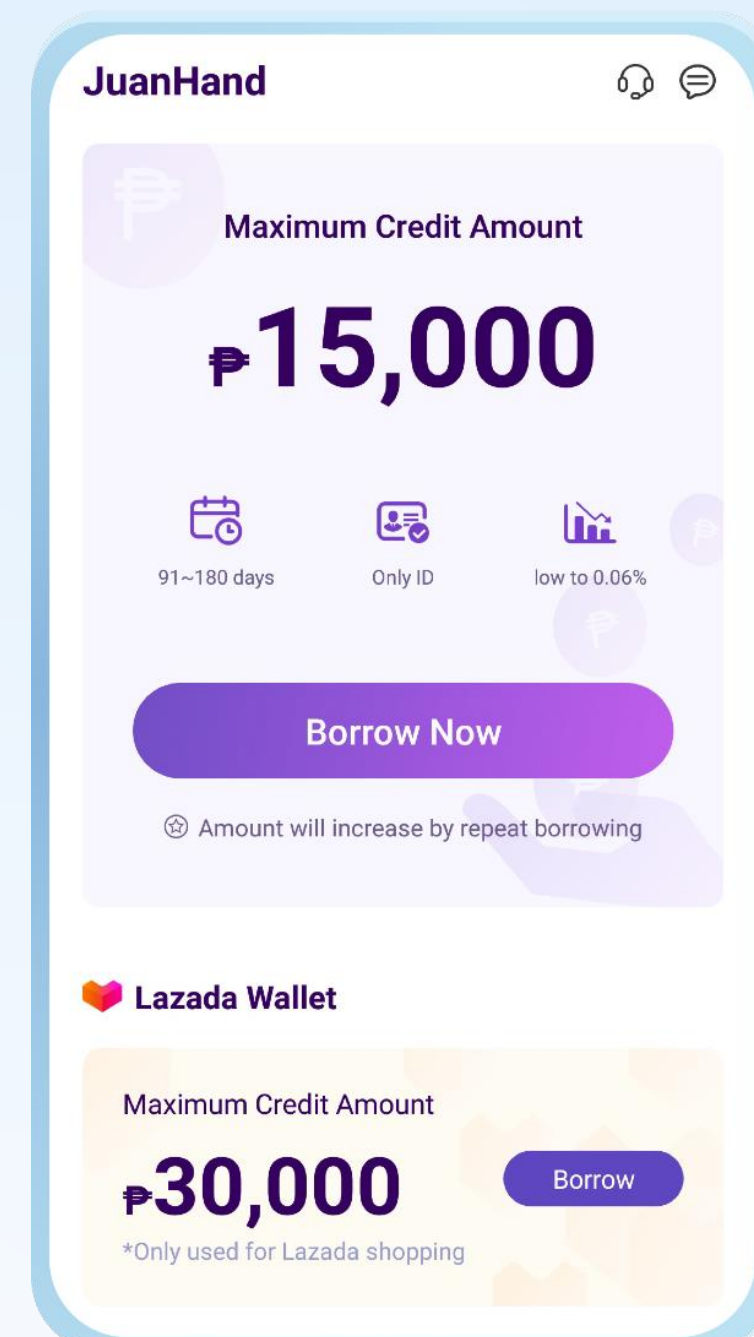
5.3 mn

Cumulative Borrowers as of 1Q25

## Philippines Market



Top 1



Online Consumer Loan Product

Online Buy Now Pay Later (BNPL)

2.3 mn

Cumulative Borrowers as of 1Q25

## Global Markets



Intelligent Voice Service

End-to-end Text-To-Speech (TTS) and Generic Large Language Model (LLM)

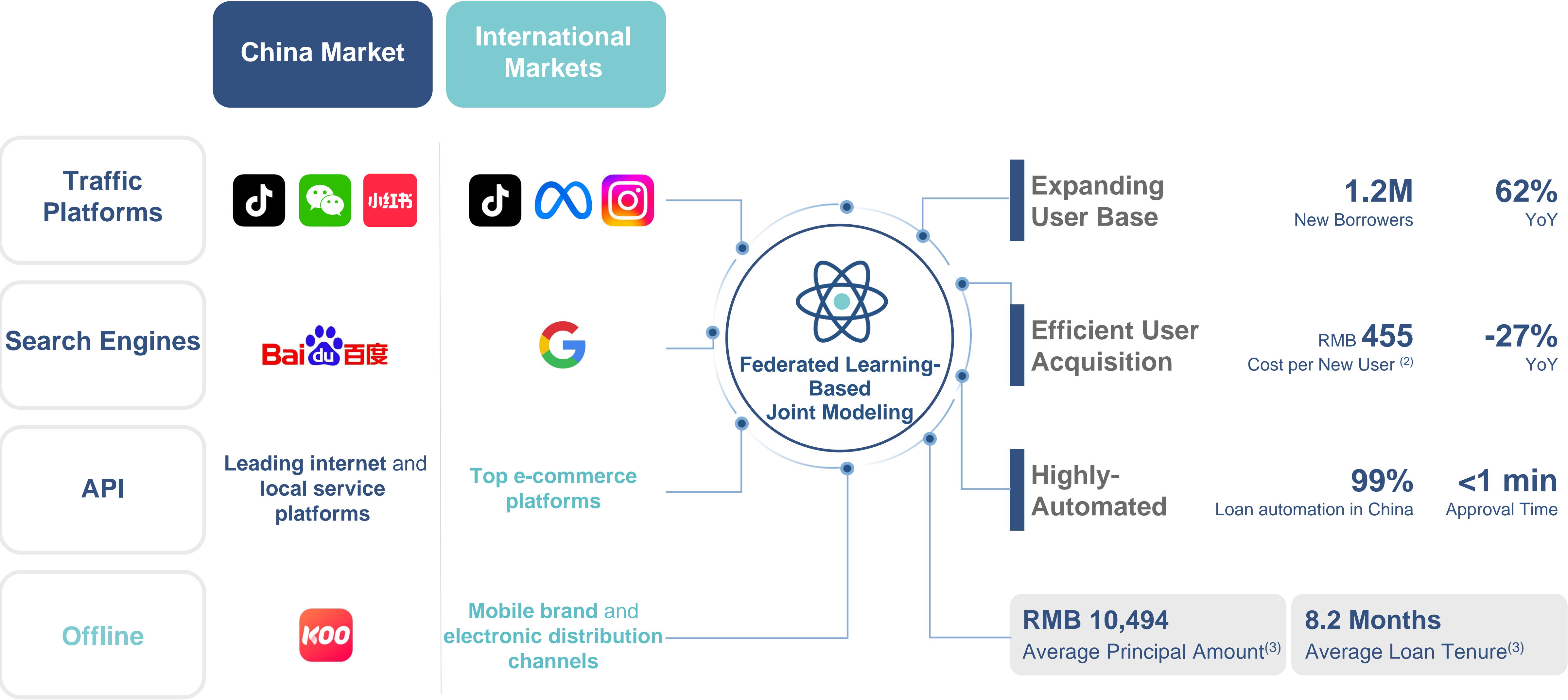
5 languages: Chinese, English, Bahasa, Tagalog and Spanish

Intent recognition accuracy: 95%

80% of customer service handled by AI, boosting conversion rate by 20%+

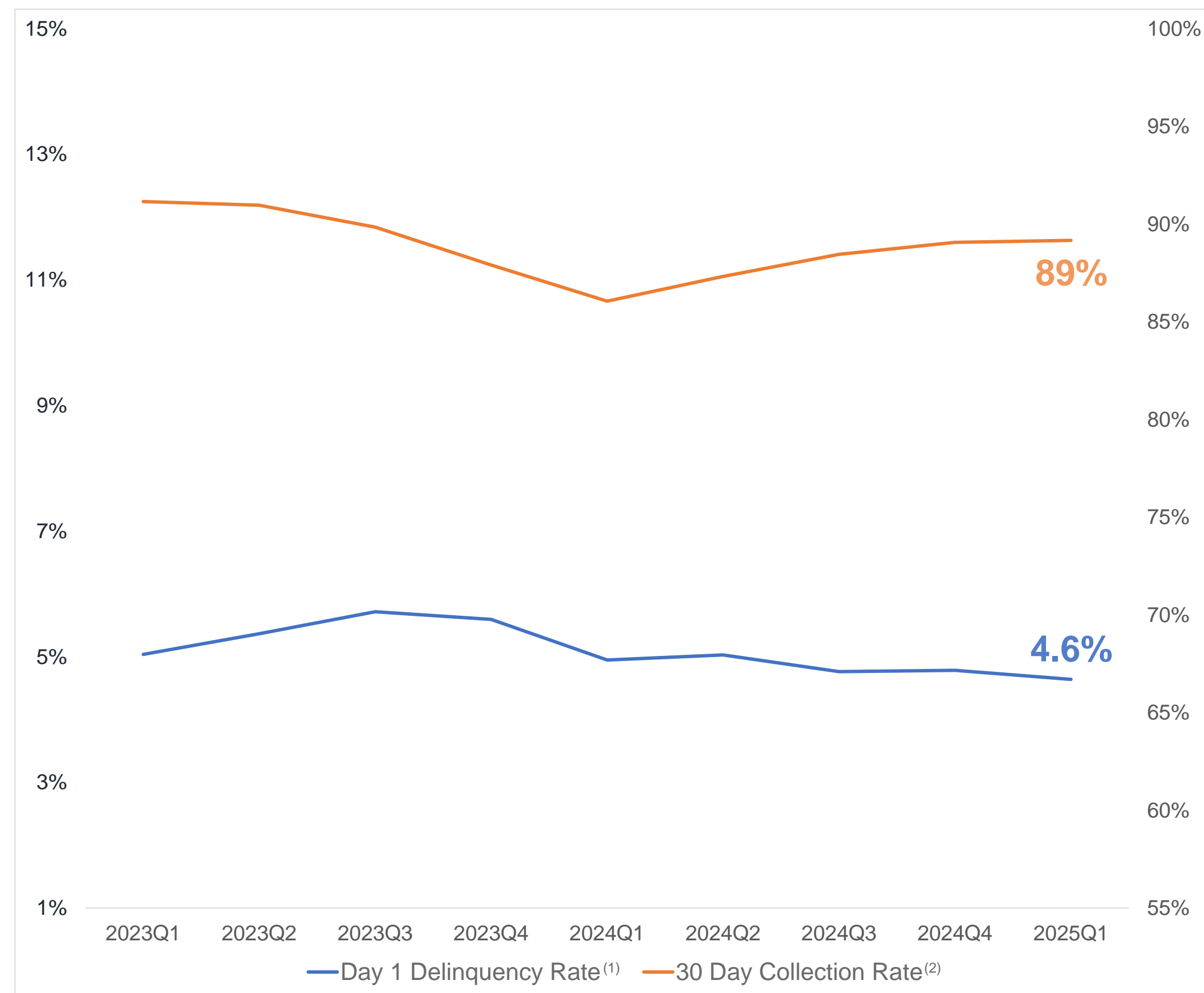
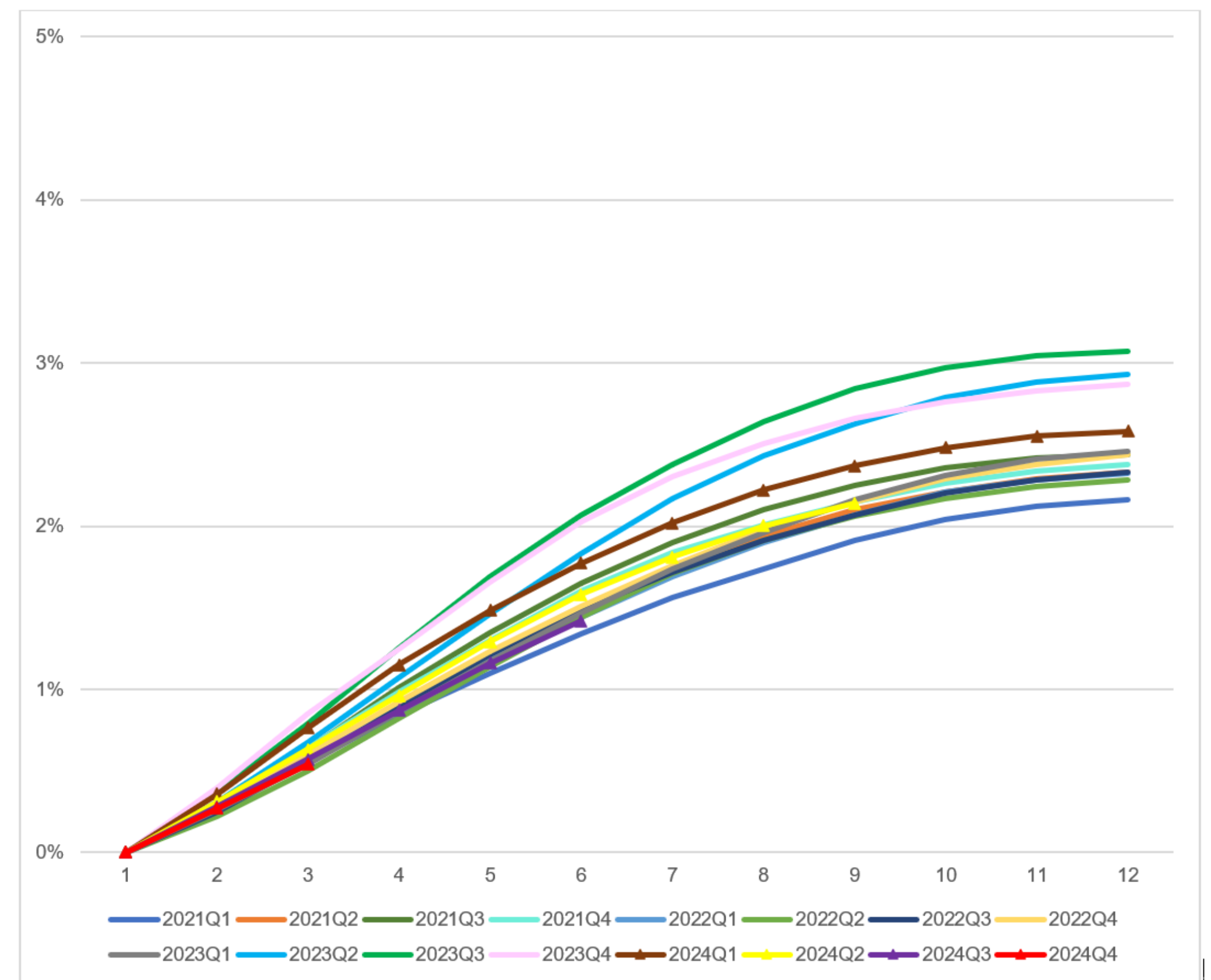
Used and trusted by ~40 fintech platforms globally across 10 countries





(1) All figures are as of March 31, 2025, unless otherwise stated.  
(2) Dividing sales and marketing expenses by new borrowers acquired in the three months ended March 31, 2025. During the first quarter, we successfully acquired 1.2 million new borrowers across all operating markets.  
(3) Calculated based on transaction volume on our marketplace in China's mainland in the three months ended March 31, 2025.

## Resilient Risk Performance across Multiple Cycles

M1+ Delinquency Rates by Vintage<sup>(3)</sup>

Note:

- (1) Day 1 delinquency rate is defined as (i) the amount of current principal that became overdue as of a specified date, divided by (ii) the amount of current principal that was due for repayment as of such date.
- (2) 30 Day collection rate is defined as (i) the amount of current principal that is repaid in 30 days among the total amount of current principal that is overdue as of a specified date, divided by (ii) the total amount of current principal that is overdue as of such date.
- (3) Data as of March 31, 2025. Represents the historical cumulative 30-day plus past due delinquency rates by loan origination vintage for loan products in China's mainland. Loans facilitated under the capital-light model, for which the Company does not bear principal risk, are not included in the chart. 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, divided by (iii) the total amount of initial principal for all loans in such vintage.



**Customer Acquisition**

Octopus Platform

**50%** AI-generated marketing materials  
**60%** reduction in advertising production cost

**Intelligent Operation**Rice-Seed LLM  
Customer Service

**Cyberspace Administration of China registration** (Generative AI)  
**95%+** Intention recognized  
**80%** Customer service workload handled

**Risk Assessment**Magic Mirror  
Risk Modeling

**99%** automated risk pricing  
**as fast as 1 minute** for application approval

Ming Mirror  
Anti-fraud  
Detection

**10mn+** blacklist data and  
**98.8%** accuracy rate

**Funding Management**Magic Cube  
Loan Matching

**95%** of loans funded within **1 hour**

Li Jian  
Post-Loan  
Management

**50%** reduction in labor costs  
**70%** efficiency improvement in loan collection



**Tiezheng LI**

Chief Executive Officer  
Co-founder  
Vice Chairman



■ Education:

**Shaofeng GU**

Chief Innovation Officer  
Co-founder  
Chairman



■ Education:

**Yuxiang WANG**

COO  
CTO



■ Education:

**Jiayuan XU**

CFO



■ Education:

**Pingping CHEN**

President,  
Chief Compliance  
Officer



■ Education:

**Dr. Ming GU**

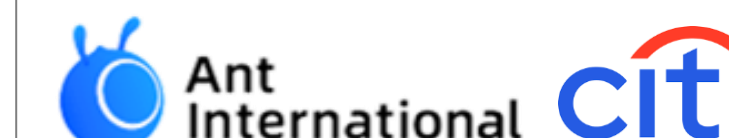
Head of Indonesia



■ Education:

**Dr. Xiaodong SUN**

Head of International  
Markets (excl. Indonesia)



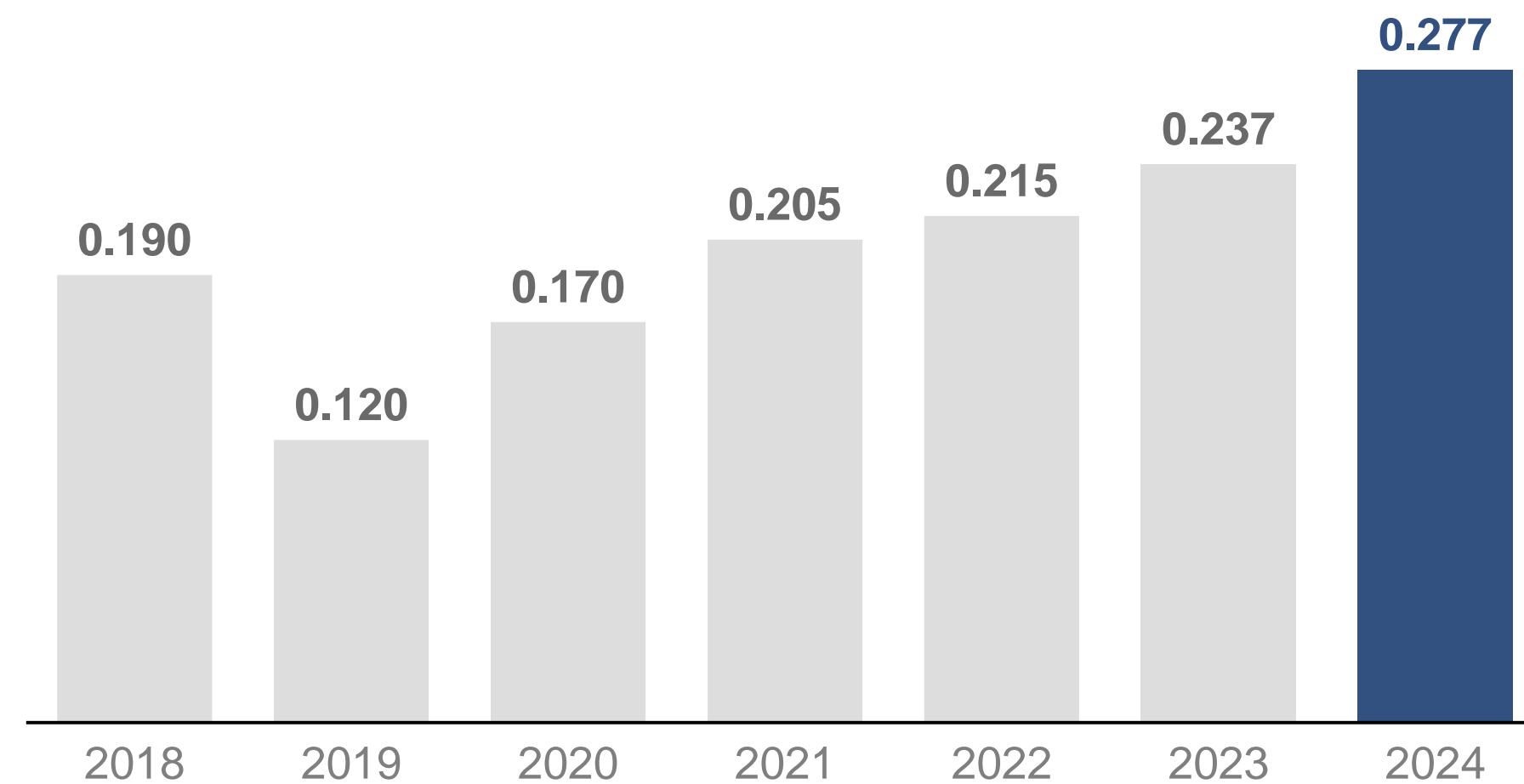
■ Education:





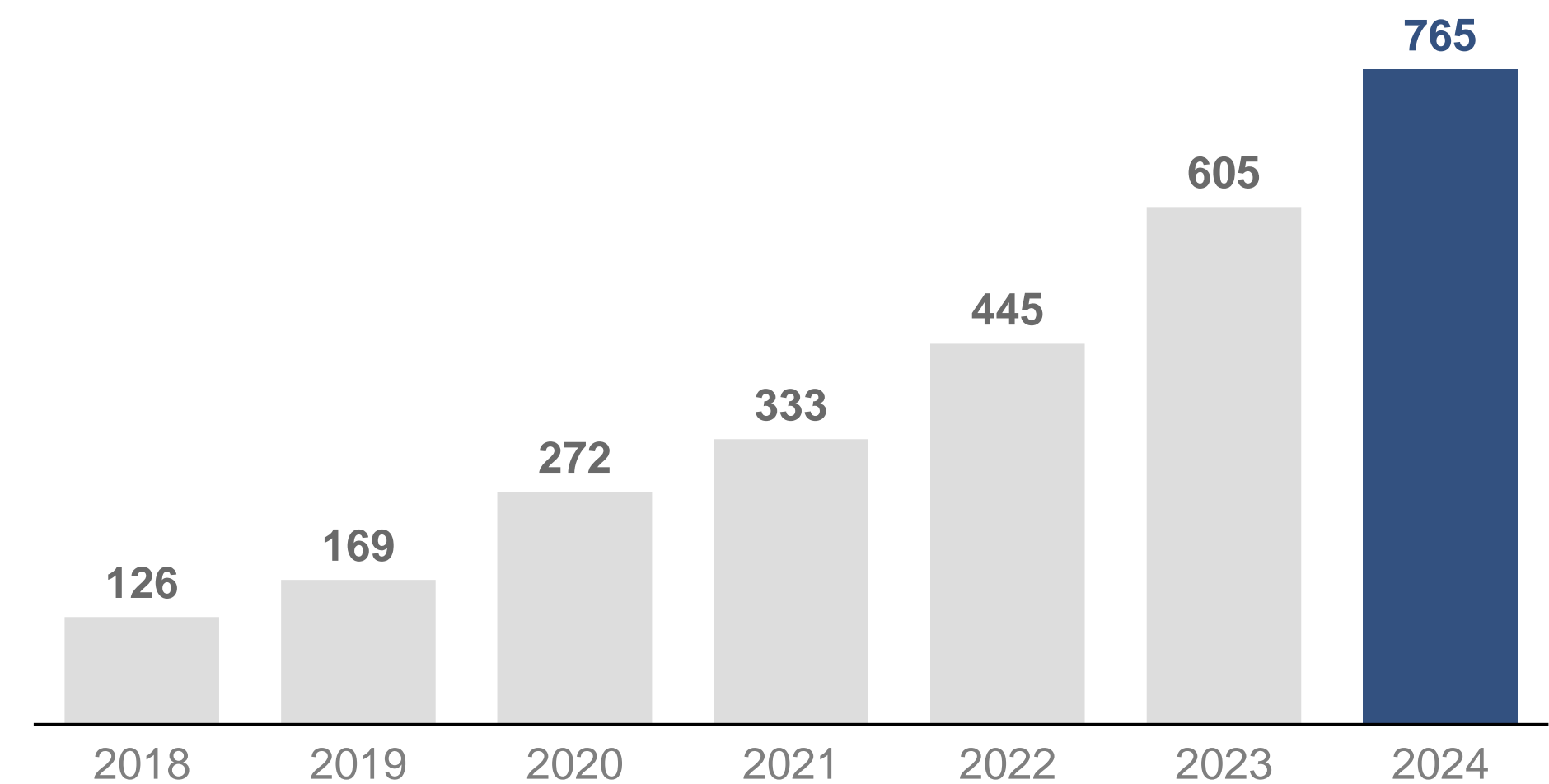
## Dividend per ADS

US\$

CAGR<sub>2019-2024</sub><sup>(1)</sup>: **18%**

## Cumulative Value Returned to Shareholders (Approx.)

US\$/million

Total Payout Ratio in 2024: **49%+**

## Dividends

**US\$395 mn**Cumulative dividends<sup>(2)</sup>

## Share Repurchases

**US\$372 mn**Cumulative value of share repurchases<sup>(2)</sup>

## Total Capital Return

**US\$767 mn**Cumulative value returned to shareholders<sup>(2)</sup>Revised dividend policy  
10% --> **20%~30%****8<sup>th</sup>** consecutive year of  
capital return program

(1) The YoY decrease in DPS during 2019 can be attributed to the transition of our business model to loan facilitation.

(2) Approximate cumulative amounts as of March 31, 2025.

(3) Company completed initial public offering with total net proceeds of approximately US\$252 million in November 2017.



# Operational & Financial Metrics





Expanding User Base	1.2M New Borrowers	62% YoY
	3.9M Unique Borrowers	46% YoY
Robust Transaction Momentum	RMB 52.1B Transaction Volume	8% YoY
	RMB 74.1B Loan Balance	13% YoY
Strong Financial Return	RMB 3,481M Net Revenue	10% YoY
	RMB 738M Net Profit	39% YoY

(1) All figures are as of March 31, 2025, unless otherwise stated.

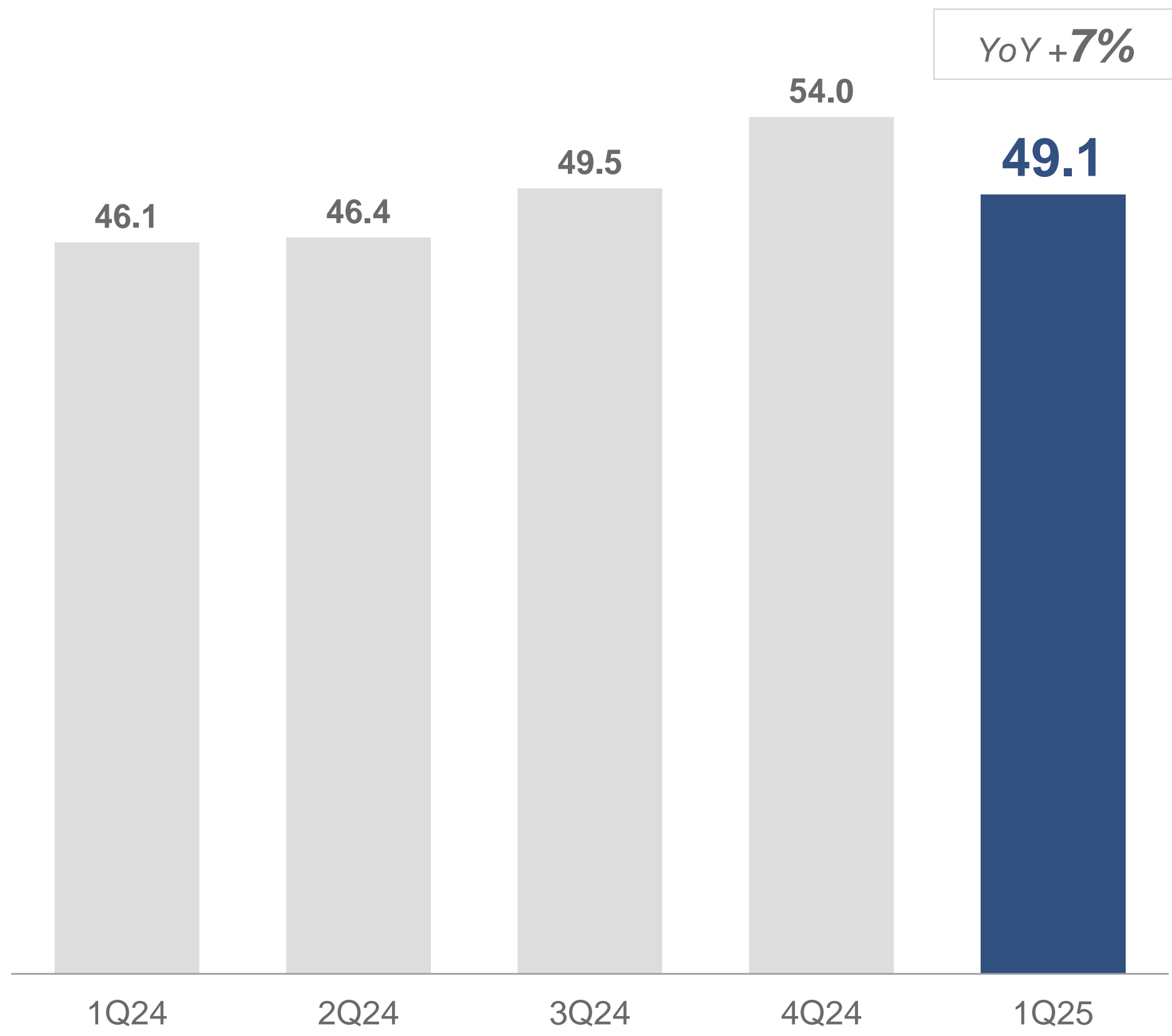


# Growth Engine Continuing

## Transaction Volume

### Transaction Volume in China Market<sup>(1)</sup>

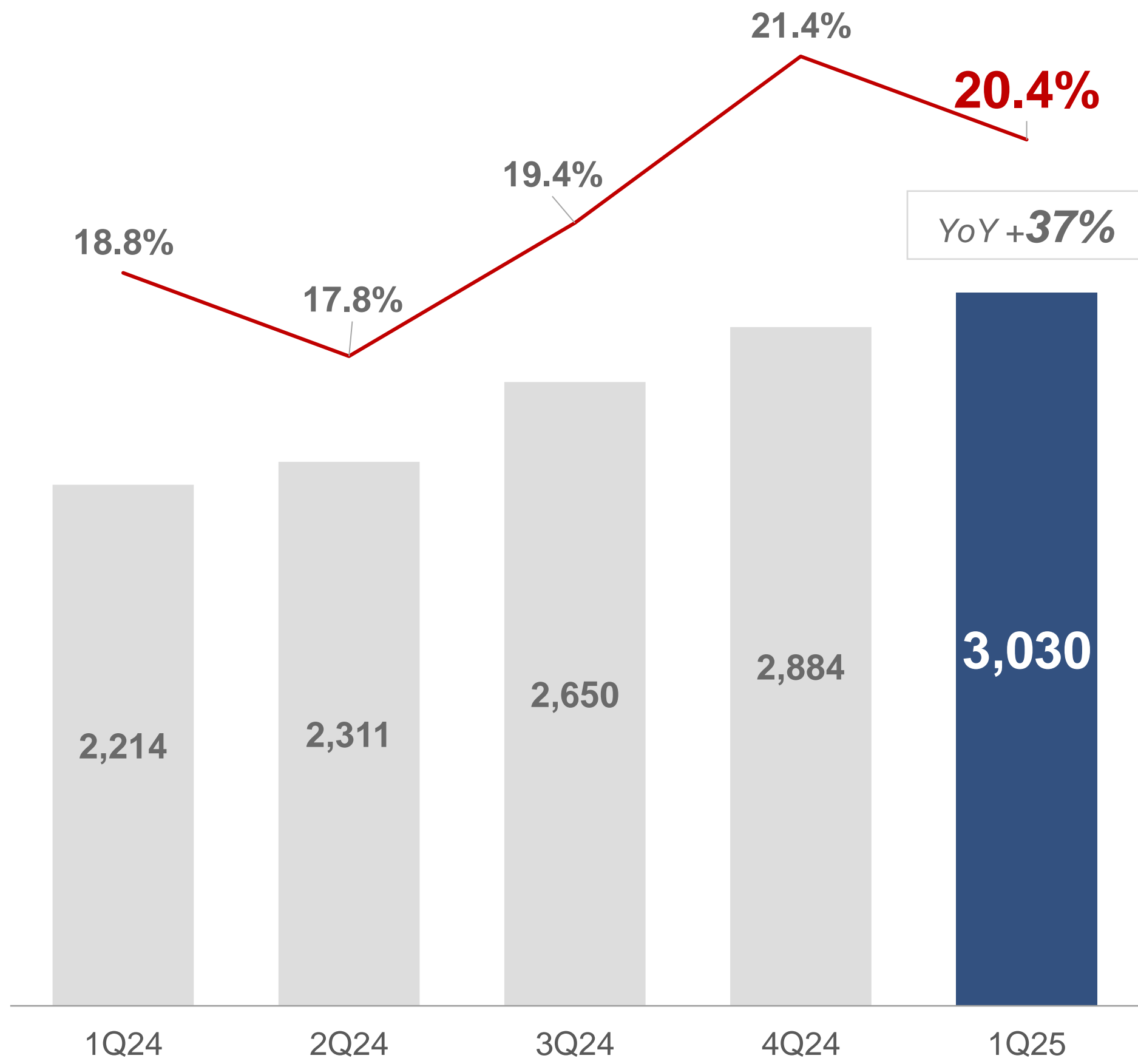
RMB billion



### Transaction Volume in International Markets<sup>(1)</sup>

RMB million

— Revenue contribution from international markets



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

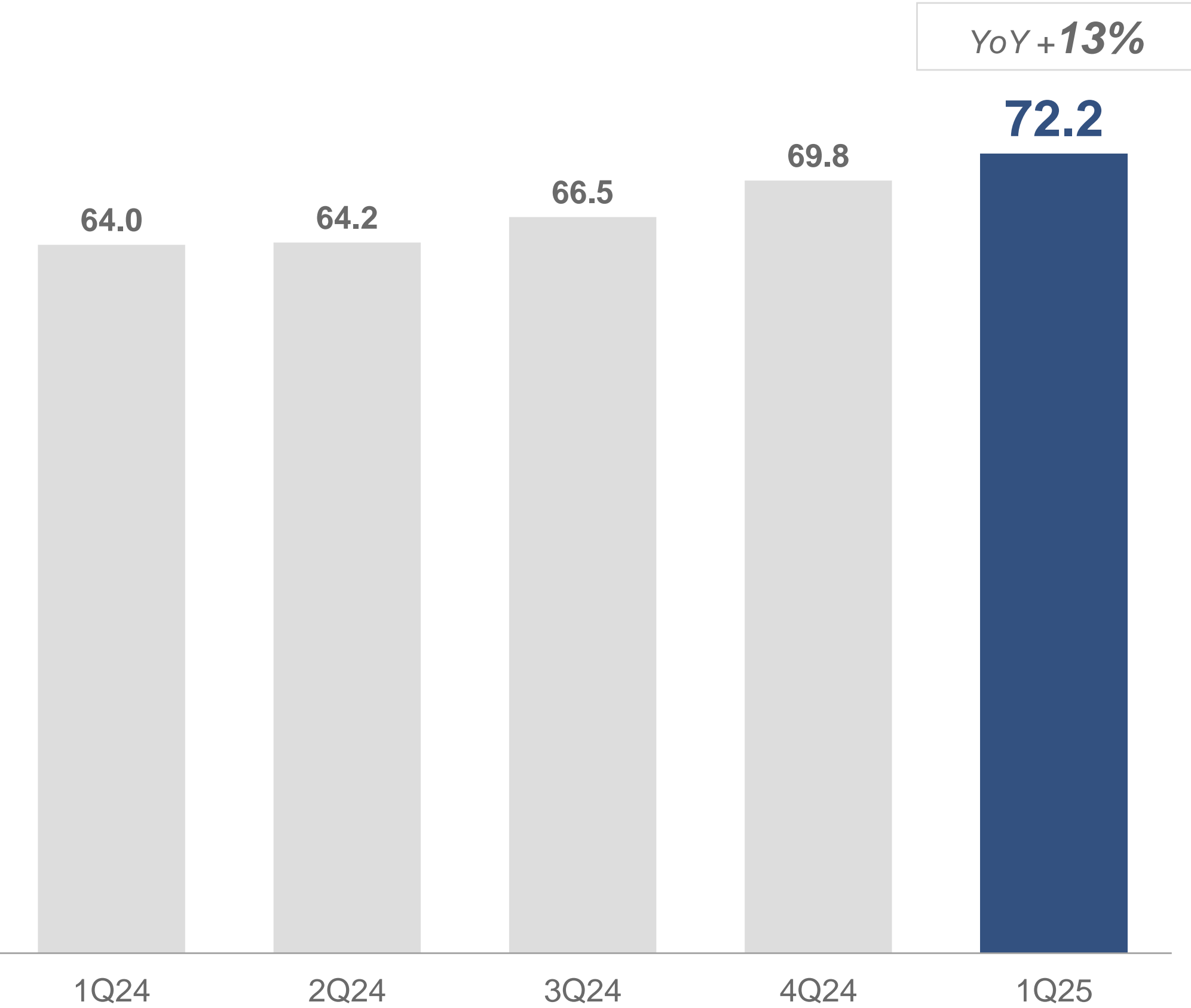


# Growth Engine Continuing

## Outstanding Loan Balance

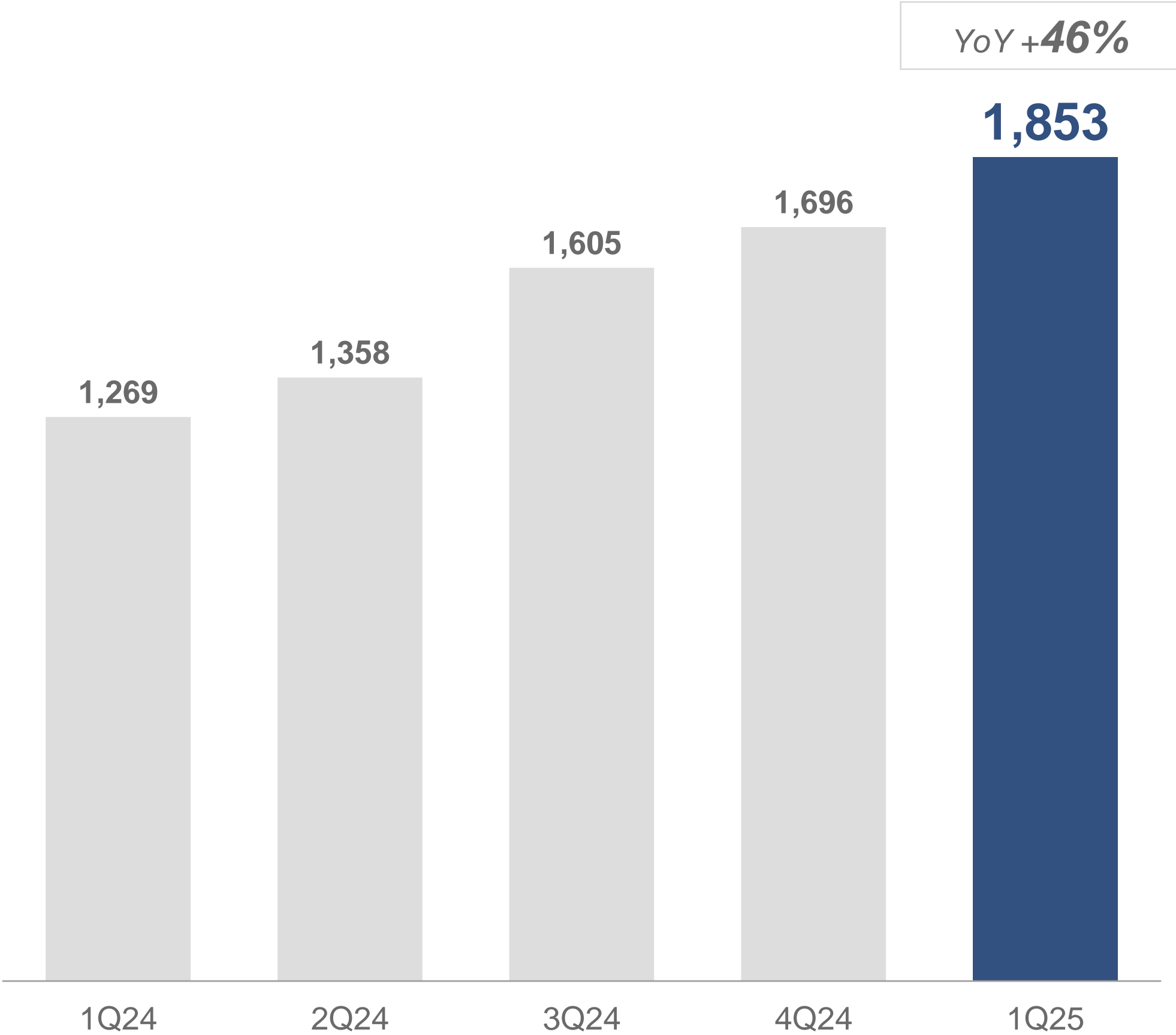
### Outstanding Loan Balance of China Business<sup>(1)</sup>

RMB billion



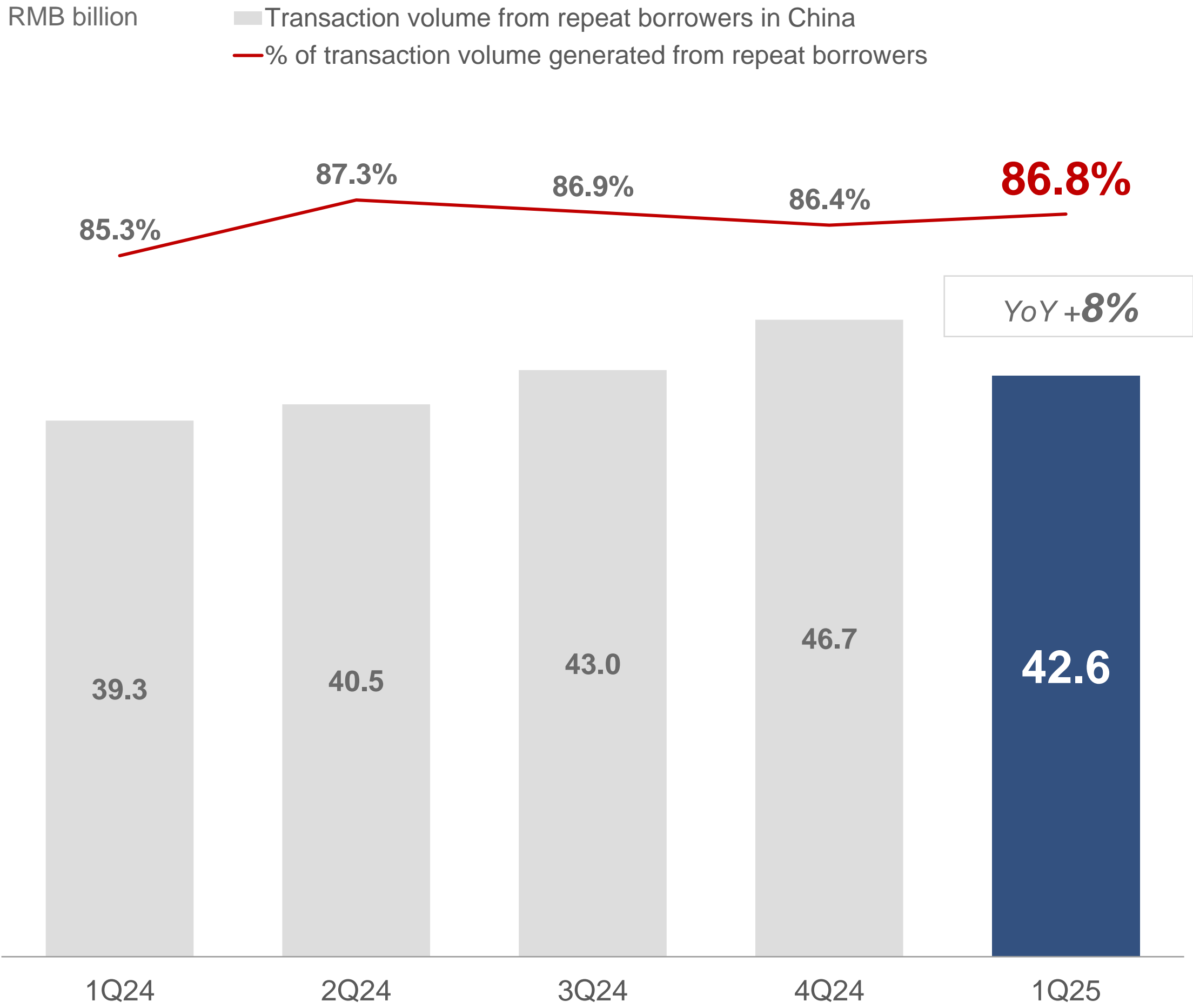
### Outstanding Loan Balance of International Business<sup>(2)</sup>

RMB million

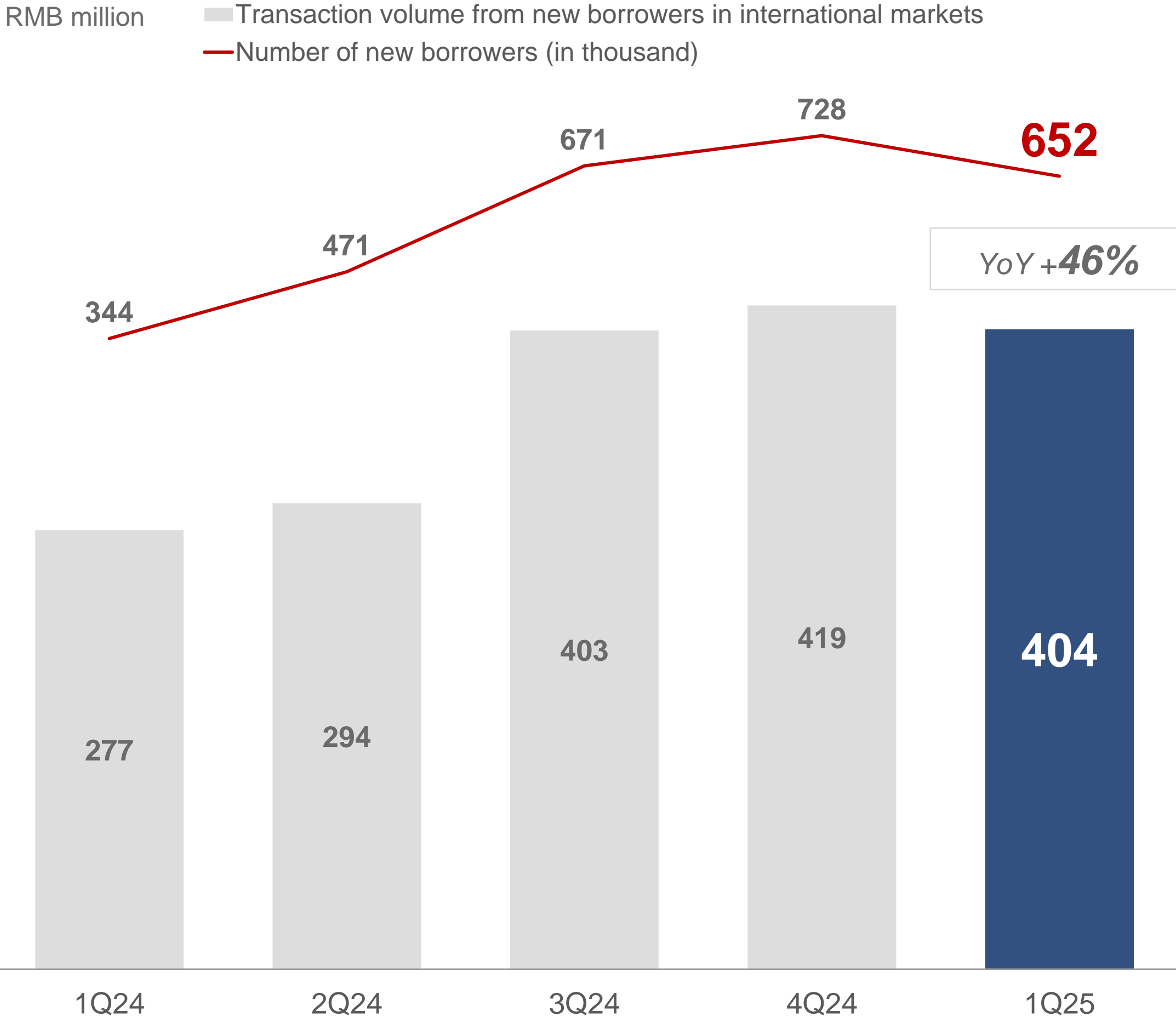


(1) Outstanding loan balance of China business refers to the balance of outstanding loans delinquent within 180 days as of the end of each period in the China market.  
(2) Outstanding loan balance of International business refers to the balance of outstanding loans delinquent within 30 days as of the end of each period in International markets.

## Loyal User Base Delivering Progressive Growth in China<sup>(1)</sup>



## Fast-Growing New Borrower Base in International Markets<sup>(2)</sup>



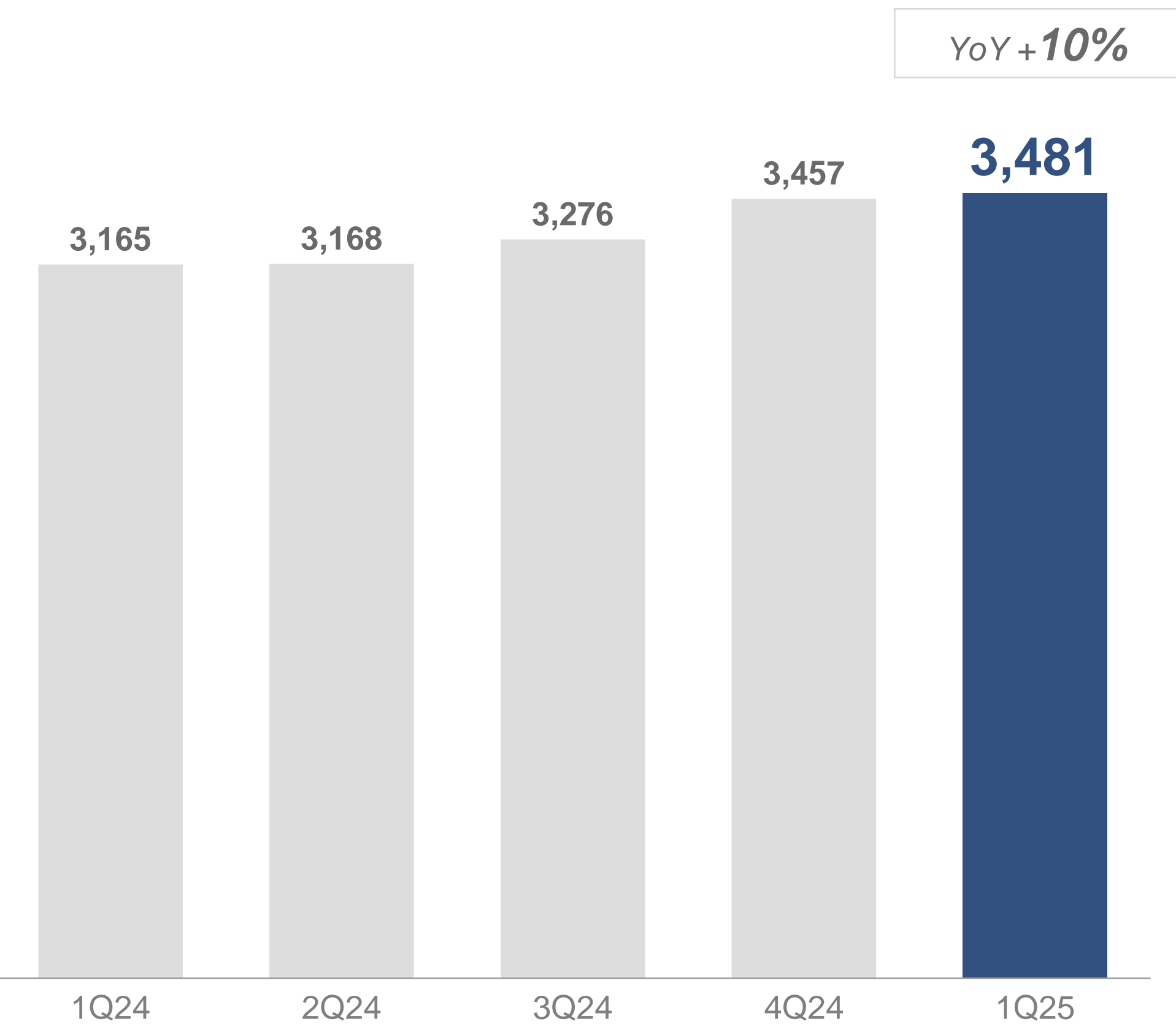
(1) Repeat borrowers are those who have successfully borrowed on our platform in the China market at least once in a previous period.

(2) New borrowers are those who successfully borrowed for the first time on our platforms during a given period in international markets.



## Net Revenue

RMB million

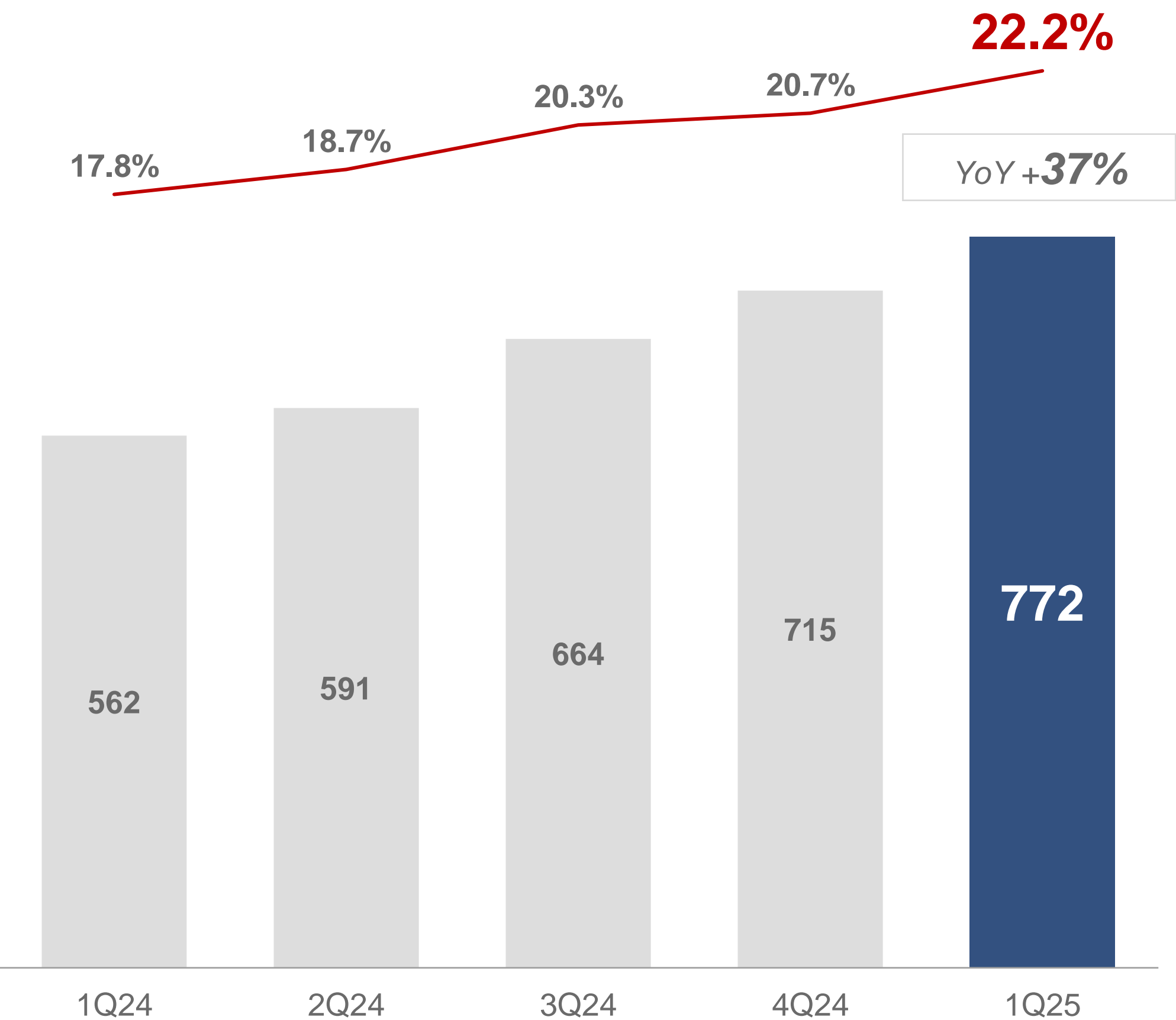


## Non-GAAP Net Profit<sup>(1)</sup>

RMB million

Non-GAAP net profit

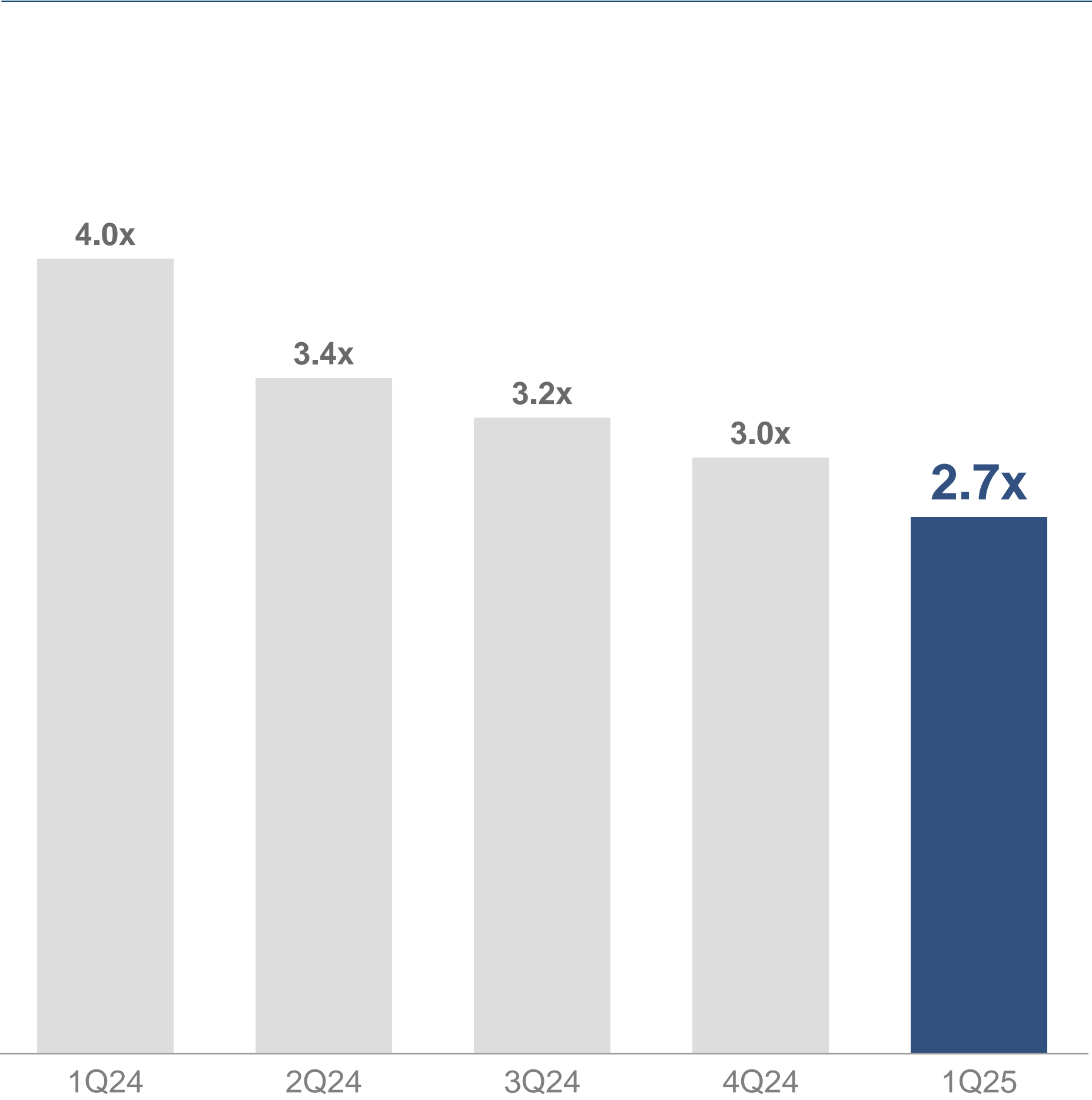
Non-GAAP net margin



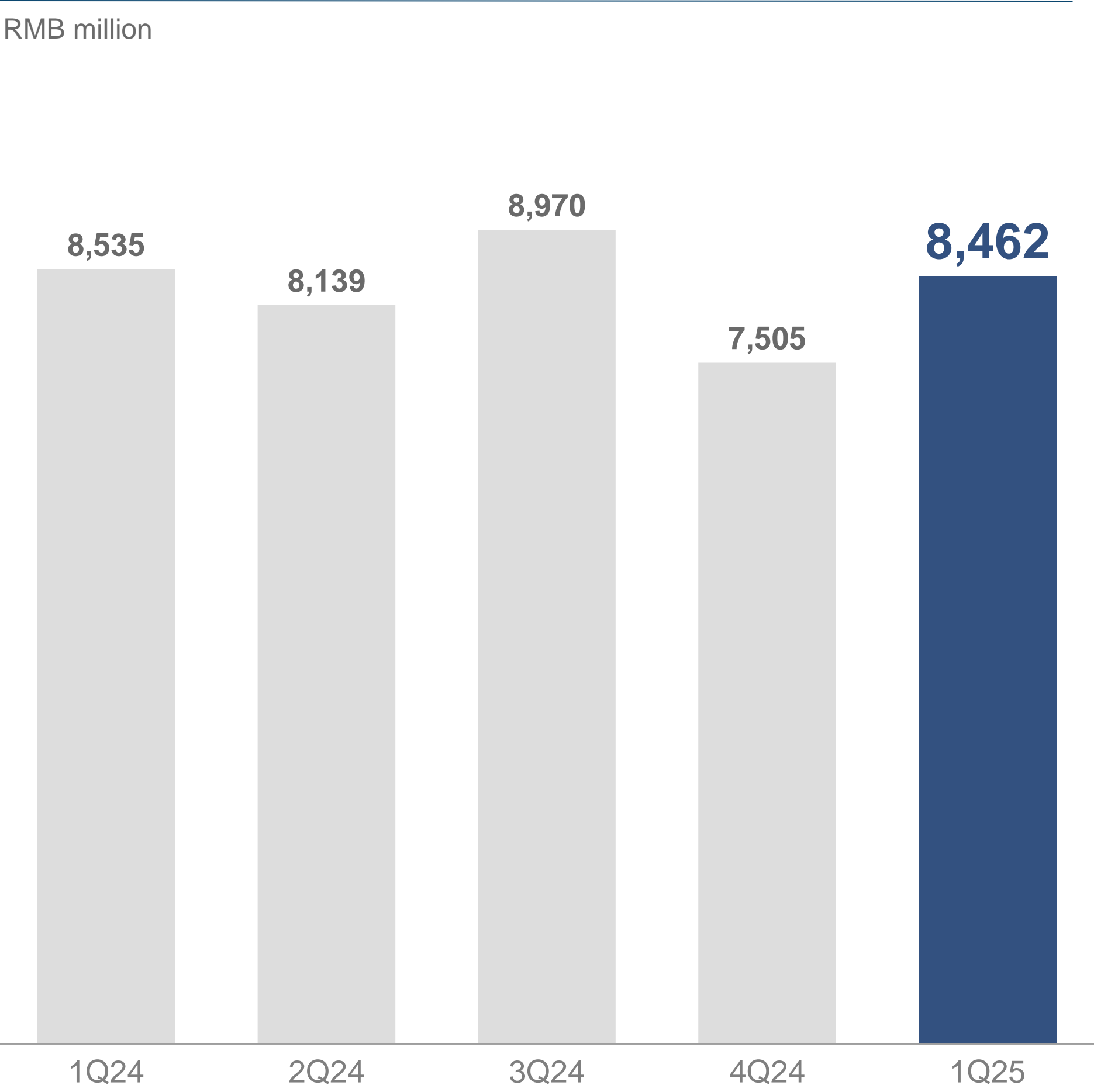
(1) Non-GAAP net profit for 1Q 2024, which mainly excludes share-based compensation expenses of RMB30.3 million. Non-GAAP net profit for 4Q 2024, which mainly excludes share-based compensation expenses of RMB34.1 million. Non-GAAP net profit for 1Q 2025, which mainly excludes share-based compensation expenses of RMB34.7 million.

# Strong Balance Sheet and Capital Reserve to Support Long-termism

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



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



(1) Leverage ratio = Risk-bearing outstanding loan balance / net assets.  
(2) Short-term liquidity = Cash and cash equivalents + short-term investments.



# Thank You

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<https://ir.finvgroup.com/>  
[ir@xinye.com](mailto:ir@xinye.com)