



Yiren Digital

Investor Presentation

June 2025



YIREN DIGITAL
宜人智科

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This material contains forward-looking statements. These statements constitute “forward-looking” statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and as defined in the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as “will”, “expects”, “anticipates”, “future”, “intends”, “plans”, “believes”, “estimates”, “target”, “confident” and similar statements.

Such statements are based upon management’s current expectations and current market and operating conditions, and relate to events that involve known or unknown risks, uncertainties and other factors, all of which are difficult to predict and many of which are beyond Yiren Digital’s control. Forward-looking statements involve risks, uncertainties and other factors that could cause actual results to differ materially from those contained in any such statements.

Potential risks and uncertainties include, but are not limited to, uncertainties as to Yiren Digital’s ability to attract and retain borrowers and investors on its marketplace, its ability to introduce new loan products and platform enhancements, its ability to compete effectively, PRC regulations and policies relating to the credit-tech and wealth management business in China, general economic conditions in China, and Yiren Digital’s ability to meet the standards necessary to maintain listing of its ADSs on the NYSE or other stock exchange, including its ability to cure any non-compliance with the NYSE’s continued listing criteria.

Further information regarding these and other risks, uncertainties or factors is included in Yiren Digital’s filings with the U.S. Securities and Exchange Commission. All information provided in this material is as of the date of this material, and Yiren Digital does not undertake any obligation to update any forward-looking statement as a result of new information, future events or otherwise, except as required under applicable law.

Our Vision

“Our vision is to elevate customers' life quality by delivering AI-powered digital services, while also empowering the technological capabilities of selected sectors.”

Better tech. Better life.



01

Company Overview

A Leading AI-Driven Financial & Lifestyle Services Platform

Diversified Business Lines Driving Innovation and Value



Financial Services

Revolving loan services provide liquidity to individuals, families, and businesses, aiding in financial health by offering balanced repayment and consumption plans.



Life & Property Insurance

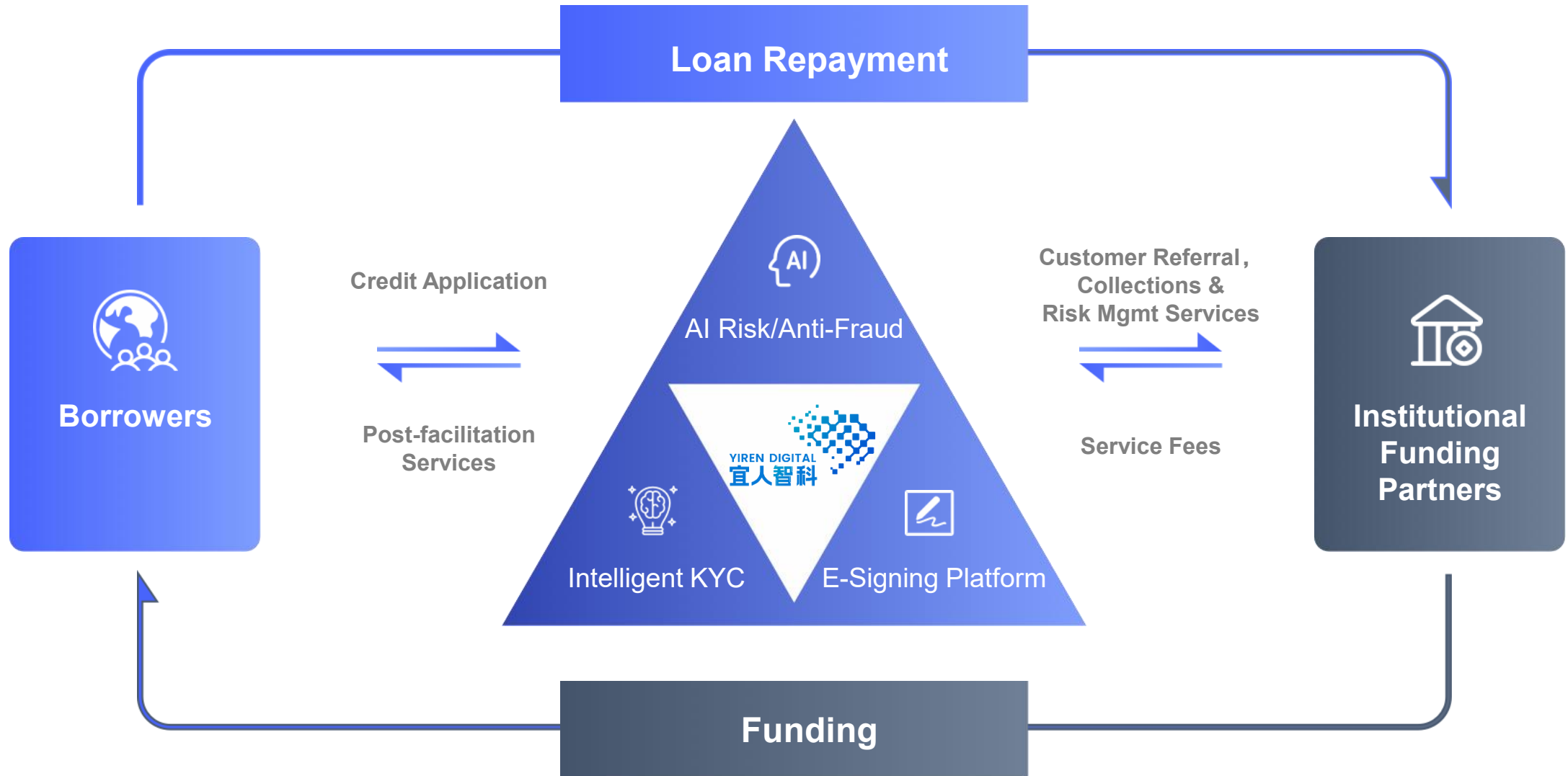
Customized insurance services to cater to wide-ranging needs in education, healthcare, retirement planning, asset protection, and business growth.



Consumption and lifestyle

Satisfying diverse quality-of-life needs through membership benefits and various products and services, including entertainment, travel, skincare and more.

Financial Services: Technology Driven Loan Facilitation Model



Revolving Financing Services

Precise Targeting, Diverse Acquisition

Precise-targeting Customers

- **100mn+** borrowers served
- Mainly aged 25-40
- Stable salary or self-employed

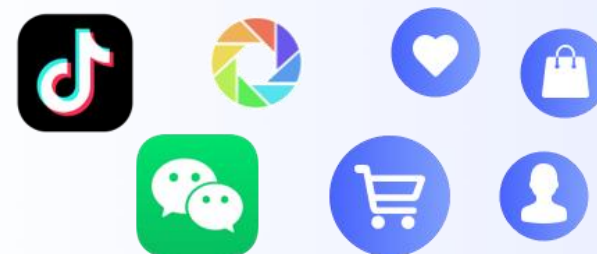


Yixianghua

Revolving loans
ranging from
4-200k

Multi-acquisition Channels

- Social media marketing
- E-commerce & life service platforms



Average Principal
Amt RMB 7k-8k

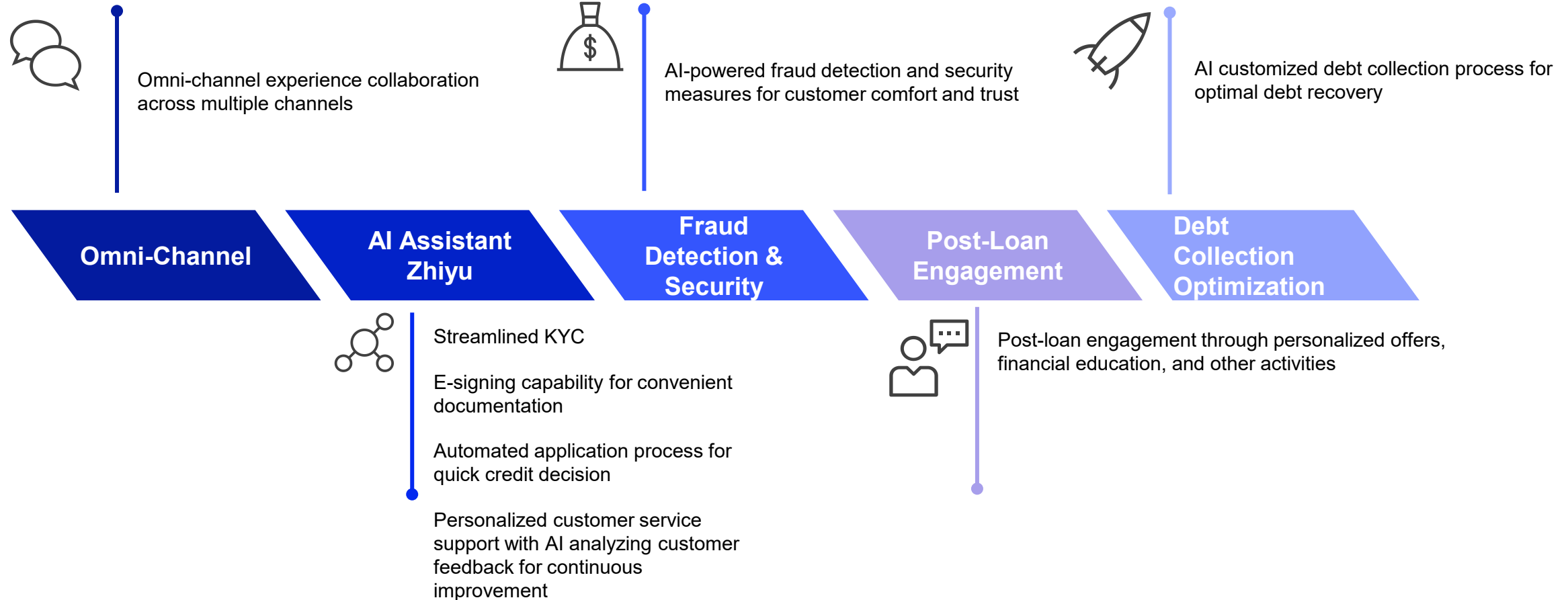


Loan Tenor
3, 6, 9 or 12 months



Flexible
repayment options

AI Assisted Customer Journey and Workflow



Strong Risk Control Capability

Extensive Data Accumulation

- **19 years** of experience and data accumulation in the credit-tech business
Strong capability to understand data across economic cycles and the lifecycle of loans.
- **Over 100 million** of registered users, and **millions** of customers' database

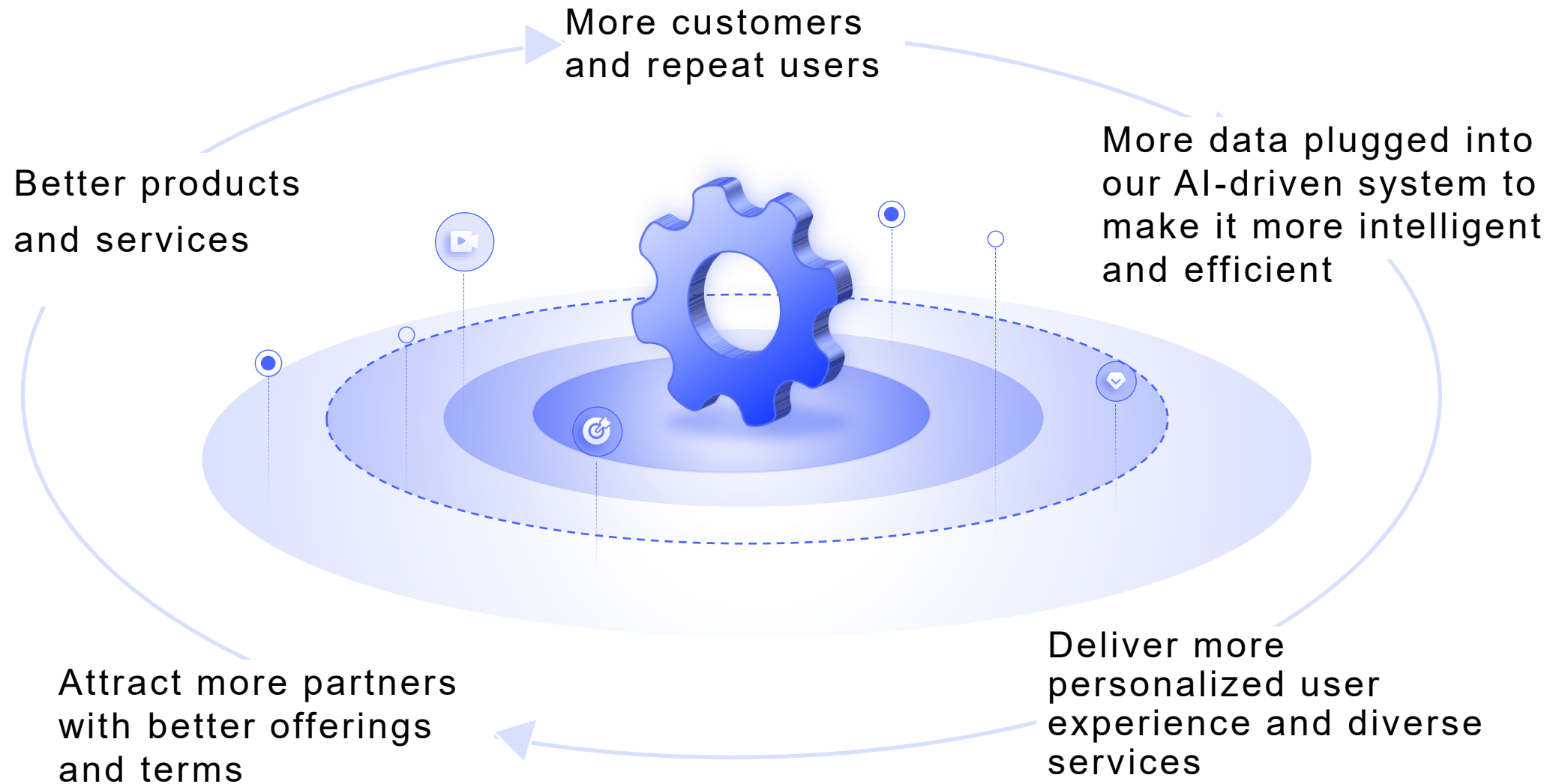
Comprehensive Credit Data

- **30+** Credit Enhancement Agencies , **60+** Products.
Over **11,000 dimensions** of external data are incorporated.
- Rich data pool covering credit records, income details, bank statements, consumption records, shopping behaviors, anti-fraud info etc.
- Identified approx. **20,000** features based on the second-generation credit reports

Anti-fraud and Blacklist Database

- Implemented a social-network-based anti-fraud monitoring system.
- Owns an **800 million-entry** blacklist, covering high-bit IDs, phone numbers, devices, and IP addresses.

Data-powered Flywheel to Drive Growth



Insurance: Providing Full Spectrum Products and Services

- Competitive edges:**
- 1) Nationwide business deployment
 - 2) Experienced teams on property, life insurance and internet industry
 - 3) Strong capacities in product innovation and market expansion

Customer Acquisition

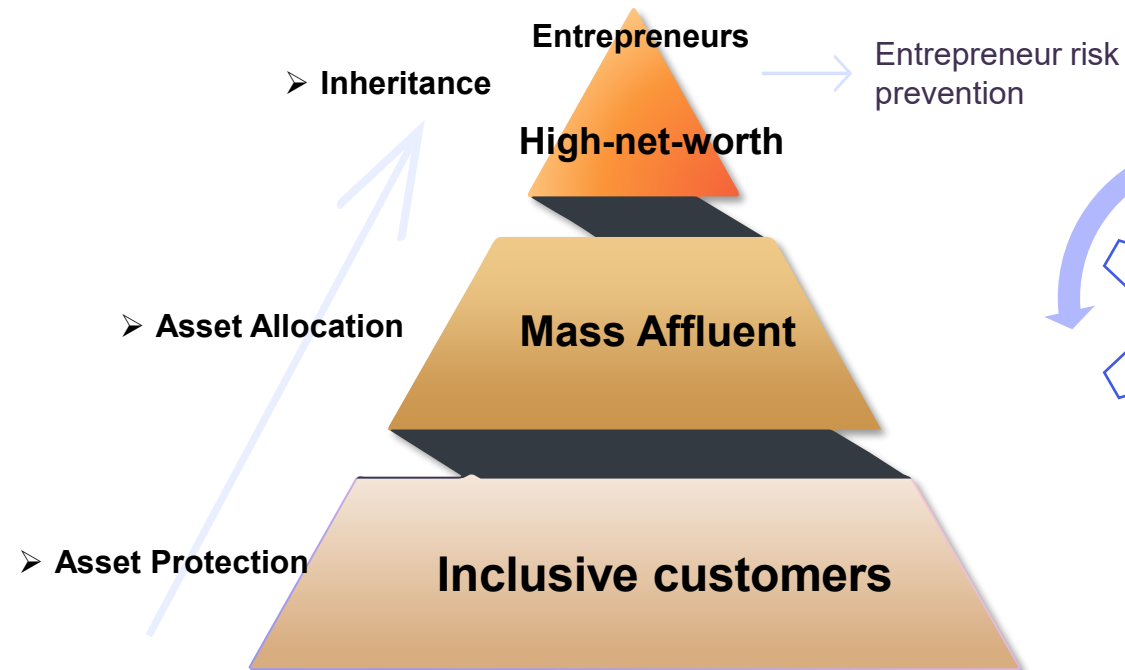
450+ Insurance Agents from
30+ Branches Nationwide

Customer Resources
within CE ecosystem

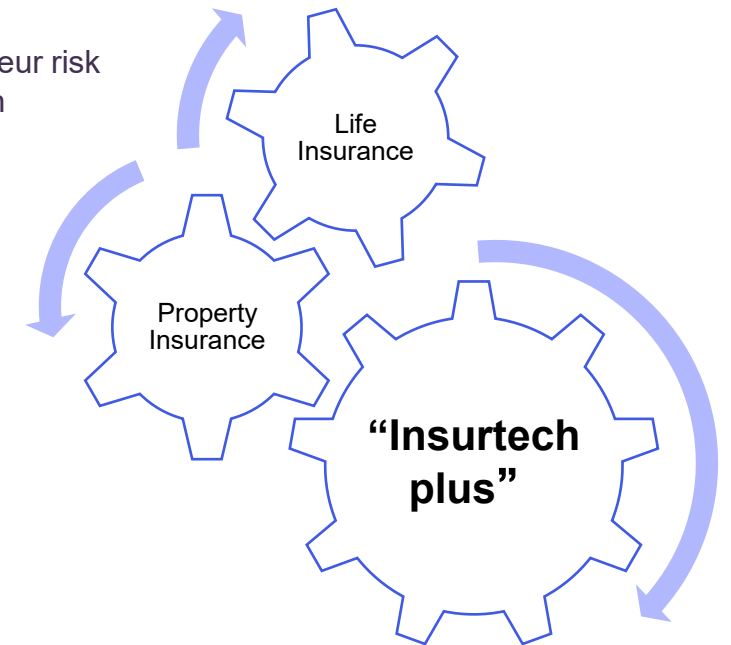
Cross-Sector Cooperation
and Online Marketing

Unique 2B2C Channel

Multi-layer of customer needs



Product Strategy



Note: As a licensed insurance broker, Hexiang does not take any underwriting risks.

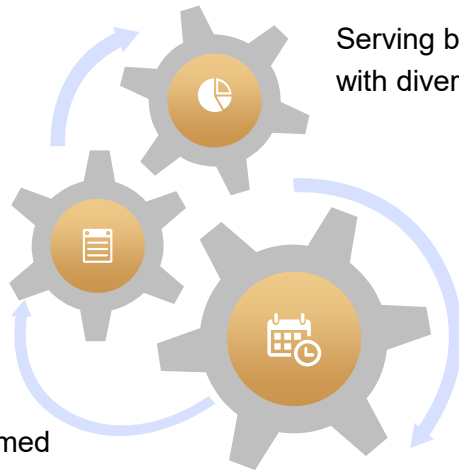
Insurance Growth Strategy: 2B2C Model

Customized Scenario-based Insurance products under 2B2C model

2B Corporate Clients

After being served by Hexiang, working with Hexiang to design tailor-made insurance products for its own customers, realizing additional revenue stream.

Partially transformed into 2B corporate clients by Hexiang.



Hexiang Insurance

Serving both 2B and 2C clients with diversified products.

Corporate's Customers

Provided with Hexiang's scenario-based insurance products embedded into related consumption platforms.

合翔保险经纪
HEXIANG INSURANCE BROKERS

Customization & Digitalization

Servicing Capabilities

Tech-driven KYC

Rich Application Scenarios

Medicine & Healthcare



Travel & Leisure



Wealth & Finance



Engineering & Construction



Property Insurance + Life Insurance

Insurance Ecosystem

Note: As a licensed insurance broker, Hexiang does not take any underwriting risks.

Insurance: Diverse and Rich Resources and Networks

▶ As of March 31, 2025,

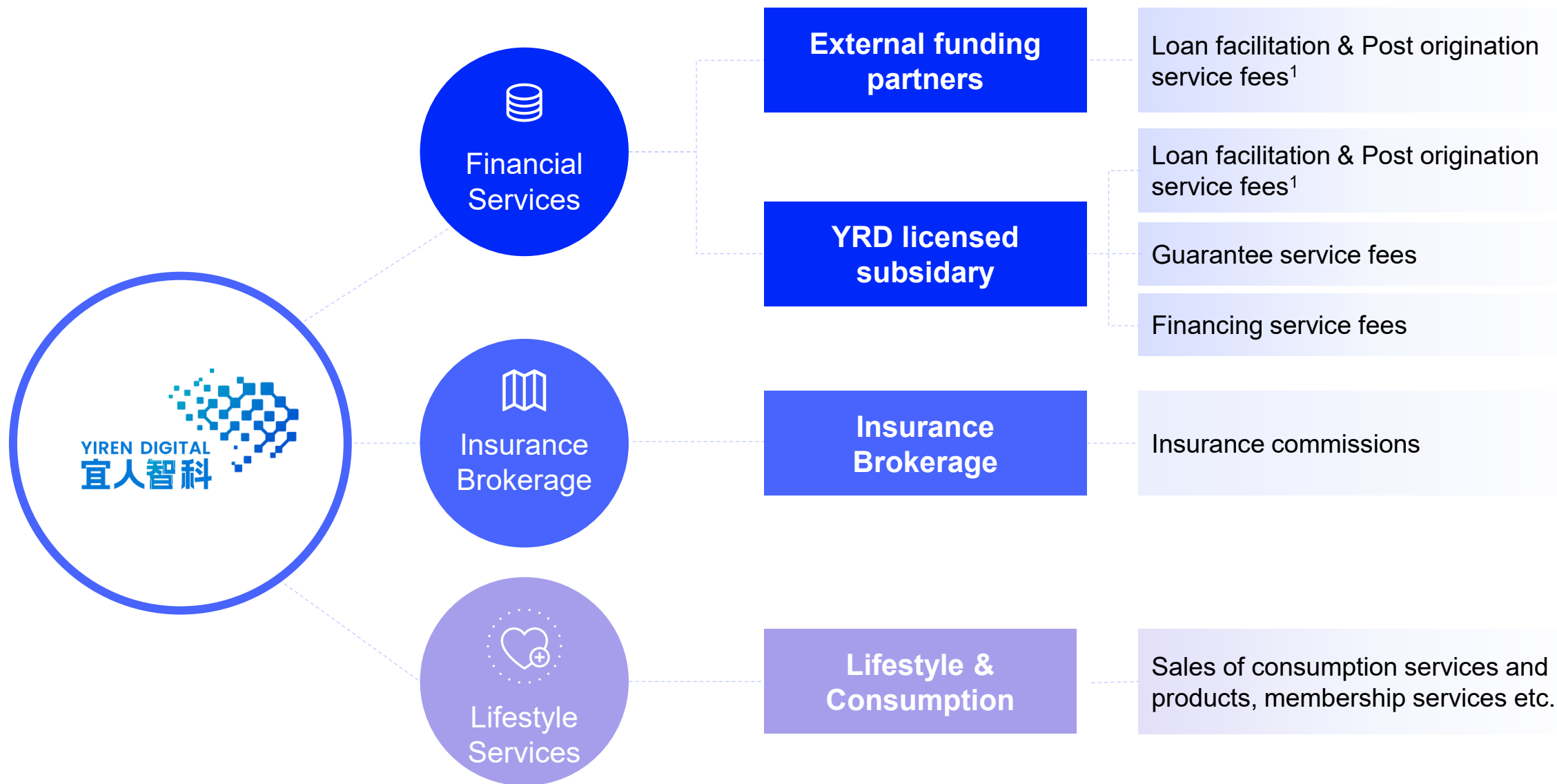
95 Partner Institutions
Nationwide

1,000+ insurance
products on the shelf



Our Partnering Insurers

Revenue Models and Monetization



Note¹: Including customer acquisition, risk profiling, collection, etc.

02 Key Financial Highlights

What We Achieved in 1Q25



- **Solid and sustainable growth in revenue and business scale**
- **Healthy balance sheet and proactive shareholder returns**
- **Core competitive advantages across all operations enhanced by 'AI Lab'**

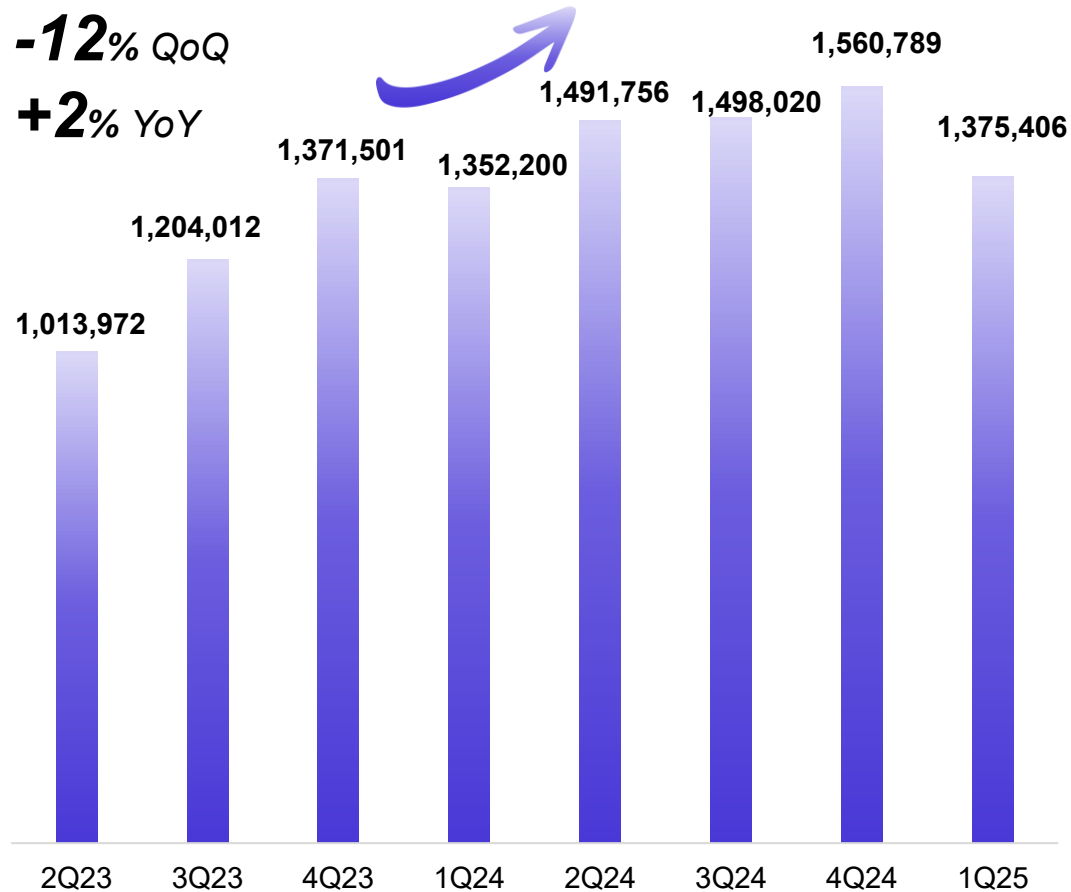
Stable Volume Growth Supported by Expanded Borrower Base

Number of Borrowers

1Q25:

-12% QoQ

+2% YoY



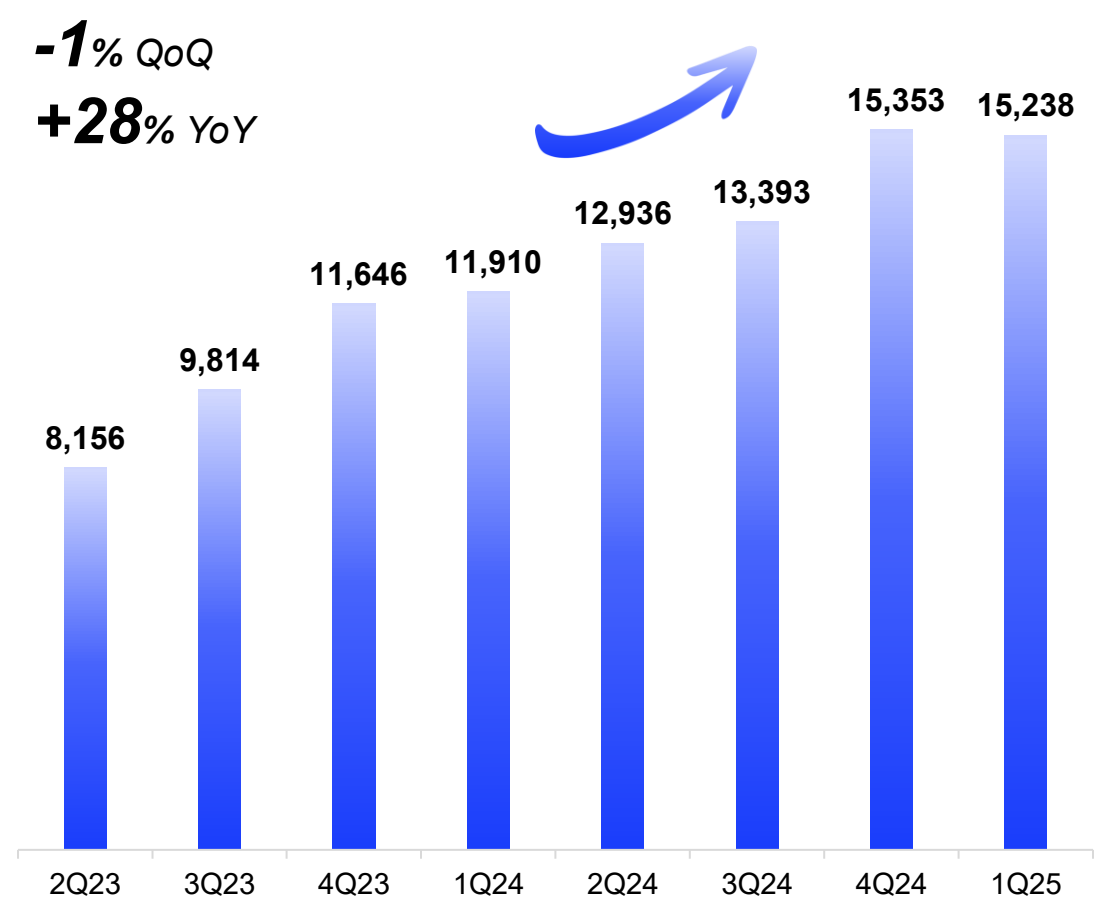
Loans Facilitated

1Q25:

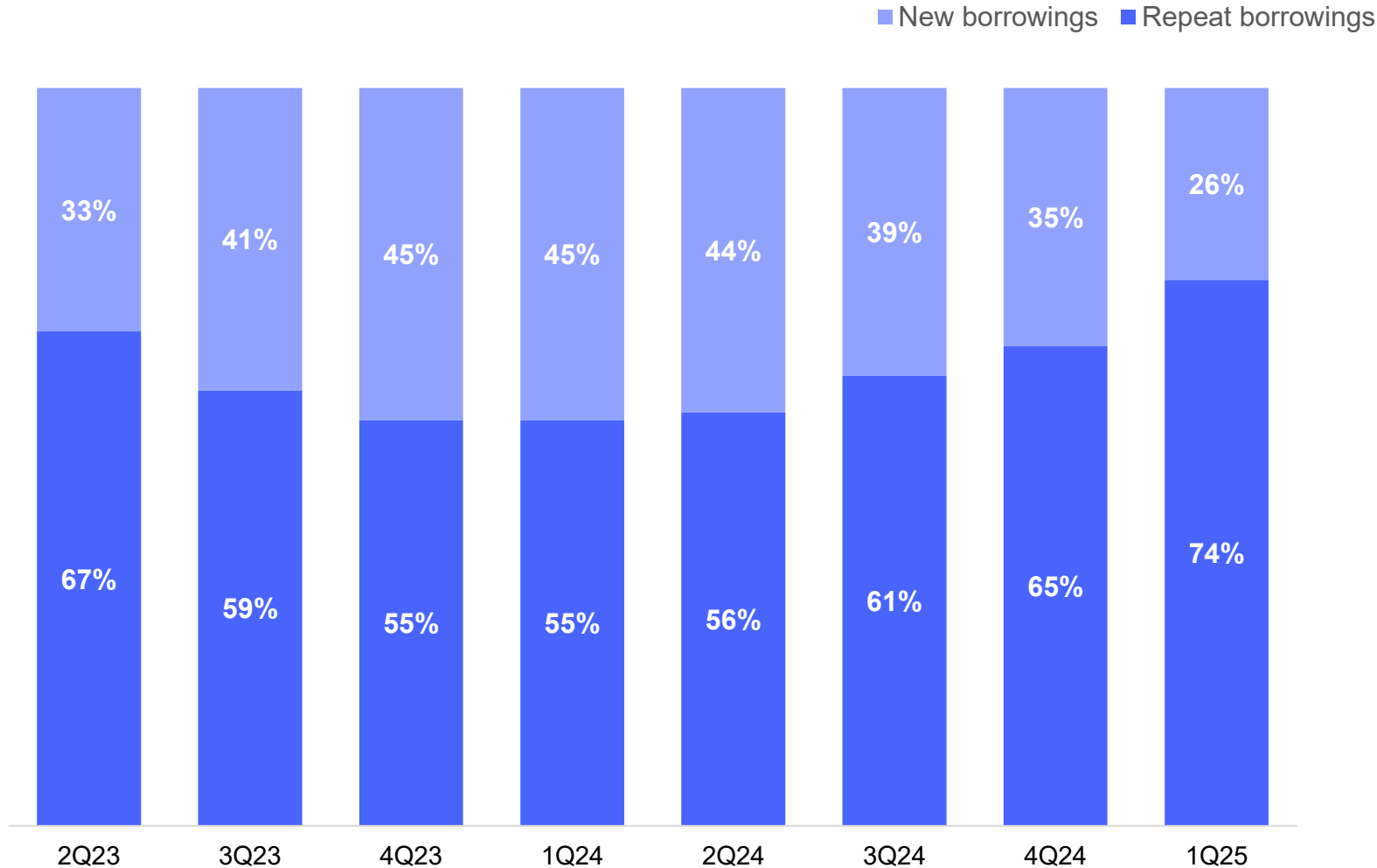
-1% QoQ

+28% YoY

(RMB Million)



Dynamics of New and Repeat borrowing on Yixianghua Platform



Starting in H2 2023, the company upgraded its customer segmentation, attracting higher-quality borrowers with stronger repayment capabilities and better risk profiles. These efforts began yielding results by 3Q24, with repeat borrowing rates among this segment becoming the new focus. In 1Q25, the repeat borrowing rate reached 74%.

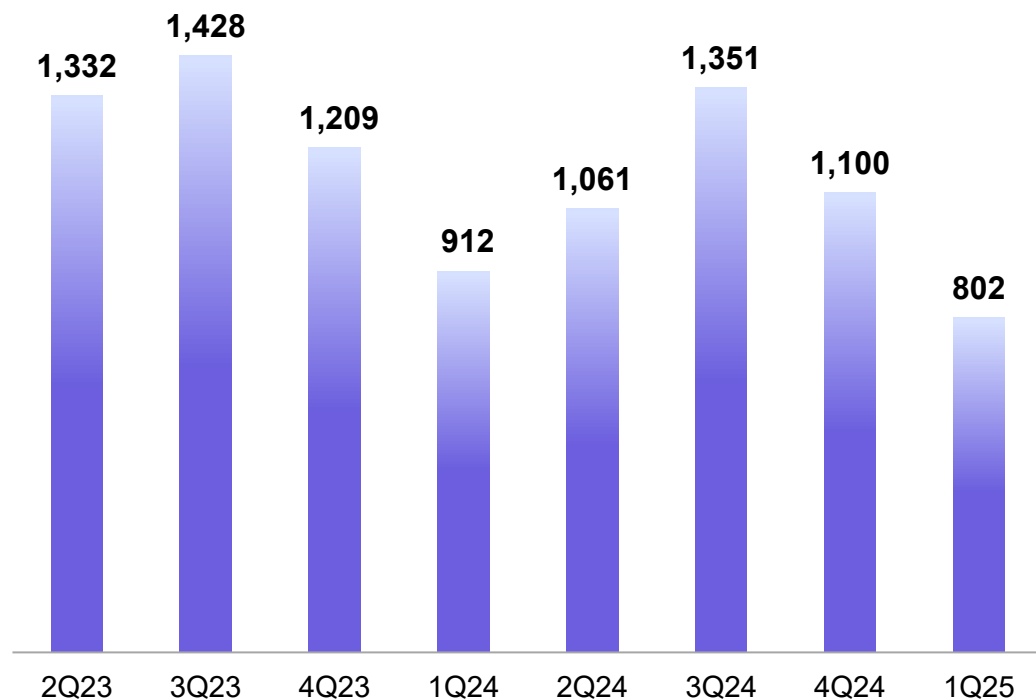
Insurance Brokerage Business: Key Strategic Pillar

Gross Written Premiums

1Q25: (RMB Million)

-27% QoQ

-12% YoY

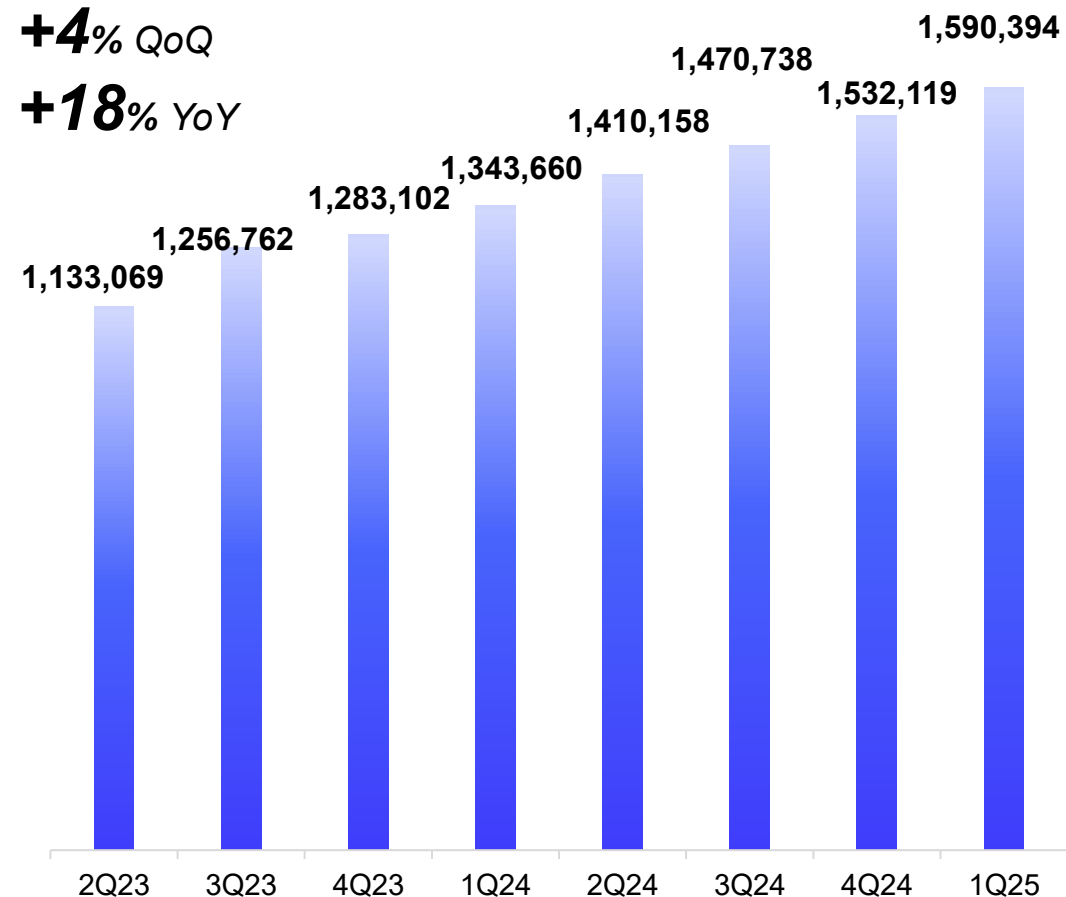


Cumulative Number of Insurance Clients

1Q25:

+4% QoQ

+18% YoY



Note²: The decline in GWP was attributed to decreased new sales of insurance products amid industry-wide weakness following regulatory changes. Our GWP is expected to show visible recovery in 2Q25.

Steady Revenue Growth with Expanded Business Scale

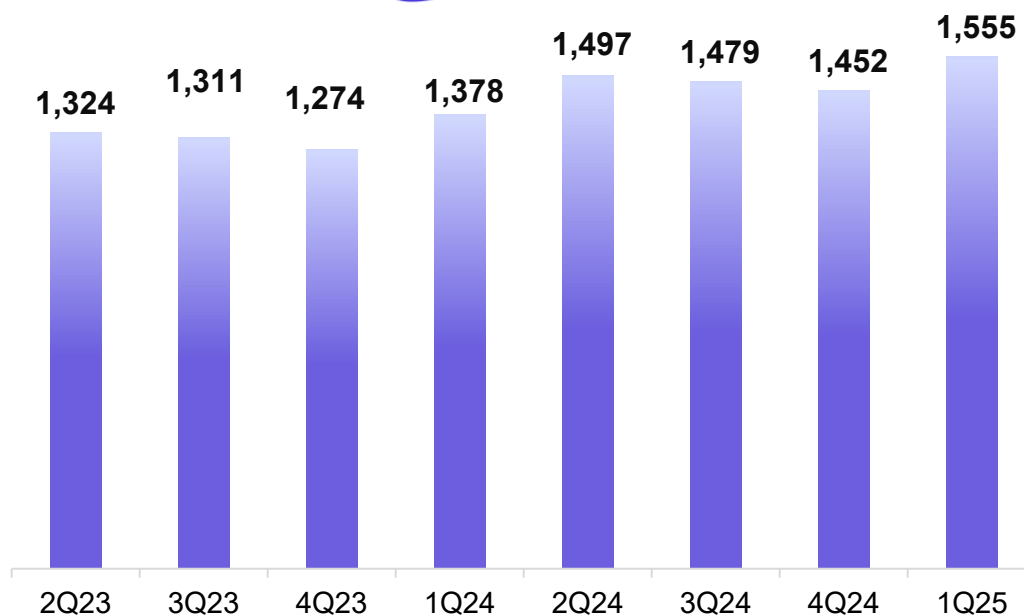
Net Revenue

(RMB Million)

1Q25:

+7% QoQ

+13% YoY



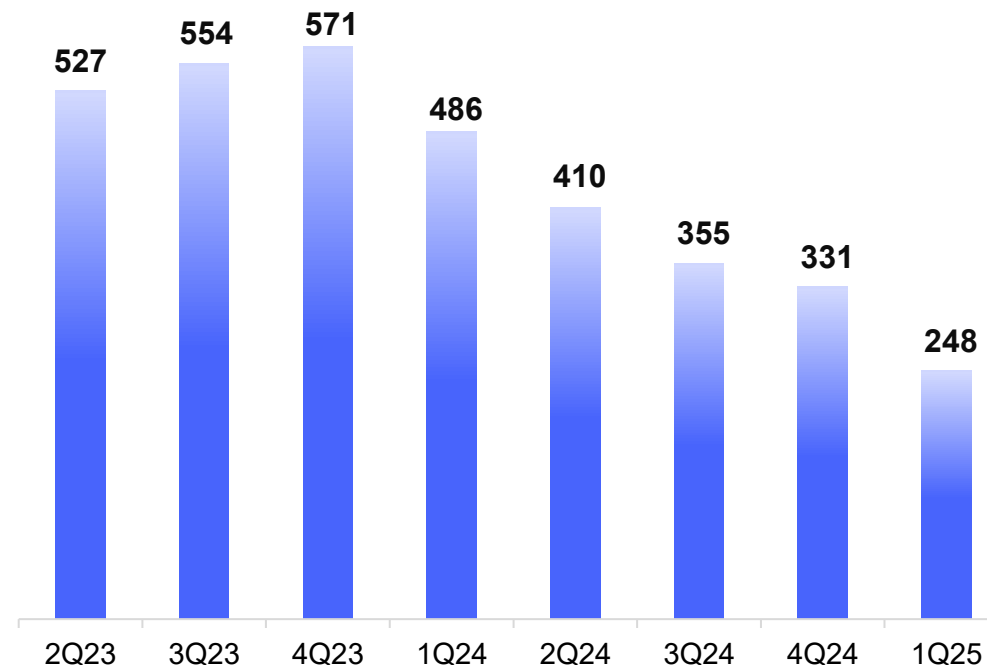
GAAP Net Income

(RMB Million)

1Q25:

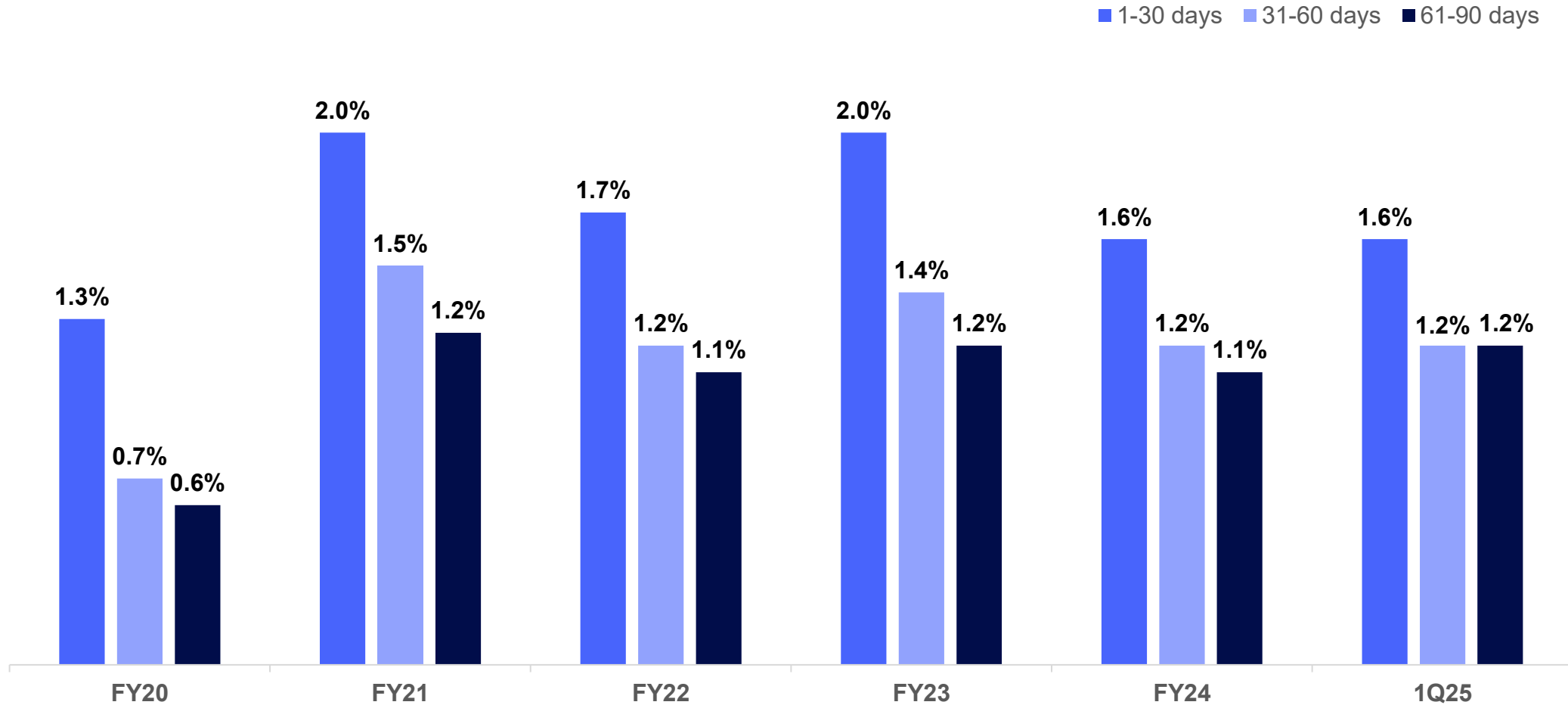
-25% QoQ

-49% YoY



Note³: The decrease in net income was primarily due to: 1) Growing loan volume facilitated under our risk-taking model, resulting in substantial upfront provisions required by the current accounting principles, with the majority of the revenue benefits expected to materialize in the coming quarters.; 2) Declining sales in the insurance brokerage business; 3) Increased R&D costs; 4) An unrealized loss from fair value adjustments on invested assets, with some of these adjustments expected to reverse in 2Q25.

Delinquency Rates



Future Strategies

01

Financial service business

Expanding customer base and increasing line of credits for high quality borrowers through constantly-evolving AI systems and improved services

02

Insurance brokerage

Proactively adapting products and partnerships to embrace new regulations in the short-term, and enhancing partnerships via both 2B2C and B2B models while expanding market reach through long-term product innovation and customization

03

International expansion

The financial services business in Southeast Asia is thriving and strategically expanding into global markets, capitalizing on insights and expertise acquired from its business activities in the Philippines

04

AI upgrade

Developing an LLMOps platform and LLMs for fintech and selected sectors, fostering a leading AI-powered service platform for both individuals and businesses.

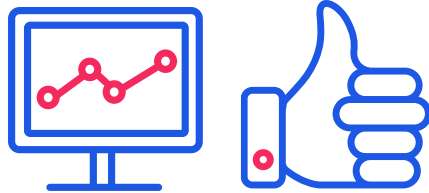
Investment Highlights

Diversified Business Lines Driving Innovation and Value

Comprehensive services covering a wide range of financial needs and consumption demands, strong synergies, healthy unit economics with multiple growth drivers

A Leading AI Business in the Making

Harnessing AI expertise from fintech verticals to extend services to selected sectors, a highly scalable LLMOps platform with open-source functionalities, and an expanding AI ecosystem through strategic partnerships



01

02

03

04

High Profitability and Sufficient Cash Reserve

Continued growth in profitability with improved operational efficiency, strong cash position ready to seize any new opportunities ahead

19 Years of Operation & Strong Management Team

Strong management team with decades of experience in the industry, solid operation fully tested by external changing environment

03 Appendix

Income Statement

Unaudited Condensed Consolidated Statements of Operations
(in thousands, except for share, per share and per ADS data, and percentages)

	For the Three Months Ended		
	March 31, 2024	March 31, 2025	March 31, 2025
	RMB	RMB	USD
Net revenue:			
Loan facilitation services	676,295	742,394	102,305
Post-origination services	1,772	1,744	240
Guarantee services	16,853	318,397	43,876
Financing services	10,666	41,887	5,772
Insurance brokerage services	124,926	71,460	9,847
Electronic commerce services	502,936	184,074	25,366
Others	44,636	194,570	26,813
Total net revenue	1,378,084	1,554,526	214,219
Operating costs and expenses:			
Sales and marketing	277,223	276,952	38,164
Origination, servicing and other operating costs	233,270	224,738	30,970
Research and development	40,521	85,954	11,845
General and administrative	83,674	95,837	13,207
Allowance for contract assets, receivables and others	102,334	152,805	21,057
Provision for contingent liabilities	67,258	410,763	56,605
Total operating costs and expenses	804,280	1,247,049	171,848
Other income/(expenses):			
Interest income, net	27,713	24,206	3,336
Fair value adjustments gain/(loss)	15,468	(58,376)	(8,044)
Others, net	677	674	93
Total other income/(expenses)	43,858	(33,496)	(4,615)
Income before provision for income taxes	617,662	273,981	37,756
Share of results of equity investees	-	(129)	(18)
Income tax expense	131,779	26,346	3,631
Net income	485,883	247,506	34,107
Weighted average number of ordinary shares outstanding, basic	174,282,443	172,800,275	172,800,275
Basic income per share	2.7879	1.4323	0.1974
Basic income per ADS	5.5758	2.8646	0.3948
Weighted average number of ordinary shares outstanding, diluted	176,202,571	173,935,749	173,935,749
Diluted income per share	2.7575	1.4230	0.1961
Diluted income per ADS	5.5150	2.8460	0.3922

Cash Flow Data

Unaudited Condensed Consolidated Statements of Operations
(in thousands, except for share, per share and per ADS data, and percentages)

	For the Three Months Ended		
	March 31,	March 31,	March 31,
	2024	2025	2025
	RMB	RMB	USD
Unaudited Condensed Consolidated Cash Flow Data			
Net cash generated from operating activities	631,743	478,650	65,960
Net cash used in investing activities	(683,697)	(145,590)	(20,063)
Net cash used in financing activities	(14,774)	(80,576)	(11,104)
Effect of foreign exchange rate changes	1,340	2,367	326
Net (decrease)/increase in cash, cash equivalents and restricted cash	(65,388)	254,851	35,119
Cash, cash equivalents and restricted cash, beginning of period	6,058,604	4,101,557	565,210
Cash, cash equivalents and restricted cash, end of period	<u>5,993,216</u>	<u>4,356,408</u>	<u>600,329</u>

Balance Sheets

Unaudited Condensed Consolidated Balance Sheets (in thousands)

	As of		
	December 31,	March 31,	March 31,
	2024	2025	2025
	RMB	RMB	USD
Cash and cash equivalents	3,841,284	4,043,590	557,222
Restricted cash	260,273	312,818	43,107
Accounts receivable	566,541	583,542	80,414
Guarantee receivable	474,132	620,241	85,472
Contract assets, net	1,008,920	1,114,576	153,593
Contract cost	294	425	59
Prepaid expenses and other assets	2,361,585	2,299,149	316,831
Loans at fair value	421,922	314,790	43,379
Financing receivables	17,515	22,040	3,037
Amounts due from related parties	3,387,952	3,284,281	452,586
Financial investments	437,203	404,059	55,681
Equity investments	9,239	9,110	1,255
Property, equipment and software, net	78,678	78,358	10,798
Crypto assets	-	148,062	20,403
Deferred tax assets	77,463	1	-
Right-of-use assets	39,695	38,917	5,363
Total assets	12,982,696	13,273,959	1,829,200
Accounts payable	43,167	79,882	11,008
Amounts due to related parties	129,629	99,616	13,727
Guarantee liabilities-stand ready	606,886	809,726	111,583
Guarantee liabilities-contingent	578,797	756,699	104,276
Deferred revenue	9,479	482	66
Payable to investors at fair value	368,022	287,500	39,619
Accrued expenses and other liabilities	1,622,050	1,393,592	192,042
Deferred tax liabilities	41,471	54,897	7,565
Lease liabilities	40,765	37,808	5,210
Total liabilities	3,440,266	3,520,202	485,096
Ordinary shares	132	132	18
Additional paid-in capital	5,198,457	5,201,567	716,795
Treasury stock	(170,463)	(170,463)	(23,490)
Accumulated other comprehensive income	79,268	40,903	5,637
Retained earnings	4,435,036	4,681,618	645,144
Total equity	9,542,430	9,753,757	1,344,104
Total liabilities and equity	12,982,696	13,273,959	1,829,200

Operating Highlights

Operating Highlights and Reconciliation of GAAP to Non-GAAP Measures
(in thousands, except for number of borrowers, number of insurance clients, cumulative number of insurance clients and percentages)

	For the Three Months Ended		
	March 31, 2024	March 31, 2025	March 31, 2025
	RMB	RMB	USD
Operating Highlights			
Amount of loans facilitated	11,910,367	15,237,923	2,099,842
Number of borrowers	1,352,200	1,375,406	1,375,406
Remaining principal of performing loans	20,156,161	27,458,292	3,783,854
Cumulative number of insurance clients	1,343,660	1,590,394	1,590,394
Number of insurance clients	73,687	77,541	77,541
Gross written premiums	912,431	801,798	110,491
First year premium	514,141	412,497	56,844
Renewal premium	398,290	389,301	53,647
Segment Information			
Financial services business:			
Revenue	738,117	1,174,577	161,861
Sales and marketing expenses	251,922	260,903	35,953
Origination, servicing and other operating costs	85,787	140,623	19,378
Allowance for contract assets, receivables and others	101,127	152,112	20,962
Provision for contingent liabilities	67,258	410,763	56,605
Insurance brokerage business:			
Revenue	124,926	71,460	9,847
Sales and marketing expenses	3,565	2,795	385
Origination, servicing and other operating costs	136,883	81,440	11,223
Allowance for contract assets, receivables and others	1,012	(578)	(80)
Consumption & lifestyle business and others:			
Revenue	515,041	308,489	42,511
Sales and marketing expenses	21,736	13,254	1,826
Origination, servicing and other operating costs	10,600	2,675	369
Allowance for contract assets, receivables and others	9	(1,994)	(275)
Reconciliation of Adjusted EBITDA			
Net income	485,883	247,506	34,107
Interest income, net	(27,713)	(24,206)	(3,336)
Income tax expense	131,779	26,346	3,631
Depreciation and amortization	1,892	2,297	317
Share-based compensation	1,207	2,187	301
Fair value adjustments related to crypto assets and financial investment *	(1,933)	70,824	9,760
Adjusted EBITDA	591,115	324,954	44,780
Adjusted EBITDA margin	42.9%	20.9%	20.9%

*Due to the expansion of asset categories in which the Company has invested and the significant fluctuations in their fair value changes, adjustments for fair value changes relating to crypto assets and financial investments are hereby incorporated, and historical periods have been restated to enhance investors' comprehension of the Company's financial statements.

Delinquency Rates

	Delinquency Rates		
	1-30 days	31-60 days	61-90 days
December 31, 2020	1.3%	0.7%	0.6%
December 31, 2021	2.0%	1.5%	1.2%
December 31, 2022	1.7%	1.2%	1.1%
December 31, 2023	2.0%	1.4%	1.2%
December 31, 2024	1.6%	1.2%	1.1%
March 31, 2025	1.6%	1.2%	1.2%

Delinquency Rates By Vintage

30+ Days Delinquency Rates By Vintage*

Loan Issued Period	Month on Book											
	2	4	6	8	10	12	14	16	18	20	22	24
2020Q1	0.8%	2.0%	3.4%	4.5%	5.4%	5.9%	6.5%	6.8%	7.1%	7.5%	8.1%	8.5%
2020Q2	0.6%	2.0%	3.3%	4.5%	5.3%	6.0%	6.4%	6.9%	7.4%	8.0%	8.6%	8.8%
2020Q3	1.3%	2.8%	4.3%	5.4%	6.3%	6.9%	7.5%	8.2%	8.9%	9.3%	9.5%	9.5%
2020Q4	0.3%	1.4%	2.4%	3.4%	4.3%	5.4%	6.4%	7.3%	7.7%	8.0%	8.2%	8.3%
2021Q1	0.5%	1.8%	3.0%	4.2%	5.3%	6.3%	7.1%	7.3%	7.5%	7.7%	7.8%	7.9%
2021Q2	0.5%	2.1%	3.8%	5.5%	6.8%	7.5%	7.7%	7.9%	8.1%	8.3%	8.2%	8.2%
2021Q3	0.6%	2.5%	4.2%	5.4%	6.1%	6.5%	6.7%	6.9%	6.9%	6.9%	6.9%	6.8%
2021Q4	0.8%	2.7%	4.1%	4.9%	5.4%	5.8%	5.8%	5.8%	5.7%	5.6%	5.6%	5.5%
2022Q1	0.7%	2.1%	3.2%	4.0%	4.6%	4.8%	4.7%	4.6%	4.6%	4.5%	4.5%	4.4%
2022Q2	0.5%	1.8%	2.9%	3.8%	4.3%	4.5%	4.4%	4.3%	4.3%	4.2%	4.2%	4.1%
2022Q3	0.6%	2.2%	3.5%	4.3%	4.8%	5.0%	5.0%	4.9%	4.9%	4.8%	4.7%	4.7%
2022Q4	0.7%	2.5%	3.9%	4.9%	5.6%	5.9%	5.8%	5.8%	5.7%	5.6%	5.5%	5.4%
2023Q1	0.6%	2.4%	4.0%	5.2%	5.9%	6.2%	6.1%	6.0%	5.9%	5.8%	5.7%	5.7%
2023Q2	0.7%	3.0%	4.9%	6.3%	7.0%	7.3%	7.2%	7.0%	6.9%	6.8%	6.6%	
2023Q3	0.9%	3.7%	5.8%	7.1%	7.9%	8.1%	8.0%	7.9%	7.7%	7.5%		
2023Q4	0.8%	3.6%	5.8%	7.0%	7.6%	7.8%	7.7%	7.6%				
2024Q1	0.7%	3.2%	5.0%	6.1%	6.7%	7.0%	7.2%					
2024Q2	0.6%	2.5%	4.2%	5.3%	6.1%							
2024Q3	0.6%	2.3%	3.8%	4.8%								
2024Q4	0.7%	2.4%										
2025Q1	0.6%											

* The 30+ days delinquency rate by vintage refers to the outstanding principal balance of loans facilitated over a specified period that are more than 30 days past due, as a percentage of the total loans facilitated during that same period. Loans originating outside mainland China are excluded from the calculation.



THANKS!

For more information, please contact our IR team at ir@yiren.com

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