2Q2025 Result Presentation

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Our Mission

To Enable a Better Life for People by Facilitating Safe, Convenient and Inclusive Financial Services through Technology Empowerments to Financial Institutions

Company Overview

What We Have Achieved in 2Q25

A Leading AI-empowered Credit-Tech Platform in China

60.2 million

Cumulative Users with Approved Credit Lines[1]

165

Cumulative Financial Institution Partners[1]

RMB84.6 billion

Loan Facilitation Volume in 2Q25

16.1%

YoY Increase

RMB1,849 million

Non-GAAP Net Income in 2Q25[2]

30.8%

YoY Increase

31.5%

Non-GAAP ROE[3]

Notes: (1) Data as of June 30, 2025. (2) Excluding share-based compensation expenses. (3) Non-GAAP ROE refers to (i) the annualized 2Q25 Non-GAAP net income attributed to the Company, divided by (ii) the average shareholder's equity of March 31, 2025 and June 30, 2025.
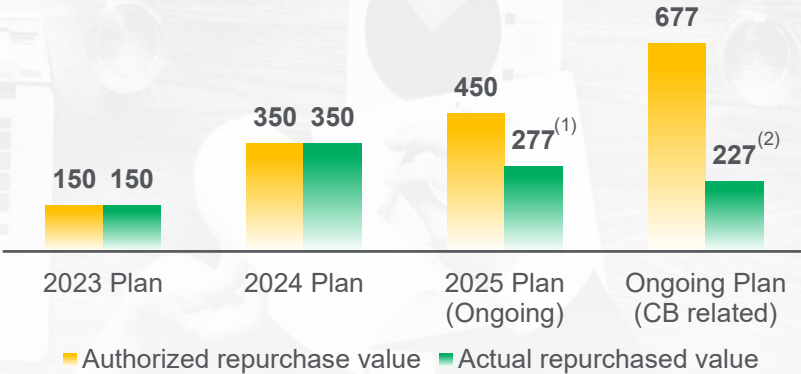
QFIN
奇 富 科 技

Dedicated to Returning Value to Shareholders

Significant share count reduction by repurchases

Authorized Repurchase Value and Actual Repurchased Value
(US$ million)

Over US$1 billion
Worth of ADSs repurchased Cumulatively

Plan	Authorized repurchase value	Actual repurchased value
2023 Plan	150	150
2024 Plan	350	350
2025 Plan (Ongoing)	450	277[1]
Ongoing Plan (CB related)	677	227[2]

- Authorized repurchase value
- Actual repurchased value

22.7%
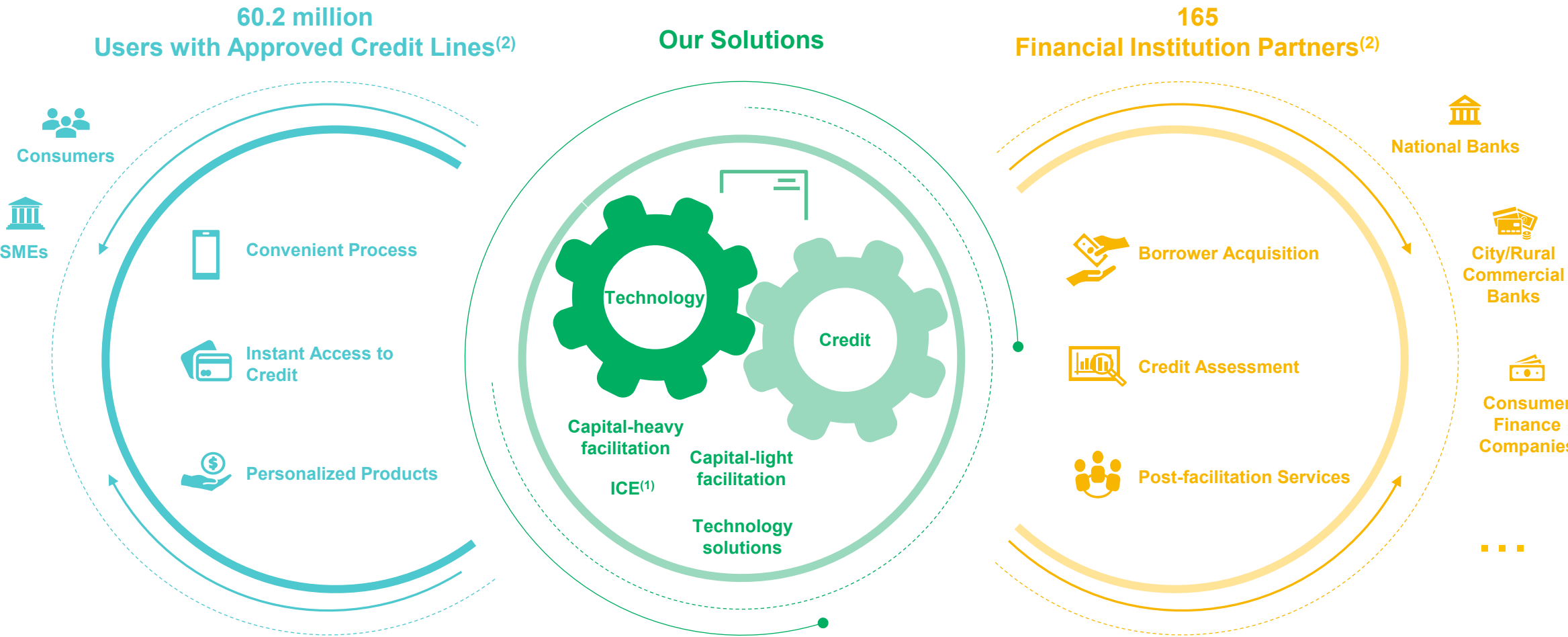**Share count reduction through share repurchase plans[3]**

+

Growing dividend payout

Dividend per ADS
(US$)

Year	Dividend per ADS
2021	0.54
2022	0.72
2023	1.08
2024	1.30

HoH: 8.6%

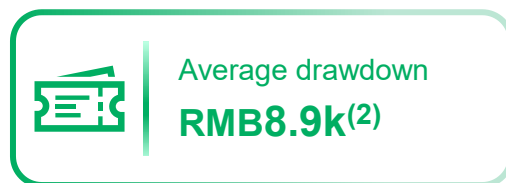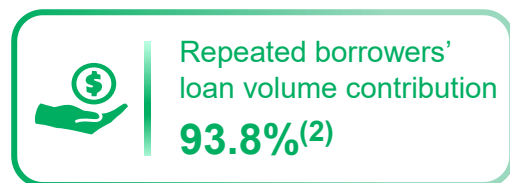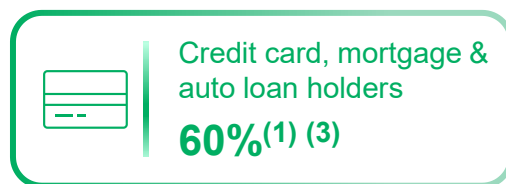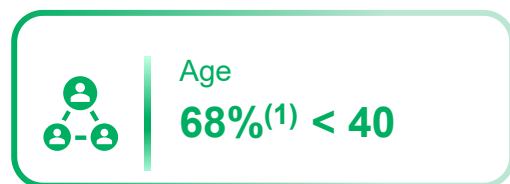| Period	Dividend per ADS
2H24	0.70
1H25	0.76

Note: (1) Represents repurchase made from January 1, 2025 to August 14, 2025. (2) Represents the execution of the concurrent share repurchase upon the pricing of the Convertible Senior Notes on March 25, 2025. (3) Share count reduction refers to (i) the total number of ADSs repurchased from June 20, 2023 to August 14, 2025, divided by (ii) the number of outstanding ADSs as of June 19, 2023, excluding the effects of ESOP.

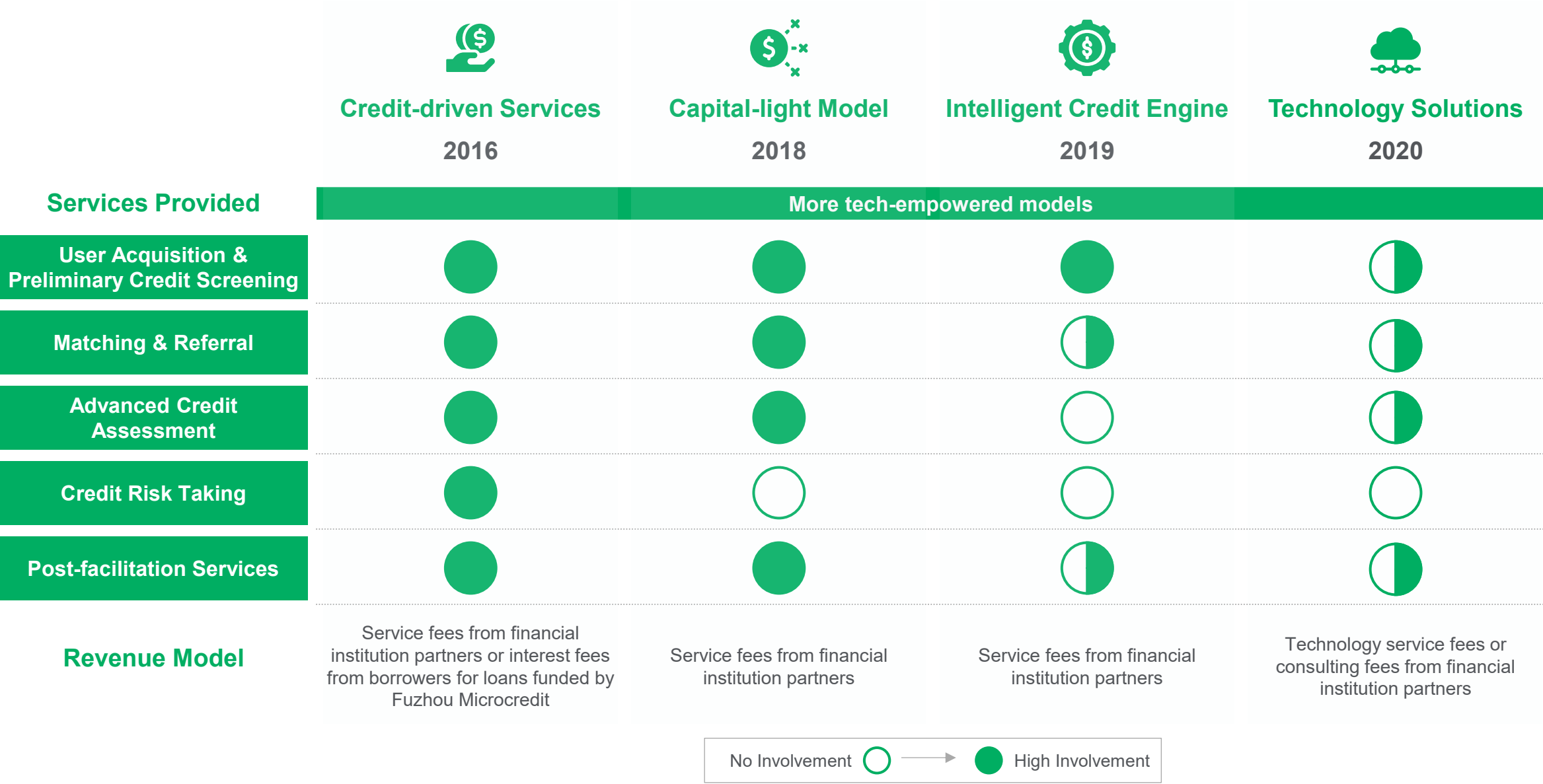# We Primarily Enable Financial Institutions with Our Innovative Technology Solutions…

60.2 million
Users with Approved Credit Lines[2]

Our Solutions

165
Financial Institution Partners[2]

Consumers

SMEs

Convenient Process

Instant Access to Credit

Personalized Products

Technology

Credit

Capital-heavy facilitation

ICE[1]

Capital-light facilitation

Technology solutions

Borrower Acquisition

Credit Assessment

Post-facilitation Services

National Banks

City/Rural Commercial Banks

Consumer Finance Companies

Notes: (1) Refers to Intelligence Credit Engine. (2) Cumulative number as of June 30, 2025.

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…to Make Credit Accessible and Affordable to Underserved Borrowers

Age
68%[1] **< 40**

Credit card, mortgage & auto loan holders
60%[1] [3]

Geography coverage
~81% from tier 3/4 cities[1]

Repeated borrowers' loan volume contribution
93.8%[2]

Average drawdown
RMB8.9k[2]

Weighted average contractual tenor
10.3 months[2]

Groceries

Electronics

Home improvement

Entertainment

Borrowers

Clothing

Travel

Our Solutions

Services Provided	Credit-driven Services 2016	Capital-light Model 2018	Intelligent Credit Engine 2019	Technology Solutions 2020
	More tech-empowered models →			
User Acquisition & Preliminary Credit Screening	●	●	●	◑
Matching & Referral	●	●	◑	◑
Advanced Credit Assessment	●	●	○	◑
Credit Risk Taking	●	○	○	○
Post-facilitation Services	●	●	◑	◑
Revenue Model	Service fees from financial institution partners or interest fees from borrowers for loans funded by Fuzhou Microcredit	Service fees from financial institution partners	Service fees from financial institution partners	Technology service fees or consulting fees from financial institution partners

○ No Involvement → ● High Involvement

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Multichannel and Efficient User Acquisition With a Broad User Base

60.2 million
cumulative users with approved credit lines

36.8 million
cumulative borrowers

AI-powered Online Advertising

- Partner with leading internet traffic platforms
- RTA-DMP Marketing System enables efficient user acquisition
- Acquire users across all online life and business scenarios

Embedded Finance

- 67 embedded finance channel partners, including leading internet traffic platforms / payment / e-commerce / ride-hailing / smart phone companies / financial institutions

Borrower Referral and Offline Promotion

- Robust borrower referral programs
- On-the-ground sales force targeting users with more sophisticated credit demand

Note: Data as of June 30, 2025.

Proven Track Record of Consistent Execution with Stable Asset Quality

Our Track Record

Loan Facilitation Volume[1]
(RMB billion)

CAGR 2017-2024: 39.7%

Year	Value
2017	31.0
2018	96.0
2019	199.1
2020	246.8
2021	356.5
2022	330.7
2023	369.1
2024	322.0
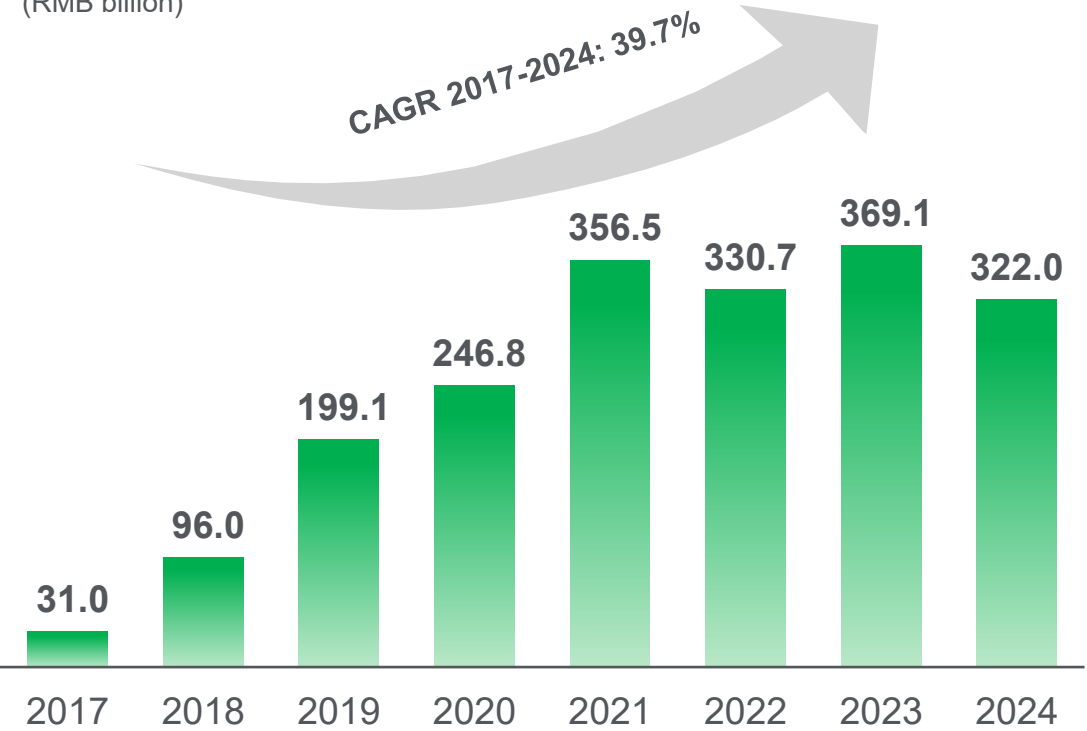
180 Day+ Delinquency Rates by Vintage [2]
(As of June 30, 2025)
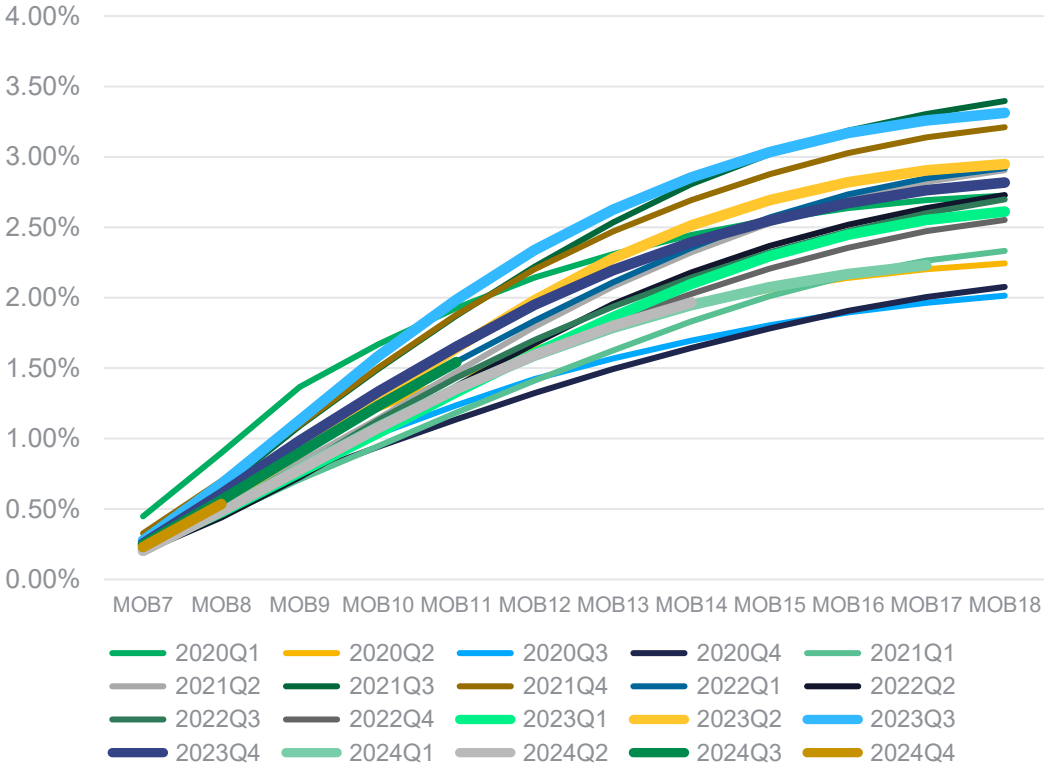
Legend: 2020Q1, 2020Q2, 2020Q3, 2020Q4, 2021Q1, 2021Q2, 2021Q3, 2021Q4, 2022Q1, 2022Q2, 2022Q3, 2022Q4, 2023Q1, 2023Q2, 2023Q3, 2023Q4, 2024Q1, 2024Q2, 2024Q3, 2024Q4

X-axis: MOB7, MOB8, MOB9, MOB10, MOB11, MOB12, MOB13, MOB14, MOB15, MOB16, MOB17, MOB18

Note: (1) Refers to the total principal amount of loans facilitated and originated during the given period, including the loan volume under credit driven services, capital-light model, Intelligence Credit Engine ("ICE") and total technology solutions. (2) a percentage, which is equal to (i) the total amount of principal for all loans facilitated by our Group in a fiscal quarter that become delinquent for more than 180 days, less the total amount of recovered past due principal for all loans facilitated by our Group that were delinquent for more than 180 days in the same fiscal quarter, divided by (ii) the total initial principal amount of loans facilitated by our Group in such fiscal quarter; loans under Intelligent Credit Engine and total technology solutions are not included in the delinquency rate calculation.
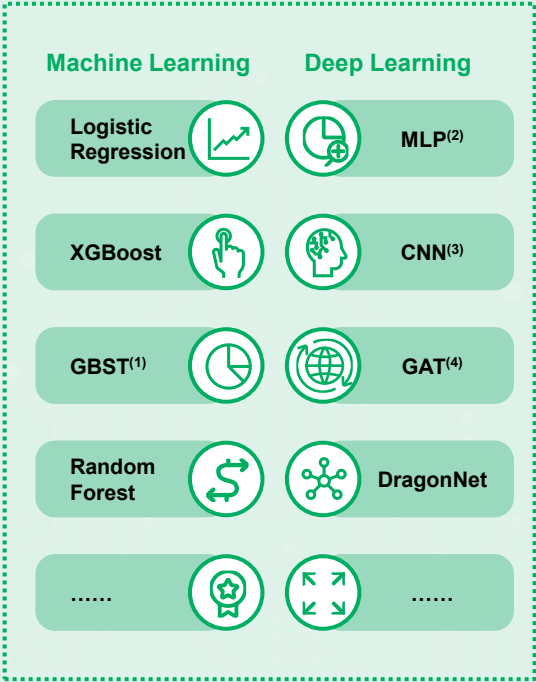
AI-Empowered Credit Assessment Capabilities Create Dual Flywheel Effect

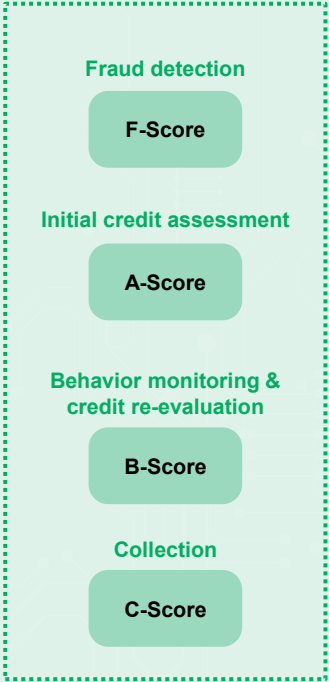## Superior AI-driven Credit Assessment Engine (Argus)…

200 mm+ users with multimodal insights

- $ Numbers
- 📄 Texts
- 🖼 Images
- ▶ Voices
- 🔊 Videos
- ⌚ ……
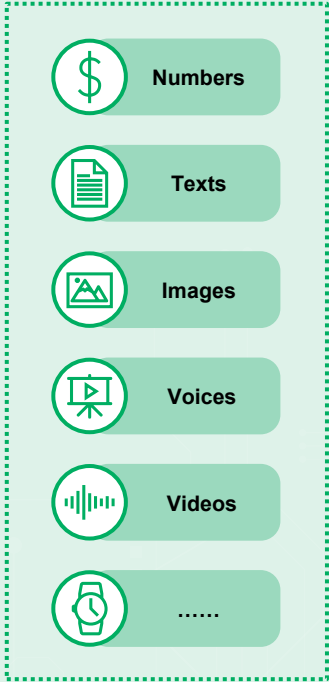
2,400+ models enabled with cutting-edge technologies

Machine Learning
- Logistic Regression
- XGBoost
- GBST[1]
- Random Forest
- ……

Deep Learning
- MLP[2]
- CNN[3]
- GAT[4]
- DragonNet
- ……

Proprietary credit score system output

- **Fraud detection** — F-Score
- **Initial credit assessment** — A-Score
- **Behavior monitoring & credit re-evaluation** — B-Score
- **Collection** — C-Score

… Reinforcing Flywheel Effect

High-quality Growth

- More Borrowers & Loans
- More Insights & Training Data
- More Accurate Credit Assessment

Deeper Collaboration with Financial Institutions

📈 **99%+** of loan applications processed automatically

🎛 **680k+** data dimensions

⚙ **300+** model iterations

Ubiquitous AI Application in Our Business Operations

Intelligent Marketing

- ✓ **74%** of graphics & **27%** of videos for marketing are generated by **AIGC**
- ✓ **40%** ad placements are automated
- ✓ **25%** improvement in user outreach efficiency
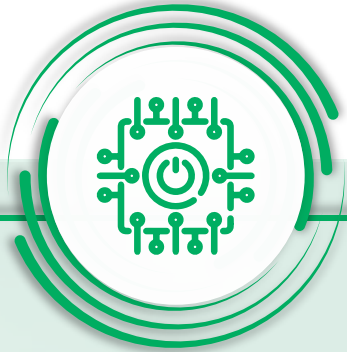- ✓ **10%** reduction in average cost per credit line user

Xiao Qi
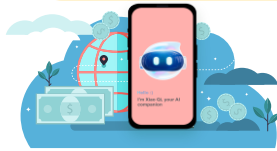
- ✓ **7x24** Personalized Intelligent Services
- ✓ Accurately **understands and predicts** users' financial and non-financial needs

Copilot

- ✓ Seamlessly support post-credit service team
- ✓ Smart user profile recognition
- ✓ Talking points recommendation
- ✓ **84%** usage rate among agents
- ✓ **96.3%** recall rate and **98.8%** accuracy rate in key information extraction

Loan Application / Drawdown

User Acquisition

Loan Monitoring/ Collection

Research and Development

- ✓ **30%** of codes are **auto-generated**

Note: All operating data shown on this page is for the year ended December 31, 2024 unless otherwise specified.

Credit is a Natural and Perfect Use Case for AI Empowerment

Massive data in digitally available form
for AI-powered business enablement

Millions of repeating credit / repayment events
to train for constantly improving credit assessment

Frictionless customer experience with **automated loan process**

Dramatic economic wins
for both lenders and consumers

"One Core, Two Wings" Strategy
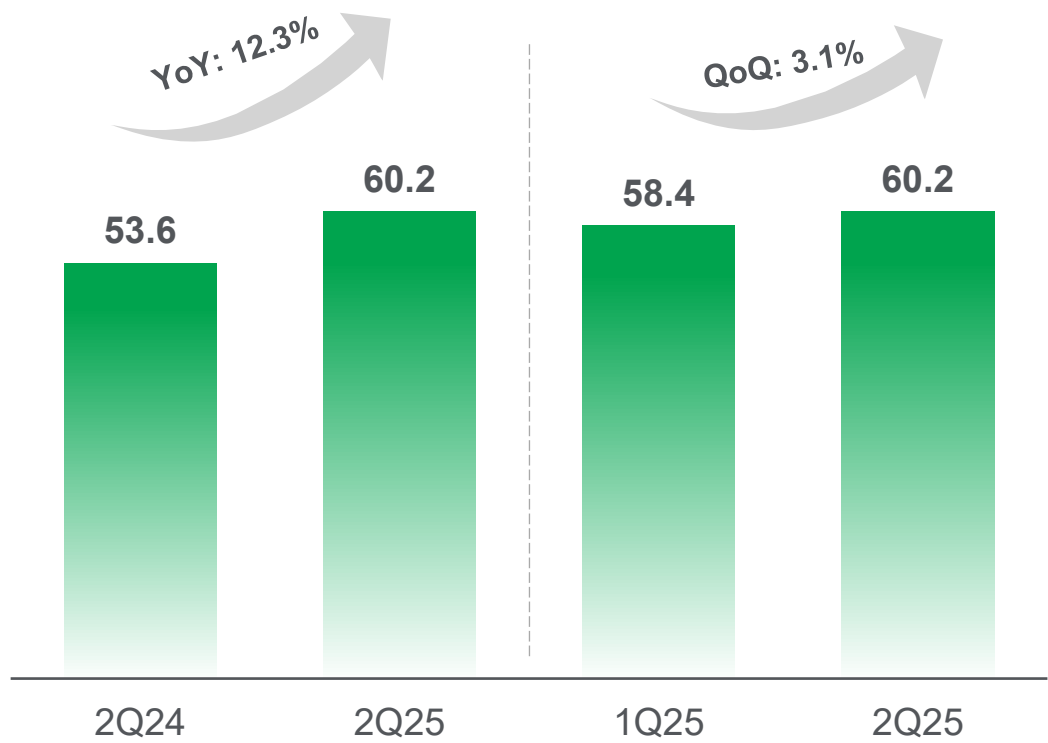
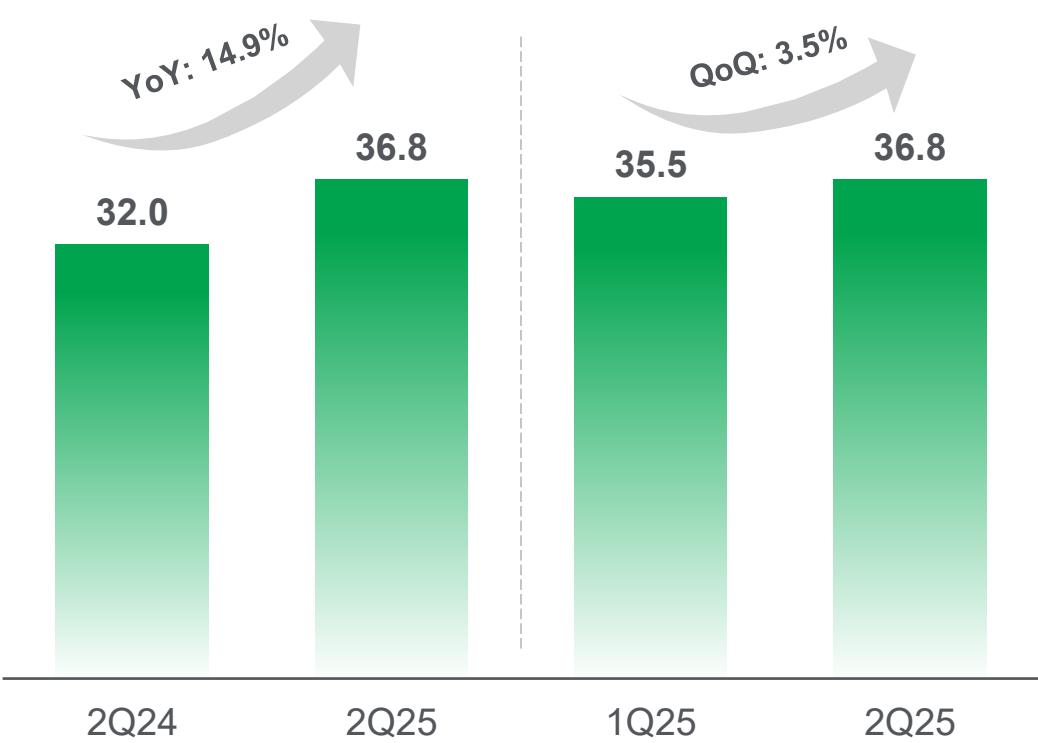**Our Vision: Becoming a Respected Global Fintech Company**

QFIN

Fintech Solutions for FIs

Core Credit Business in China

Overseas Expansion

Supported by Our AI+ Strategy

Operational and Financial Data

Consistently Expanding User Base
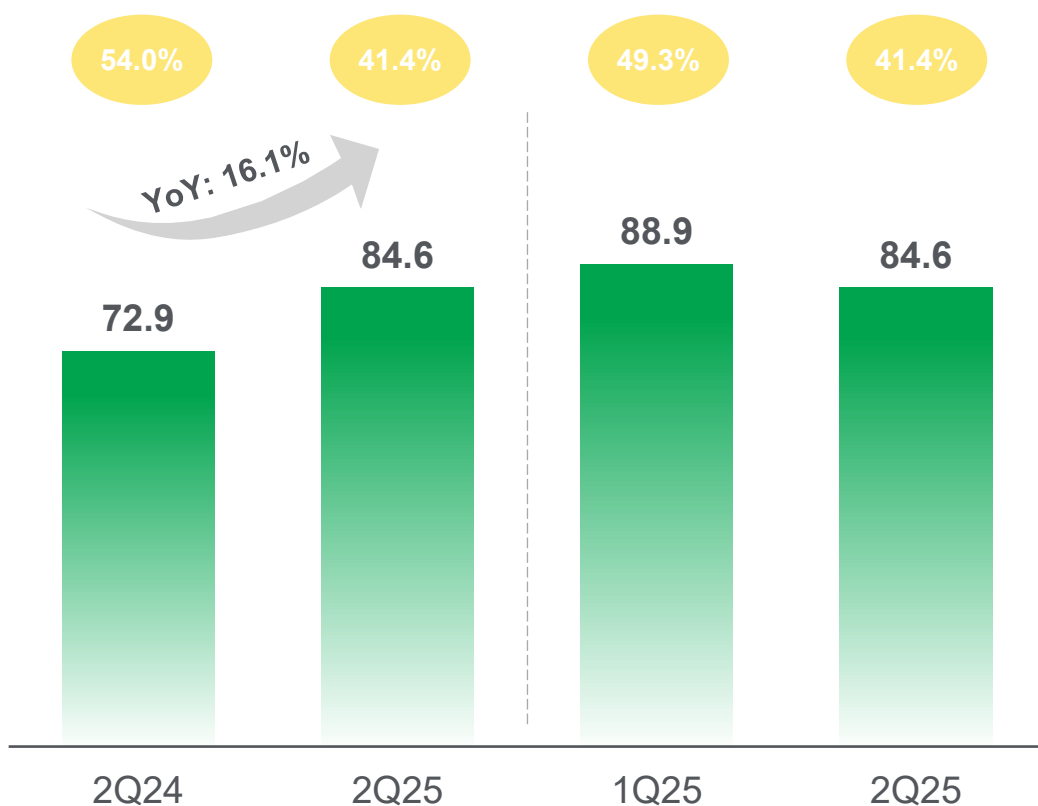
Cumulative Users with Approved Credit Lines
(million)

YoY: 12.3%

QoQ: 3.1%

2Q24	2Q25	1Q25	2Q25
53.6	60.2	58.4	60.2

Cumulative Borrowers
(million)

YoY: 14.9%

QoQ: 3.5%

2Q24	2Q25	1Q25	2Q25
32.0	36.8	35.5	36.8

Loan Facilitation Volume Grew by 16.1% YoY

Loan Facilitation Volume [1]
(RMB billion)

% of platform services' contribution

| 54.0% | 41.4% | 49.3% | 41.4% |

YoY: 16.1%

| 72.9 | 84.6 | 88.9 | 84.6 |
| 2Q24 | 2Q25 | 1Q25 | 2Q25 |

Outstanding Loan Balance [2]
(RMB billion)

% of platform services' contribution

| 56.3% | 51.1% | 56.1% | 51.1% |

YoY: 13.4%

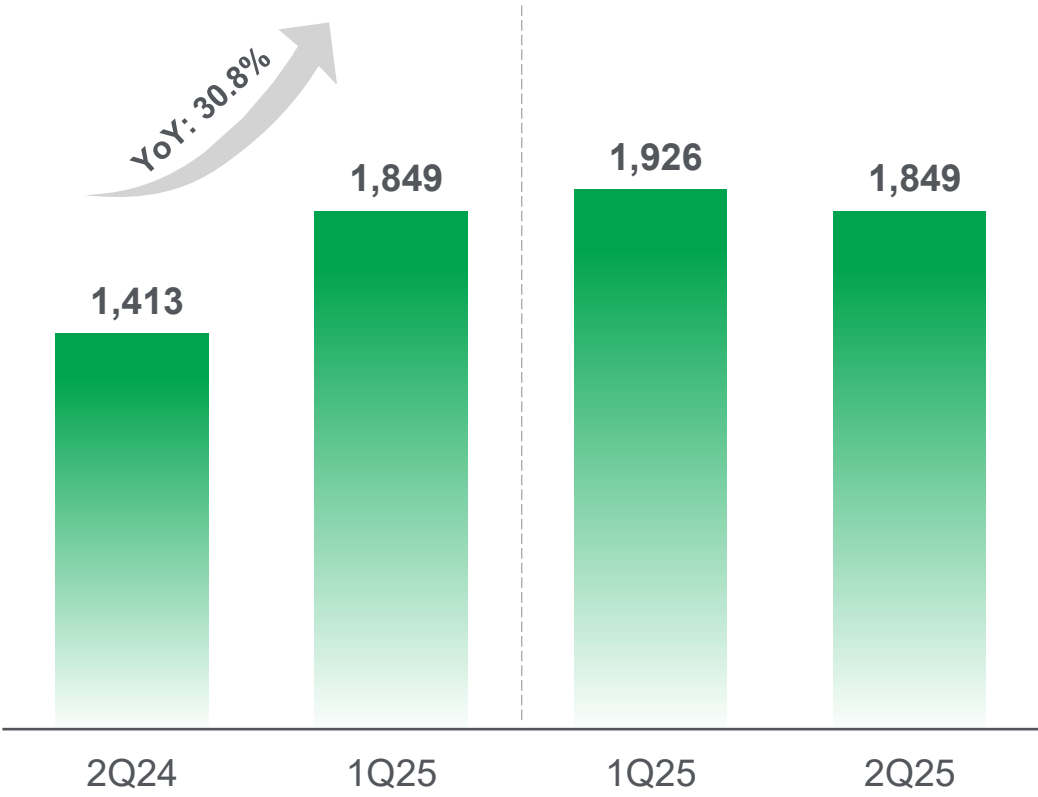| 123.6 | 140.1 | 140.3 | 140.1 |
| 2Q24 | 2Q25 | 1Q25 | 2Q25 |
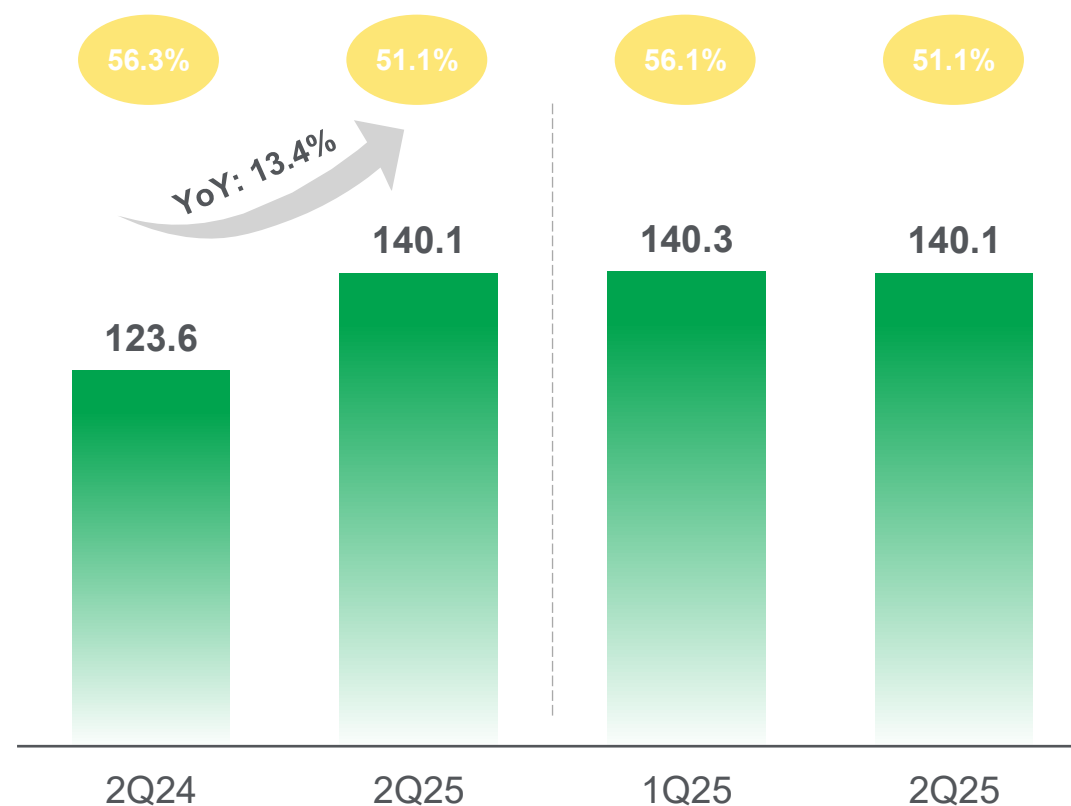
Notes: (1) Refers to the total principal amount of loans facilitated and originated during the given period, including the loan volume under credit driven services, capital-light model, Intelligence Credit Engine ("ICE") and total technology solutions. (2) Refers to the total amount of principal outstanding for loans facilitated and originated at the end of each period, including the loan balance under credit-driven services, capital-light model, Intelligence Credit Engine ("ICE") and total technology solutions, excluding loans delinquent for more than 180 days.

Solid Profitability Driven by Optimized Efficiency

Total Net Revenue
(RMB million)

YoY: 25.4%

QoQ: 11.2%

4,160	5,216	4,691	5,216
2Q24	2Q25	1Q25	2Q25
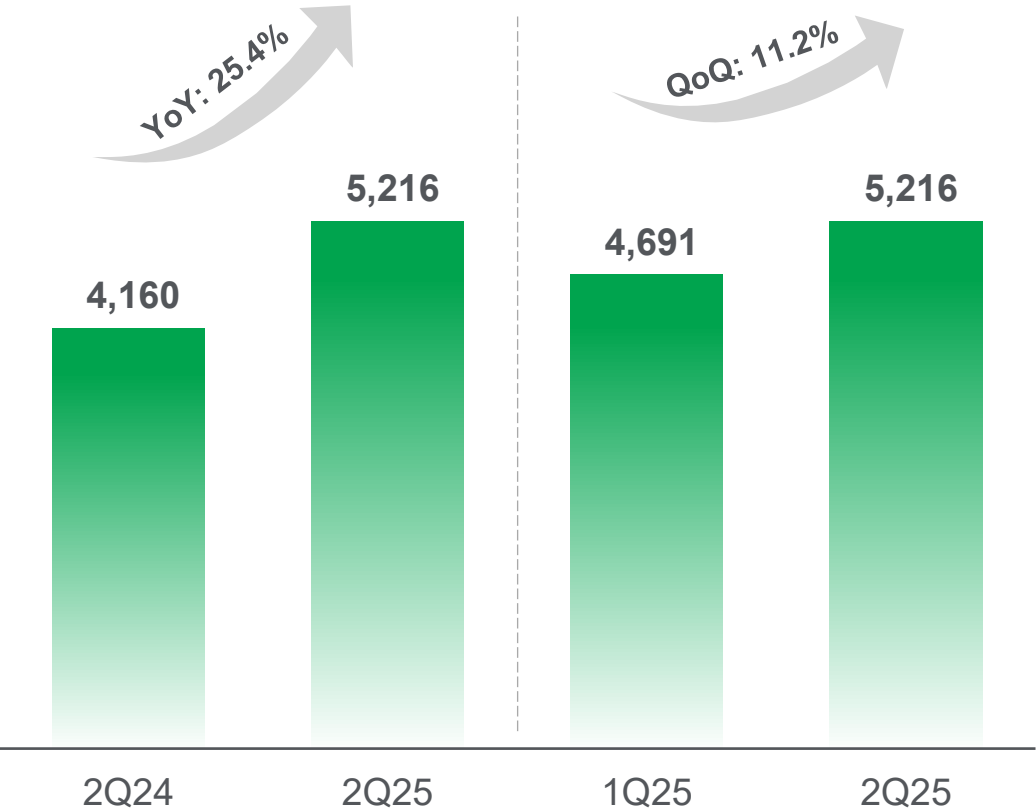
Non-GAAP Net Income [1]
(RMB million)

YoY: 30.8%

1,413	1,849	1,926	1,849
2Q24	1Q25	1Q25	2Q25

Notes: (1) Excluding share-based compensation expenses.

Operating Expenses

Facilitation, Origination and Servicing Expense
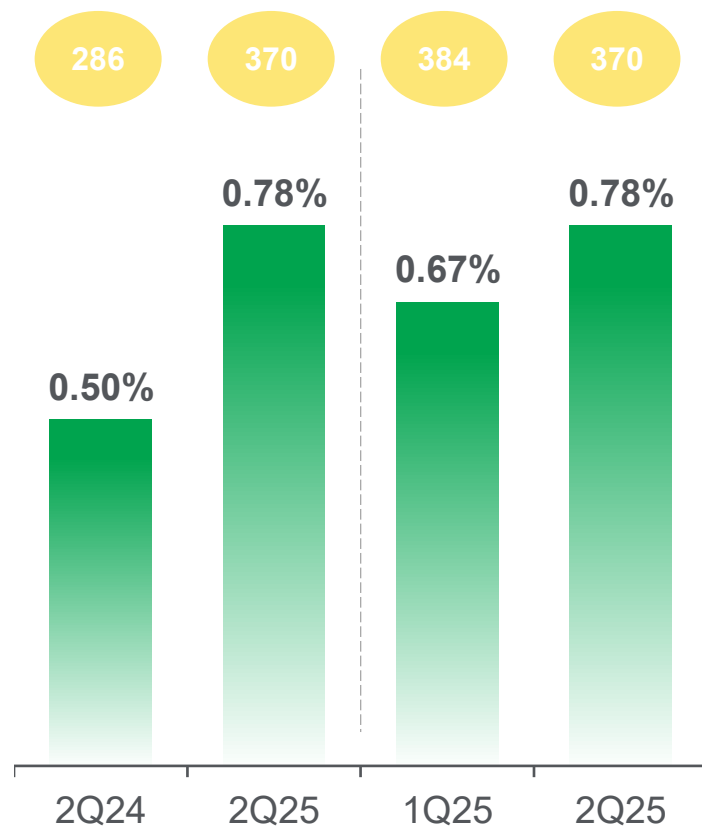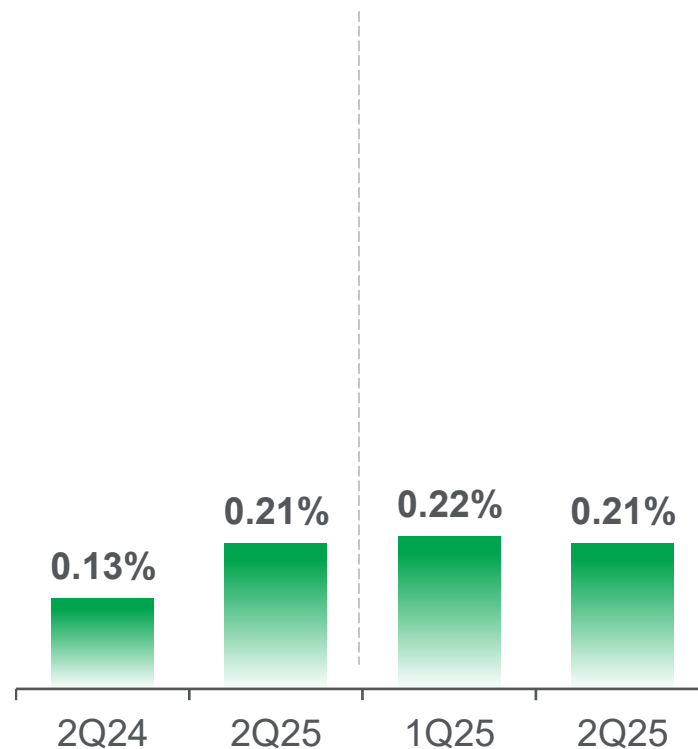(% of Loan Facilitation Volume[1])

- **0.99%** — 2Q24
- **0.92%** — 2Q25
- **0.80%** — 1Q25
- **0.92%** — 2Q25
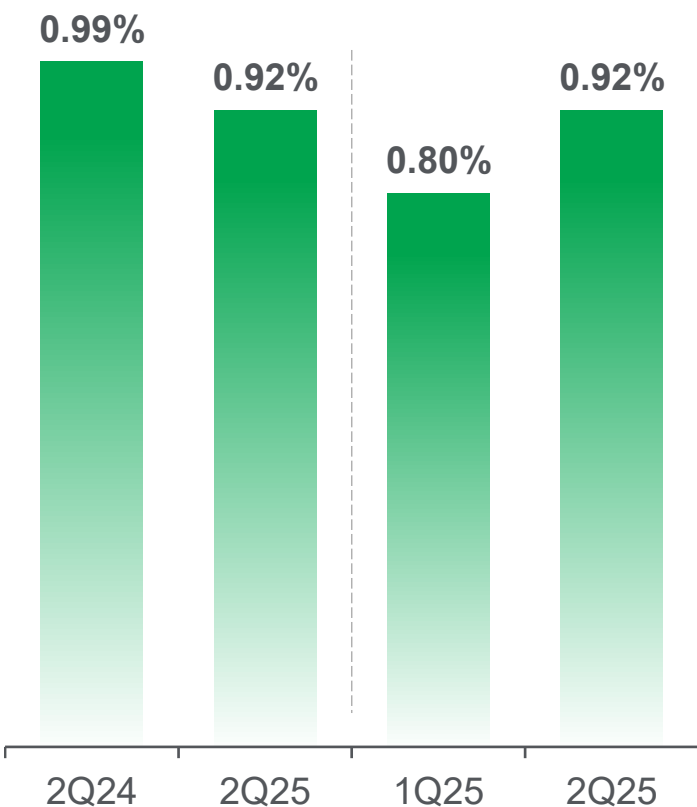
Sales and Marketing Expense
(% of Loan Facilitation Volume[1])

User Acquisition Costs(RMB)[2]

- 286
- 370
- 384
- 370

- **0.50%** — 2Q24
- **0.78%** — 2Q25
- **0.67%** — 1Q25
- **0.78%** — 2Q25

General and Administrative Expense
(% of Loan Facilitation Volume[1])

- **0.13%** — 2Q24
- **0.21%** — 2Q25
- **0.22%** — 1Q25
- **0.21%** — 2Q25

Note: (1) Refers to the total principal amount of loans facilitated and originated during the given period, including the loan volume under credit driven services, capital-light model, Intelligence Credit Engine ("ICE") and total technology solutions. (2) Acquisition cost per user with approved credit lines.

Robust Risk Performance
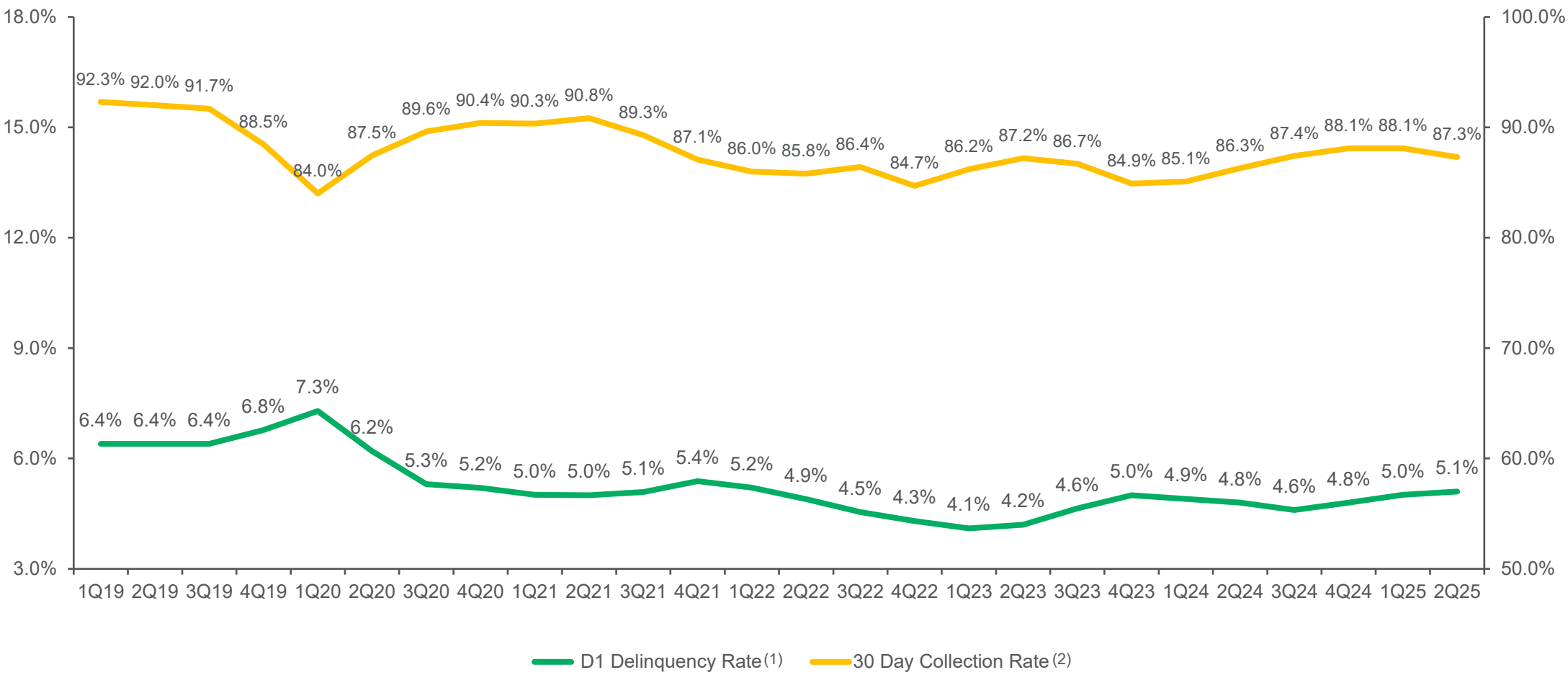
Notes: (1) D1 delinquency rate is defined as (i) the total amount of principal that became overdue as of a specified date, divided by (ii) the total amount of principal that was due for repayment as of such date. (2) 30 day collection rate is defined as (i) the amount of principal that is repaid in one month among the total amount of principal that is overdue as of a specified date, divided by (ii) the total amount of principal that is overdue as of such specified date.

THANK YOU