

# Yiren Digital

(NYSE: YRD)

## Investor Presentation

November 2025



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# 01 Company Overview





## Yiren Digital Overview (NYSE: YRD)

- Listed in 2015 with **19 years of expertise** in lending technology, backed by a proven track record of success
- A robust financial foundation supported by **steady cash flow** from the core lending business, **fast growing internet insurance business** and the next generation Fintech platform currently under development
- **Proprietary Agentic AI platform**, proven to boost employee productivity and service quality
- **International Expansion**, currently two SE Asian countries, supported by cutting-edge technological expertise and strong local partnerships

# Investment Highlights

*Established AI-powered Financial Service Platform Serving China and Southeast Asia*

## Compelling Growth Drivers

- **Domestic:** Strong demand for small revolving loans; deepening penetration in underserved markets
- **Internationalization:** Indonesia business is projected to scale up in 2026
- **Next Generation Fintech:** AI and block chain innovative application driving the next wave of growth

## Advantageous Market Position

- **Premium borrower focus** — 77% repeat borrowing in Q3 2025, improving unit economics
- On **nearly 30 regulatory “whitelists”** for funding partners, gaining share as smaller players exit
- Primary operations in markets resilient to geopolitical tension and tariff wars (China & Southeast Asia)

## Strong Financials & Returns\*

- RMB20.2B loan facilitation, **+51% YoY**
- Delinquency rates **remain manageable** (2.7% / 1.7% / 1.4% for 1-30 days/31-60 days/61-90 days delinquent cases)
- Internet Insurance annualized premium reached RMB196 million, **+204% QoQ**
- **RMB3.9B cash & equivalents** supporting growth, M&A, and shareholder returns
- **Dividend yield** 9.6%, as of November 24th, 2025

## Differentiated Technology

- Cutting-edge insurance platform
- **Proprietary Agentic AI (Magicube)** is proven to enhance productivity across acquisition, engagement, risk management and collections
- Next generation Fintech under construction will drive more asset monetization and higher growth from the global market.

# AI-Driven Financial Service Platform Delivering High Growth, Low Risk and Global Scalability

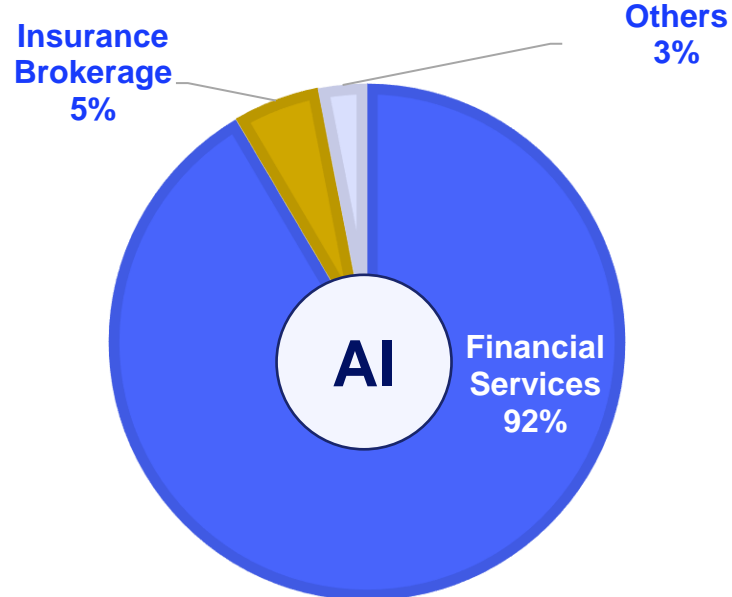
## Financial Services *Growth Engine, Steady Growth*

- Rev. RMB1.4B in Q3 2025, +70% YoY
- Loan facilitated +51% YoY

## Insurance Brokerage *Cross-Sell Driver, Rebounding*

- Annualized premiums of internet insurance products up 204% QoQ

REVENUE MIX Q3 2025



## AI Technologies Driving Impact

### Customer Analysis

Automated KYC and  
Multiple credit rating tiers

### AI Marketing

1700+ AIGC marketing tasks  
and outreach strategies daily

### Fraud Detection

Detects and blocks over 30k  
high-risk identity documents daily

### AI Assurance Agent

Real-time quality checks on  
2mn+ sales records daily

## Performance by AI

**200+**

AI-generated marketing  
& video pieces

**92%**

Customer service LLM robot  
response accuracy rate

**RMB5mn+**

Labor cost savings due to  
AI automated loan collection

**5 min**

Average loan approval time



# Financial Services

A Steady Growth Engine,  
Expanding Domestically  
and Overseas

- **Target demographics:** High-quality borrowers (stable income and self-employed individuals) comprising a potential borrower pool of **734 million**.
- **Digital-first approach:** Leveraging digital channels and partnerships to broaden traffic channel mix, increasing customer acquisition and engagement at lower cost
- **High-value transactions:** Average loan ticket size of RMB10,100 (**up 44% YoY**) in Q3 2025, reflecting our enhanced credit management capability
- **Q3 2025 total loan facilitation:** RMB20.2 billion (**up 51% YoY**), **77%** of loans in Q3 2025 from repeat borrowers (**up 16 ppt\* YoY**)
- **AI applications and overseas expansion** driving growth and efficiency

# Scaling High Quality Borrow Growth Through Precision AI

## Target Marketing, Omni-Channel Client Acquisition

### Target Customers

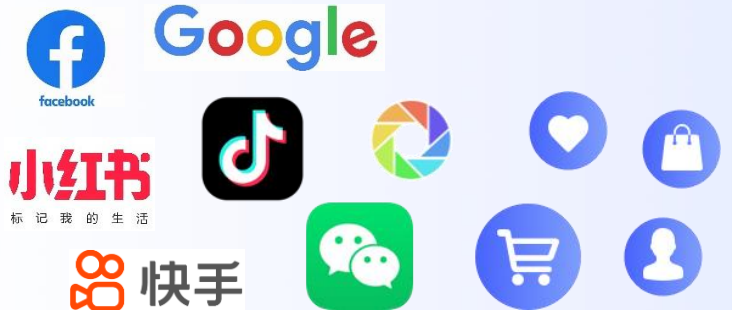
- **100mn+** borrowers served <sup>1</sup>
- Mainly aged 25-40
- Stable salary or self-employed



Revolving loans  
ranging from  
4-200k

### Omni-customer acquisition Channels

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



Avg. loan ticket size  
RMB10k+



Loan Tenor  
3, 6, 9 or 12 months

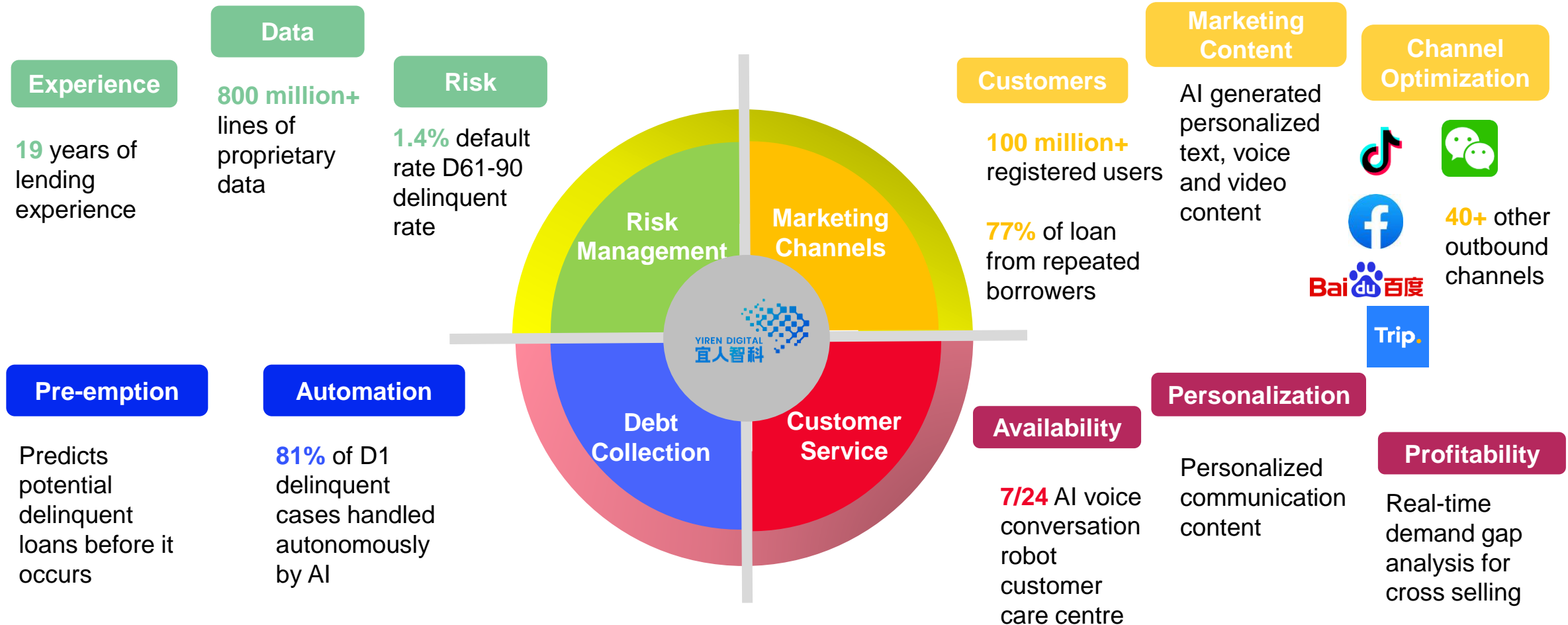


Flexible  
repayment options

Note 1: This refers to the number of registered borrowers historically served by Yiren Digital.



# Seamless Finance and Technology Integration



Combination of finance know-how  
and LLM technology innovation

# Strong Risk Management Capabilities

## Extensive Data Collection

- **19 years** of experience and data accumulation in the credit-tech business
- **Over 100 million** of registered users, and comprehensive customers' database spanning millions of customer profiles

## Artificial Intelligence

- Robust capability to interpret data across economic cycles and loan lifecycles
- **40+** Credit Enhancement Agencies , **120+** Products
- Over **11,000 dimensions** of external data comprised of credit records, income demographics, bank transaction record, consumption records, shopping behaviors, etc.
- Identified approx. **10,000** features based on the second-generation credit reports

## Fraud Detection

- Implemented an AI driven social-network-based fraud monitoring system
- Possess **800 million** fraudster blacklist, covering high-bit IDs, phone numbers, devices, and IP addresses

In-house developed model: **Zhiyu**



# Overseas Expansion Driving Growth

Overseas market is expected to contribute 4% revenue in 2025 and >10% in 2026

## Philippines

- Launched worker **salary credit product** in 2023
- **>100%** growth in origination and revenue growth
- Cash flow positive after **14** months

## Indonesia

- **JV agreement** with AG Network & Associates, a leading financial group in Indonesia
- Launch **operations in 2H25**

## Rest of the World

- Exploring **collaboration opportunities** in North America and the Middle East

Covering 1.8 billion population in Asia



# AI-Driven Technology Services

Expediting Expansion,  
Efficiency and Deepening  
Competitive Moats

## Enterprise-Grade AI Leadership, Enhancing Marketing and Customer Engagement

- Zhiyu (智语) LLM officially approved in Apr 2025; built in-house for document understanding, reasoning, automation
- Powers meeting management, high-fidelity translation, legal contract review, tax-form automation
- Compliant—regulatory filing completed; deployed across Yiren operations



## Magicube Multi-AI Agent Platform

- This multi-agent, multi-modal, self-managed AI platform now integrates six specialized AI agents to automate critical and complex financial services functions.
  - AI personalized Marketing Agent reaching average of 20,000 to 600,000 users daily
  - Risk Management Agent Blocking over 30,000 high-risk accounts daily, preventing over 180 million RMB in fraud losses annually.
  - 42% decrease in monthly labor cost savings.



## Expanding the AI Ecosystem

- Strategic stakes in 9 AI innovators in agentic AI, edtech, enterprise automation
- Partner network accelerating adoption of Zhiyu-powered solutions globally

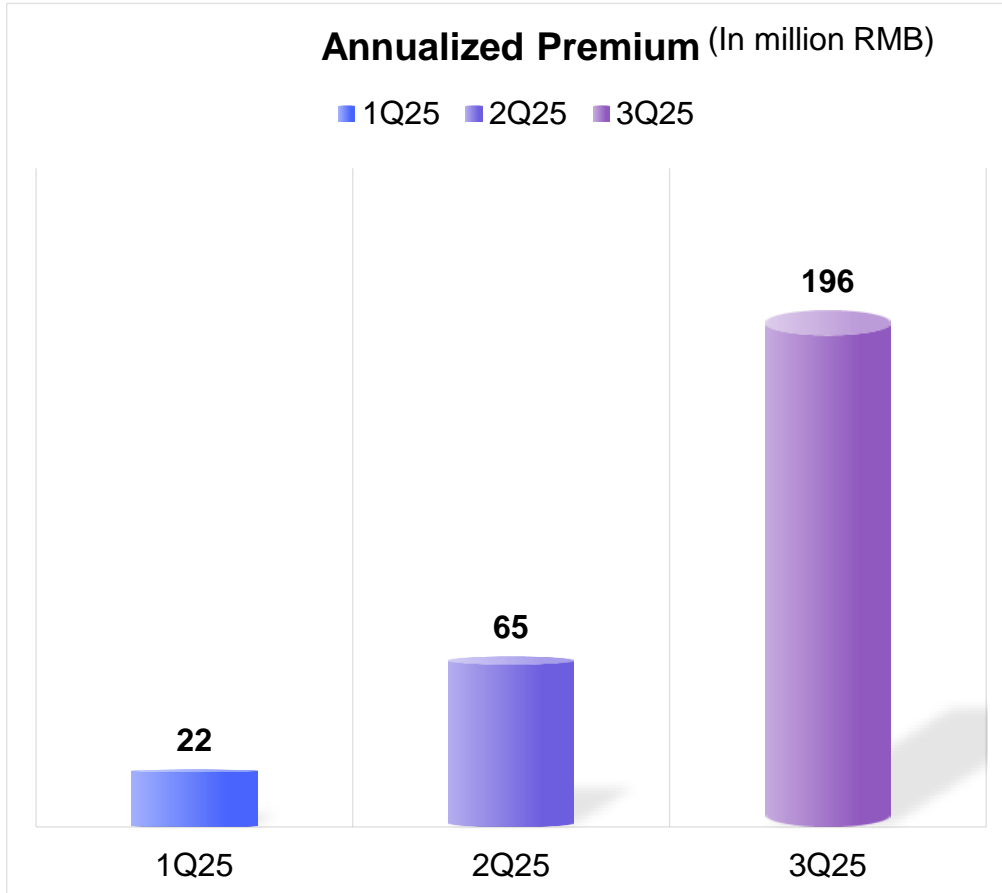
# Insurance Brokerage Business Overview

*Driving Insurance Growth Through Diversification and Digital Innovation*

Traditional Brokerage Business	Internet Insurance
<ul style="list-style-type: none"><li>• <b>450+</b> agents</li><li>• <b>30+</b> branches nationwide</li><li>• <b>1,200+</b> insurance products</li><li>• <b>Q3 2025 Financials</b><ul style="list-style-type: none"><li>• GWP (Gross written premiums): <b>RMB 1,123 million</b></li><li>• Revenue: <b>RMB 60 million</b></li></ul></li></ul>	<ul style="list-style-type: none"><li>• <b>Low customer acquisition cost, low claim customer base, zero commission cost</b></li><li>• Q3 2025 annualized insurance premiums growth <b>204% QoQ</b></li><li>• <b>Q3 2025 Financials</b><ul style="list-style-type: none"><li>• Annualized insurance premiums: <b>RMB196 million</b></li><li>• Product Revenue: <b>RMB24 million</b></li></ul></li></ul>

Insurance Brokerage Business *Total Revenue*: **RMB 84 million, +45% QoQ**

# Strong Business Synergies: Internet Insurance



## Accelerated Growth in Q3 2025 Differentiated Operations and AI Advancement

- Business Performance in 3Q25:
  - Annualized premium reached RMB196 million, up 204% QoQ;
  - Revenue reached RMB24 million, accounting for 28% of total revenue of insurance brokerage business line;
- AI Marketing: End-to-End Workflow Coverage

## Accelerated Growth in YTD 2025 to Enhance Overall Profitability of YRD

- Expected to continue strong growth momentum in Q4 2025
- 40%+ high margin supported by minimal acquisition costs
- A meaningful positive impact on the bottom line



# 02 Market Overview & Growth Strategy



# China's Consumer Finance Market

## Market Outlook

- Total consumer credit market (excluding mortgage) in China in 2024 was RMB 21 trillion.
- Lending sector through online platforms:
  - rise 7.6% in 2025 from last year to **RMB5.4T (US\$758 bn)**
  - **CAGR of 7.4% from 2025 to 2029**, vs 5.7% from 2020 to 2024

## Industry Consolidation

- With new consumer loan facilitation regulation in effect on October 2025, the industry will become more concentrated as entry barrier is heightened and many smaller to medium sized players will pivot.

## Key Growth Drivers

**Policy Tailwinds** from the government stimulus programs will increase consumer credit demand

**AI-driven Credit Tech** enables lenders to manage credit risk better and improve service quality and borrower acquisition

**Internationalization** allows big players to further monetize their R&D investment to overseas markets and diversify overall loan portfolio

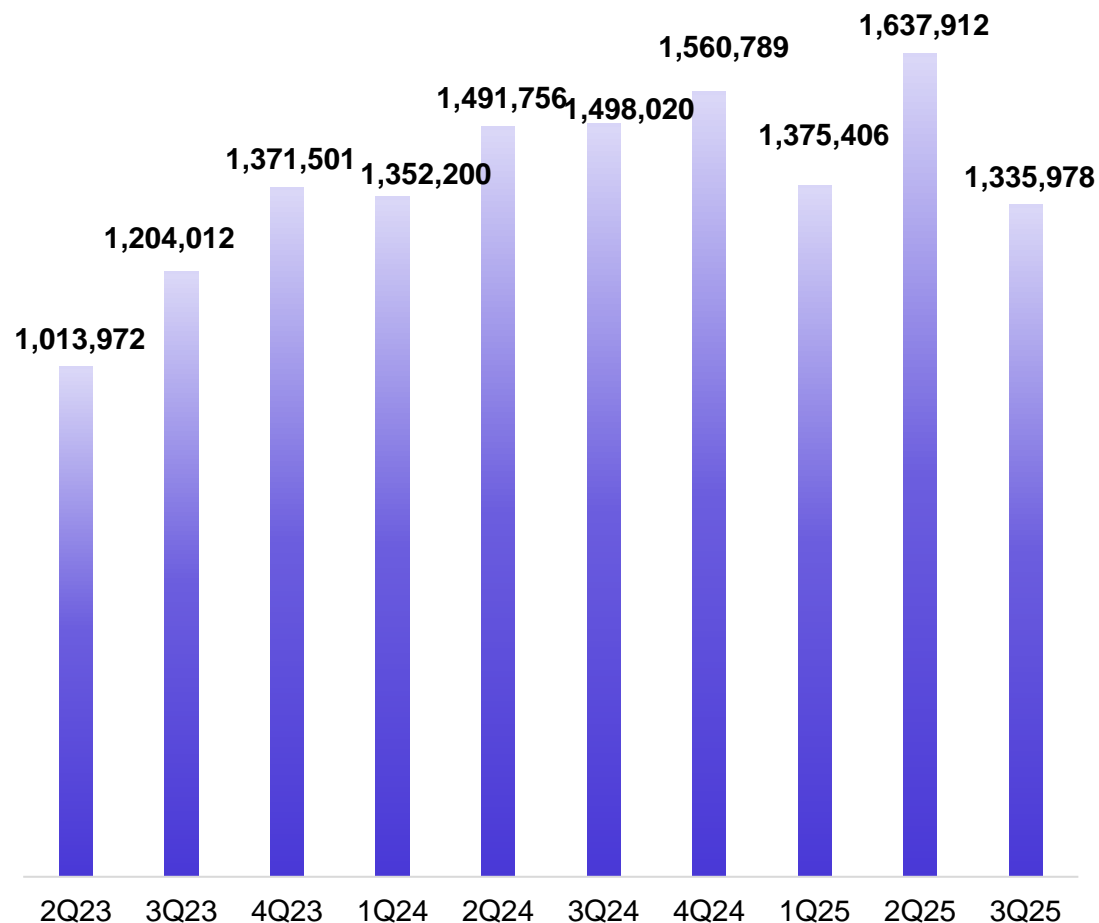
# Yiren's Growth Roadmap

Build on Solid Fundamentals	International Growth	AI Advancement	Next Generation Fintech
<p>Drive steady domestic growth driven by government's stimulus policies</p> <ul style="list-style-type: none"><li>• Sustainable revenue stream, steady growth in customer base &amp; innovative insurance products</li><li>• Higher monetization of existing customer acquisition channels through cross-selling</li></ul>	<ul style="list-style-type: none"><li>• Accelerated strategic partnership in emerging markets</li><li>• Continuous development of localized product offerings, enhancing customer base &amp; customer engagement</li></ul>	<ul style="list-style-type: none"><li>• Personalized customer experiences with digital engagement</li><li>• Quantitative-based decision making</li><li>• More monetization of AI technology</li></ul>	<ul style="list-style-type: none"><li>• Develop Next Generation Fintech platform based on AI and blockchain technology that will –<ul style="list-style-type: none"><li>✓ scale the asset monetization and capital velocity</li><li>✓ create more new products and services</li><li>✓ enable transactions globally</li></ul></li><li>• Expect to launch the first service in 1H 2026</li></ul>

# 03 Key Financial Highlights

# Stable Volume Growth Supported by Expanded Borrower Pool

## Number of Borrowers

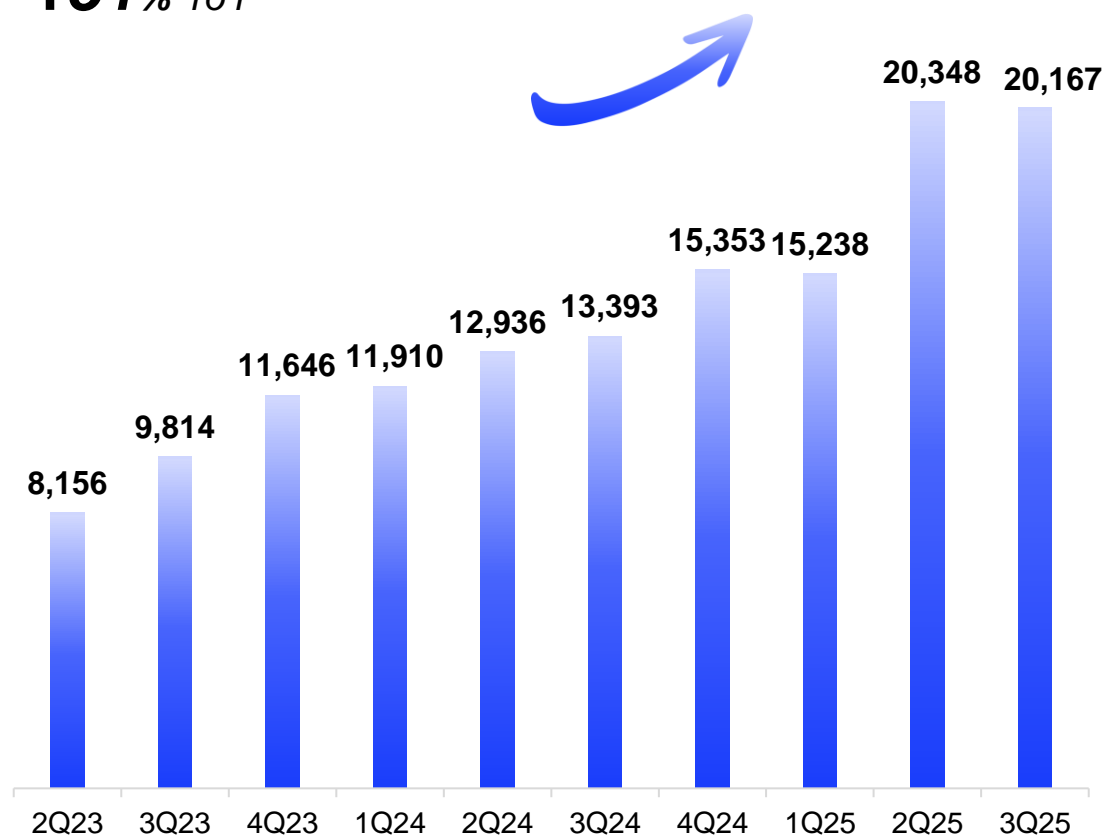


## Loans Facilitated

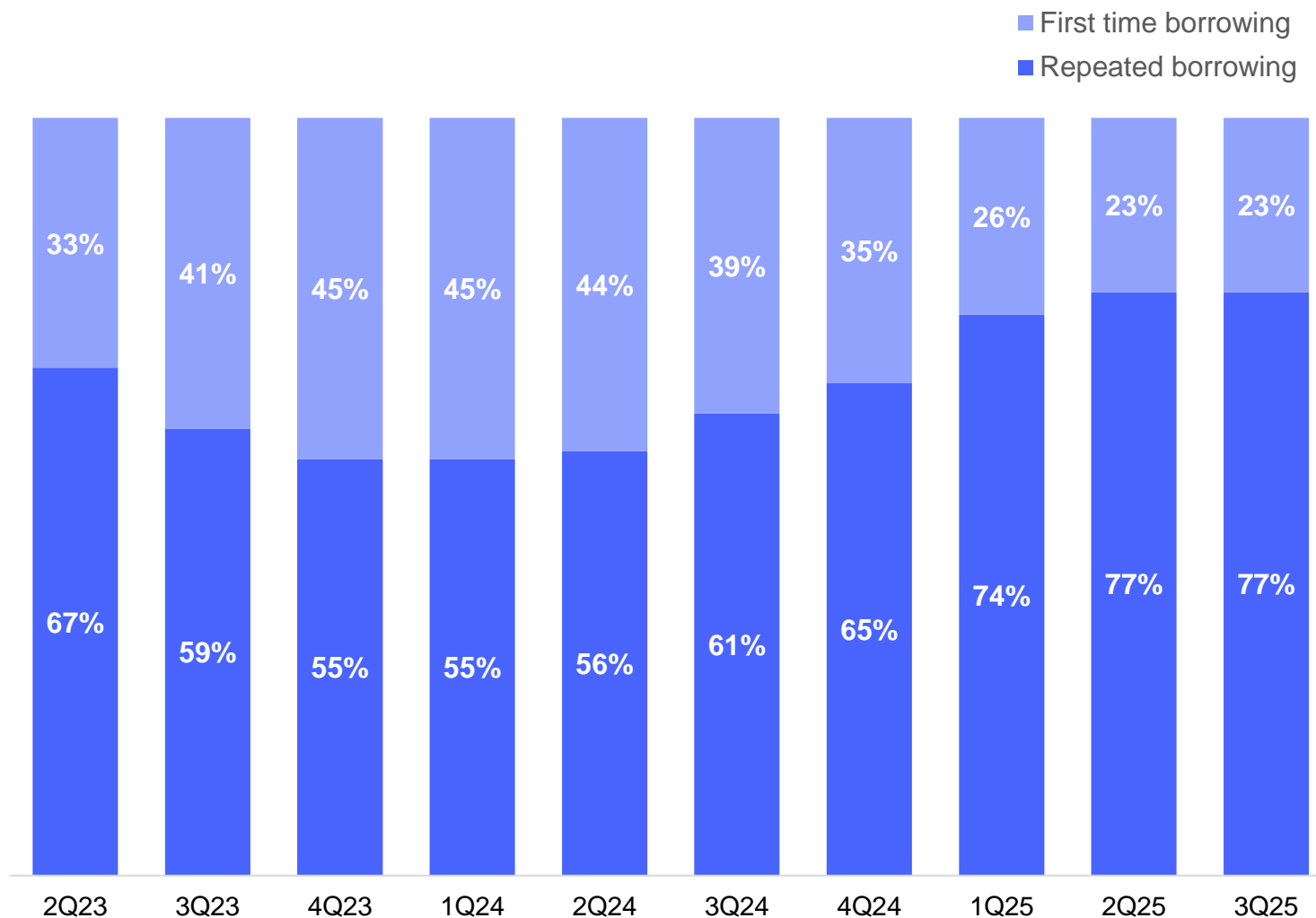
3Q25:

**+51%** YoY

Million RMB



# Solid Dynamics of New and Repeat Borrowing on Yixianghua Platform



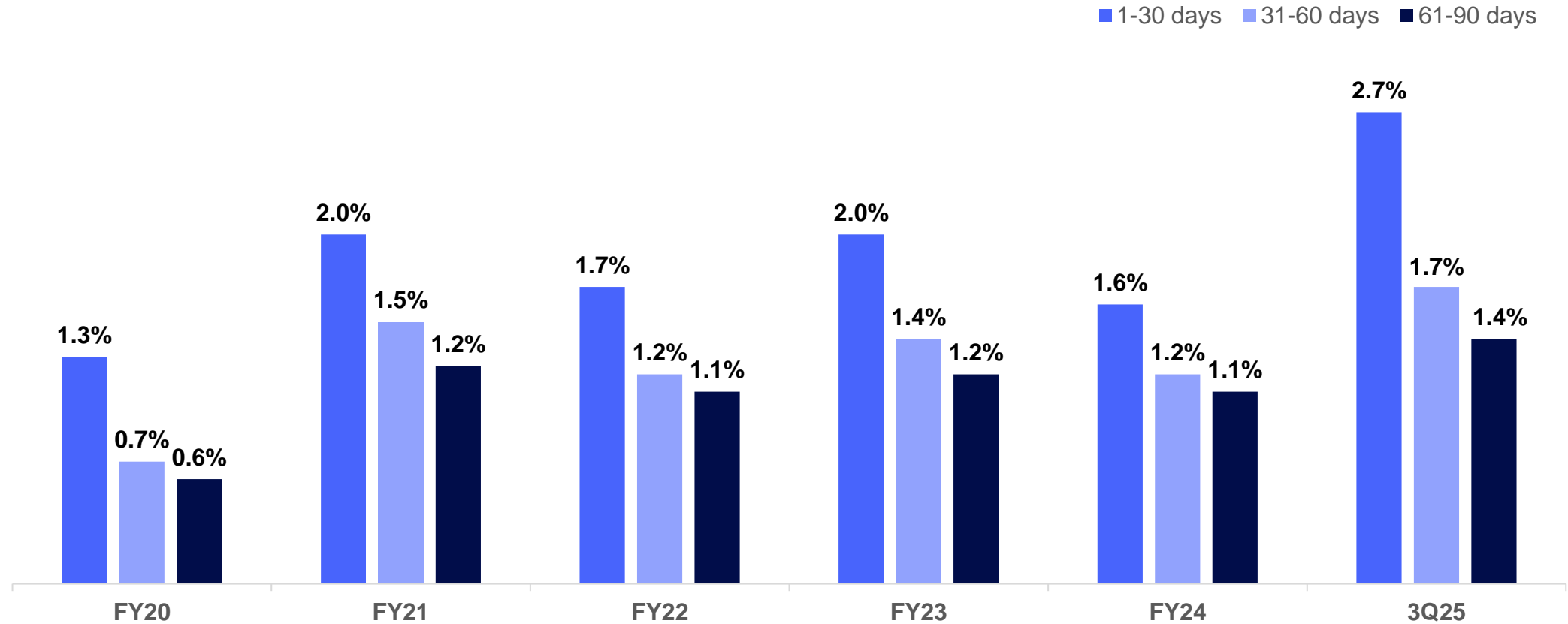
*In H2 2024, the company implemented a full scope customer segmentation strategy to optimize credit quality and new customer conversion.*

*In Q3 2025, **77%** of the total loan-facilitated amount was from returning borrowers.*



# Manageable Delinquency Rates

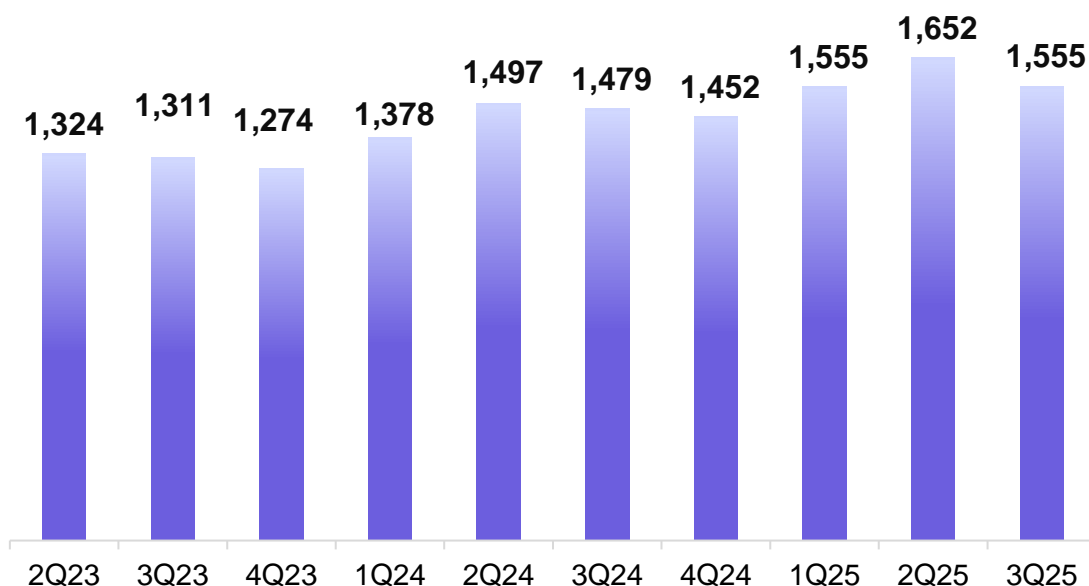
Delinquency rate increased in Q3 2025 amid the continuous industry-wide headwinds in asset quality.



# Key Financial Results

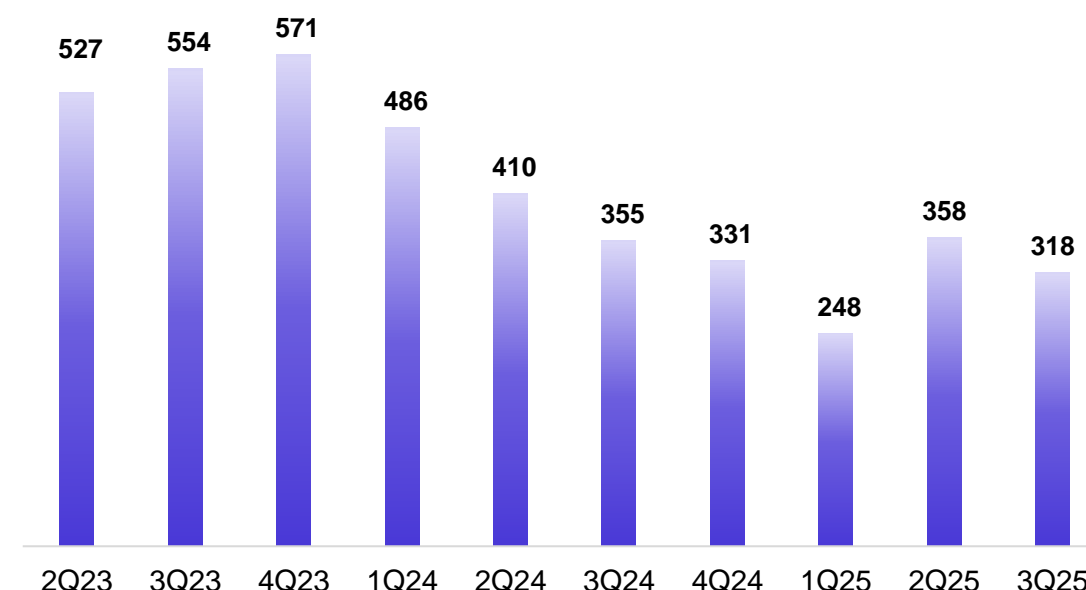
## Revenue

RMB million



## Net Income

RMB million



The decline in net income and margin stems from increase in initial loan provision by US GAAP as the result of higher loan volume facilitated under "risk-taking model" since Q2 2024, declining fee rate of loan-facilitation business resulting from the new regulations as well as increasing provision due to current credit condition. However, the financial benefit of the risk-taking model will be realized monthly as the corresponding deferred revenue is recognized as actual revenue, resulting in more predictable revenue stream from this deferred revenues.



# THANKS!

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