



NASDAQ:  
JFIN

# JIAYIN TECHNOLOGY

Investor Presentation

August 2024

# Disclaimer

This presentation has been prepared by Jiayin Group Inc. (the “Company”) solely for information purposes; it is not an offer to buy or sell or a solicitation of an offer to buy or sell any security or instrument, and has not been updated since it was originally presented.

By viewing or accessing the information contained in this presentation, you hereby acknowledge and agree that no representations, warranties or undertakings, express or implied, are made by the Company or any of its affiliates, advisers or representatives as to, and no reliance should be placed upon, the accuracy, fairness, completeness or correctness of the information or opinions presented or contained in this presentation. None of the Company or any of its affiliates, advisers or representatives accept any responsibility whatsoever (in negligence or otherwise) for any loss howsoever arising from any information presented or contained in this presentation or otherwise arising in connection with the presentation. The information presented or contained in this presentation is subject to change without notice and its accuracy is not guaranteed.

No part of this presentation shall form the basis of or be relied upon in connection with any contract or investment decision in relation to any securities or otherwise. You acknowledge that any assessment of the Company that may be made by you will be independent of this presentation and that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

This presentation contains “forward-looking” statements that are based on our management’s beliefs and assumptions and on information currently available to management. Forward-looking statements include all statements, other than statements of historical fact contained in this presentation, including but not limited to, information or predictions concerning our future financial performance, projected growth and other strategies, business plans and objectives, potential market and growth opportunities, competitive position, technological or market trends and industry environment. In some cases, you can identify forward-looking statements by words such as “may,” “will,” “would,” “should,” “could,” “expect,” “plan,” “anticipate,” “believe,” “contemplate,” “estimate,” “predict,” “project,” “intend,” “potential,” “continue,” “ongoing” or the negative of these terms or other words or other similar terms or expressions. We caution you that the foregoing may not include all of the forward-looking statements made in this presentation. You should not rely on forward-looking statements as predictions of future events.

Forward-looking statements are based on information available at the time those statements are made or management’s good faith beliefs and assumptions as of that time with respect to future events, and are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in, or suggested by, the forward-looking statements. Potential risks and uncertainties include, but are not limited to, those relating to the Company’s ability to retain existing investors and borrowers and attract new investors and borrowers in an effective and cost-efficient way, the Company’s ability to increase the investment volume and loan facilitation volume facilitated through its marketplace, effectiveness of the Company’s credit assessment model and risk management system, PRC laws and regulations relating to the online individual finance industry in China, general economic conditions in China, and the Company’s ability to meet the standards necessary to maintain listing of its ADSs on the Nasdaq Stock Market or other stock exchange, including its ability to cure any non-compliance with the continued listing criteria of the Nasdaq Stock Market, as well as risks, uncertainties and other factors described in “Risk Factors” and elsewhere in our most recent annual report on Form 20-F filed with the Securities and Exchange Commission (the “SEC”), which is available on the SEC’s website at [www.sec.gov](http://www.sec.gov). It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. Additional information will be available in other future reports that will be filed with the SEC from time to time, which could cause actual results to vary from expectations. Except as required by law, Jiayin Group Inc. does not undertake any obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future developments or otherwise.

This presentation contains statistical data, estimates and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This information involves many assumptions and limitations, and you are cautioned not to give undue weight to these estimates. We have not independently verified the accuracy or completeness of the data contained in these industry publications and other publicly available information. Accordingly, we make no representations as to the accuracy or completeness of that data nor do we undertake to update such data after the date of this presentation.





# JIAYIN TECHNOLOGY

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

## Mission

To Realize Dreams by Creating Value through Technology and Passion

## Vision

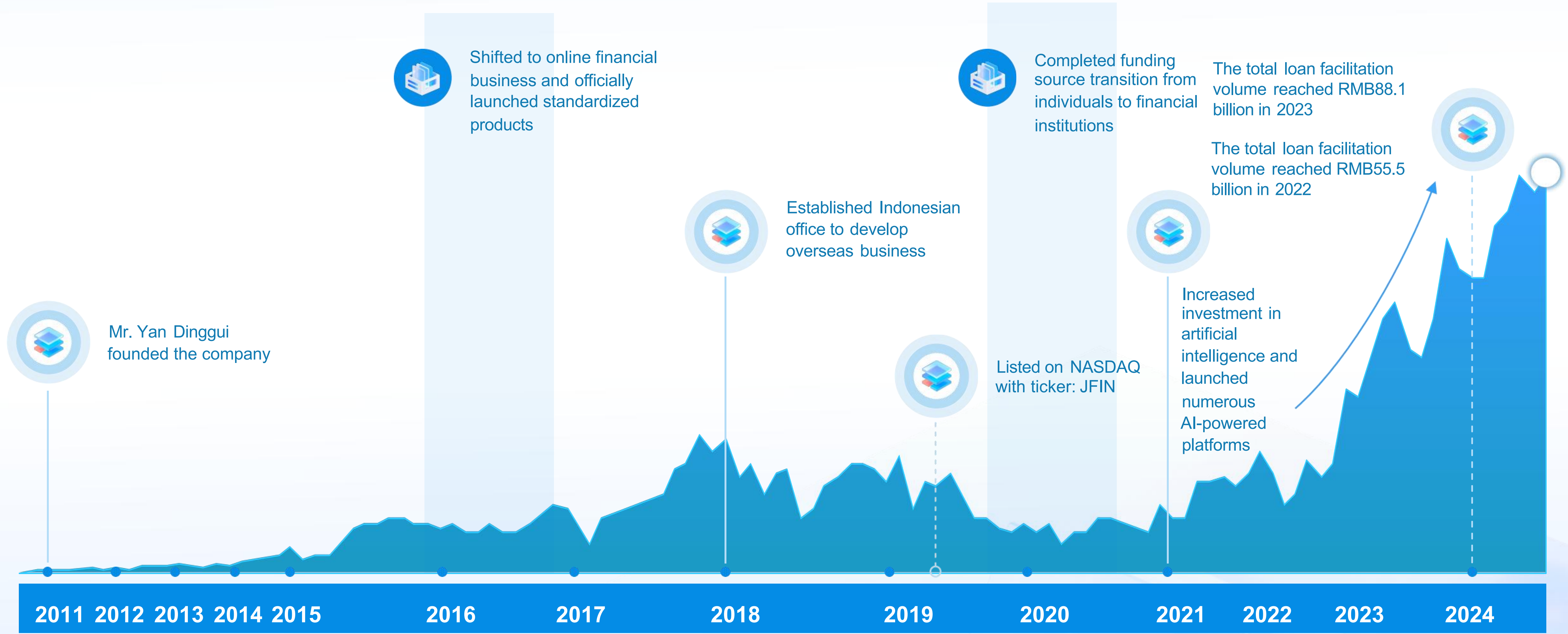
To empower borrowers and financial institutions by creating opportunities with cutting-edge technology, passion, and innovation



# 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 prioritize 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

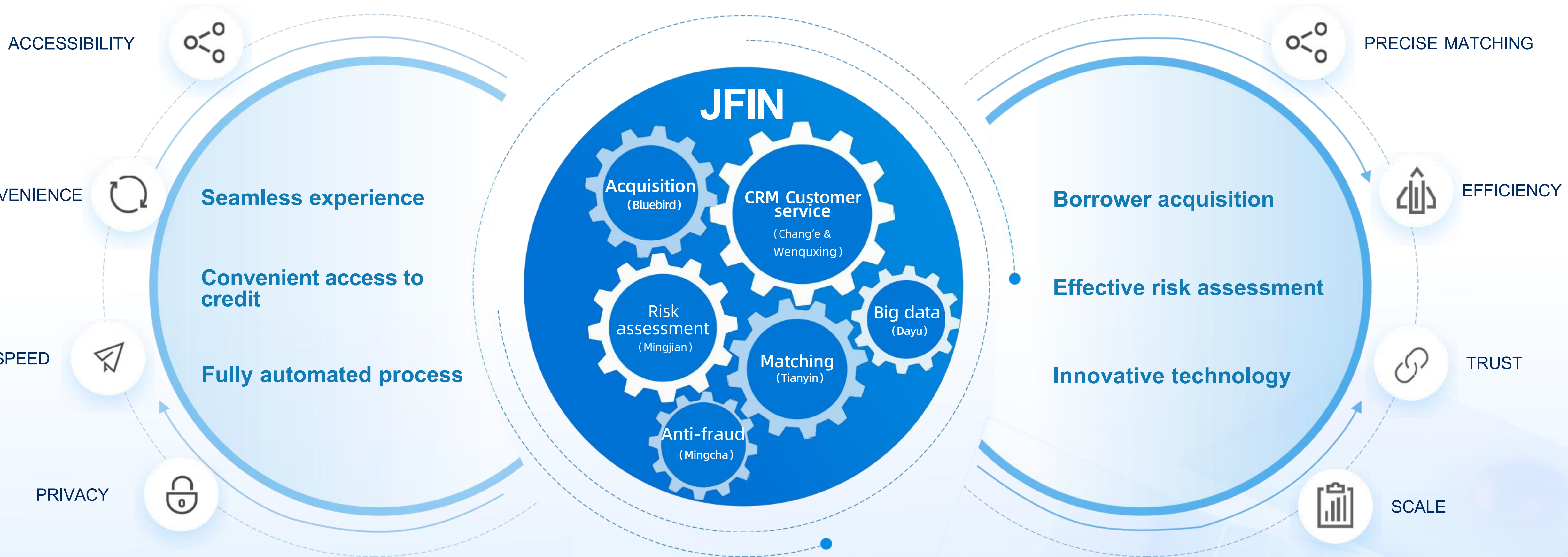


# Technology driven model enhances customer experience and efficiency at scale

**Borrowers**  
Individuals, SMEs



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



# Achievements as of 1H2024

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

2024 H1

**46.5 Billion** FACILITATION VOLUME (RMB)  
+ 6.2% YOY

**2.95 Billion** NET REVENUE (RMB)  
+ 23.0% YOY

**0.51 Billion** NET INCOME (RMB)  
-15.6% YOY

 **14.5 Million**

Cumulative borrowers by the end of 2023  
with 1.14M new borrowers in 2024H1

 **69**

Cumulative Funding Partners  
with another 35 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  
Shanghai Jiao Tong University  
Bachelor's degree in engineering



**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。

## 创造价值

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。

## 成就伙伴

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。

## 开放包容

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。

## 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

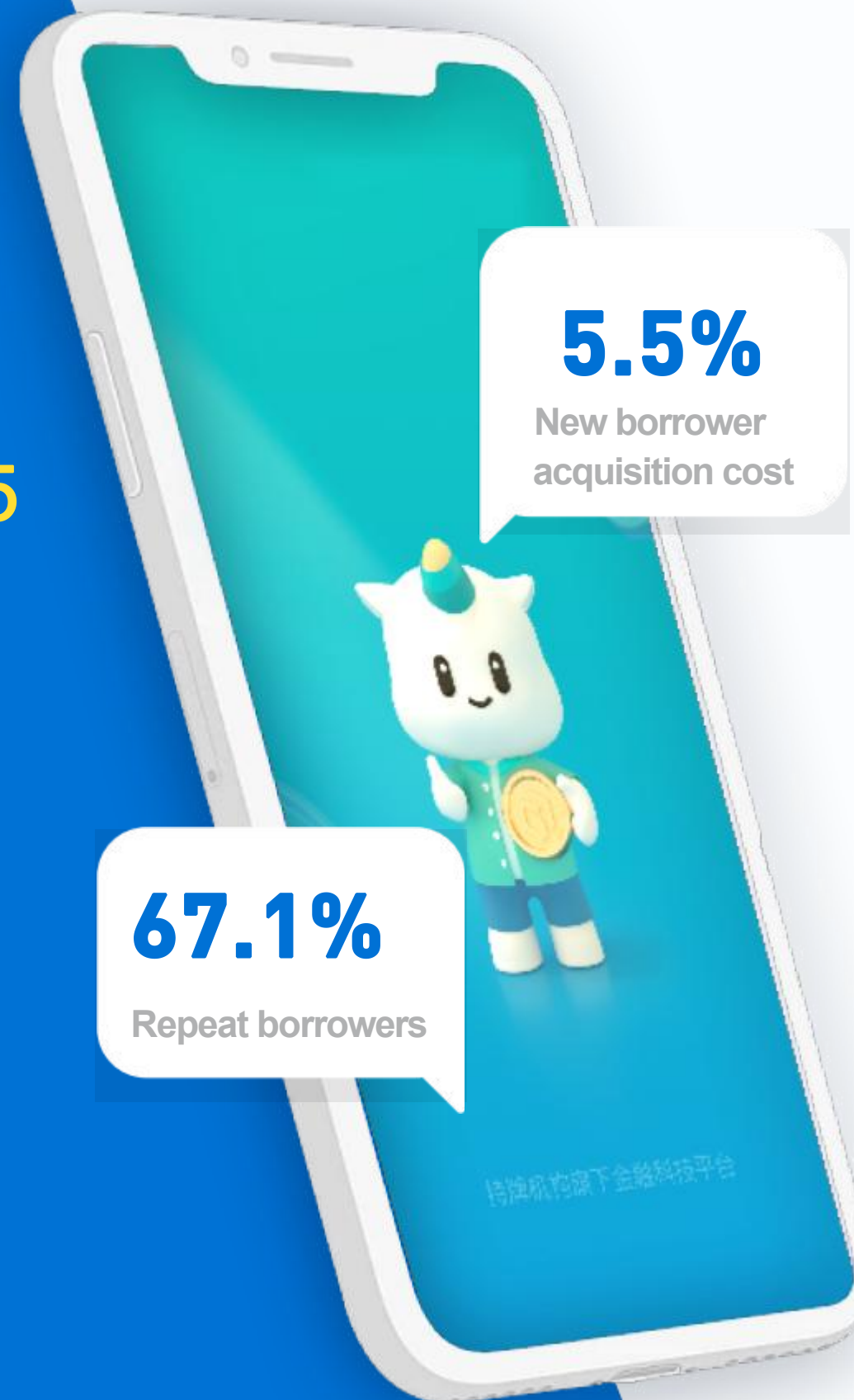
我们不设边界，敢作为，  
面对挑战和困难时，有舍我其谁的担当



# Diversified channels for borrower acquisition

## Borrower Profile

-  Average amount per borrowing **RMB 9,080**
-  Above 40% 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 **20%**



## Online Marketing Channels

### Online Advertising



### Application Stores



### Consumption Marketplace





# Empowering institutional funding partners with innovative technology



## Borrower Acquisition

Help institutional 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

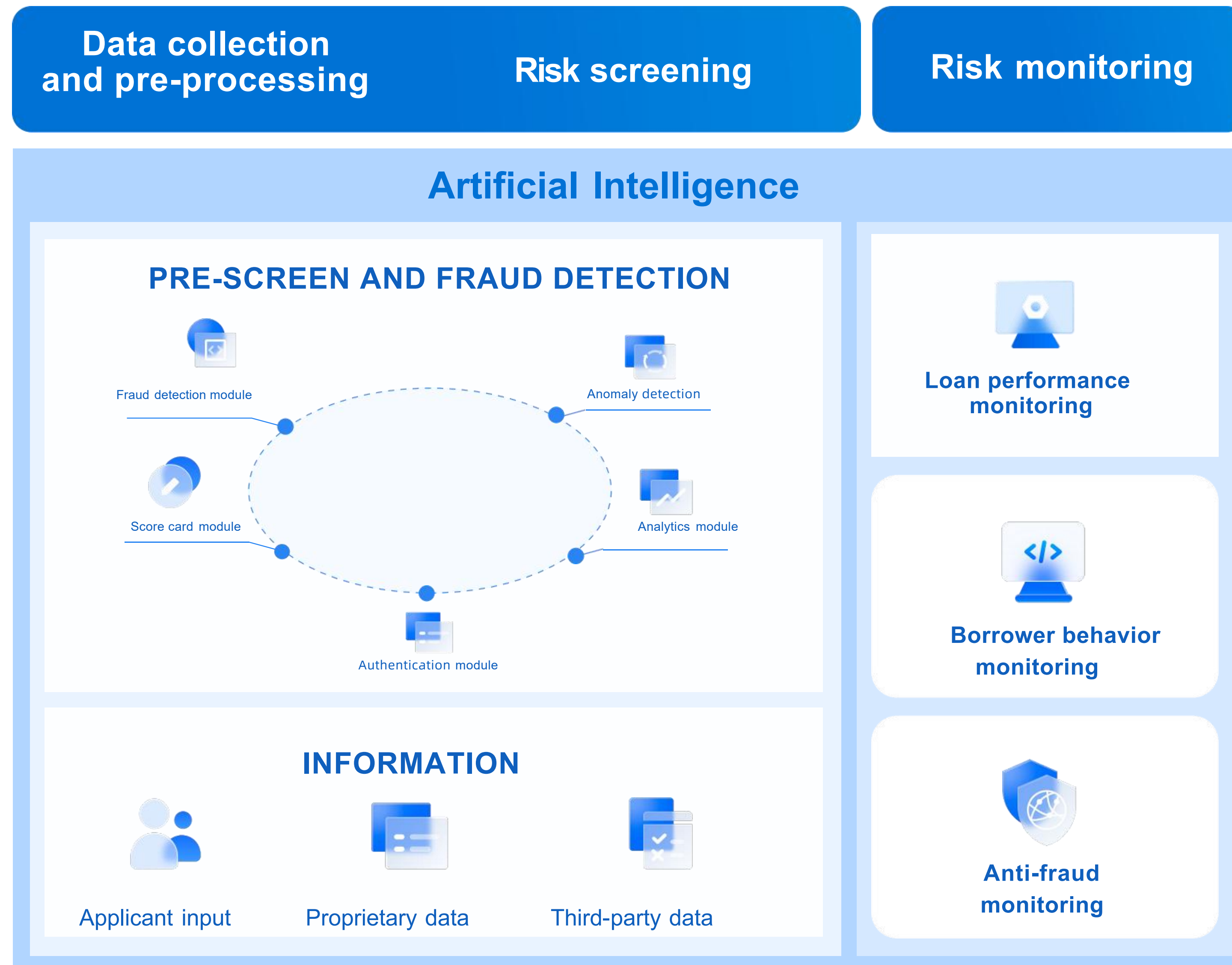


Microcredit Companies



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

【BlueBird】 AI Marketing Platform

- 【 Dayu 】 Data Management Platform
- 【 Cangjie 】 Real-Time Integration Platform
- 【 Kunpeng 】 Real-Time Computing Platform
- 【 Taihao 】 AI Modelling Platform
- 【 Pangu 】 Data Development Platform
- 【 Jiguang 】 Visualization Platform



- 【Mingjian】 AI Risk Control System
- 【Xingkong】 Knowledge Graph Platform
- 【Mingcha】 Anti-fraud System
- 【Qimingxing】 Intelligent Warning System



- 【Chang'E】 Intelligent Calling Platform
- 【Wenquxing】 Intelligent Knowledge Base
- 【NÜWA】 Intelligent Seating auxiliary platform

- 【Shennong】 AB Experimental Platform
- 【Shilan】 【Mingjing】 Data Mining algorithms
- 【Tianyin】 Asset Management Platform
- 【Lengjing】 Intelligent Quality Inspection System
- 【Baize】 Intelligent Security System
- 【Erlangshen】 Unified Warning Platform



**Enhance**  
Risk management



**Bolster**  
Core competitiveness



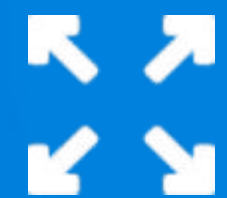
**Optimize**  
Online marketing



**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。

## 创造价值

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。

## 成就伙伴

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。

## 开放包容

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。

## 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。

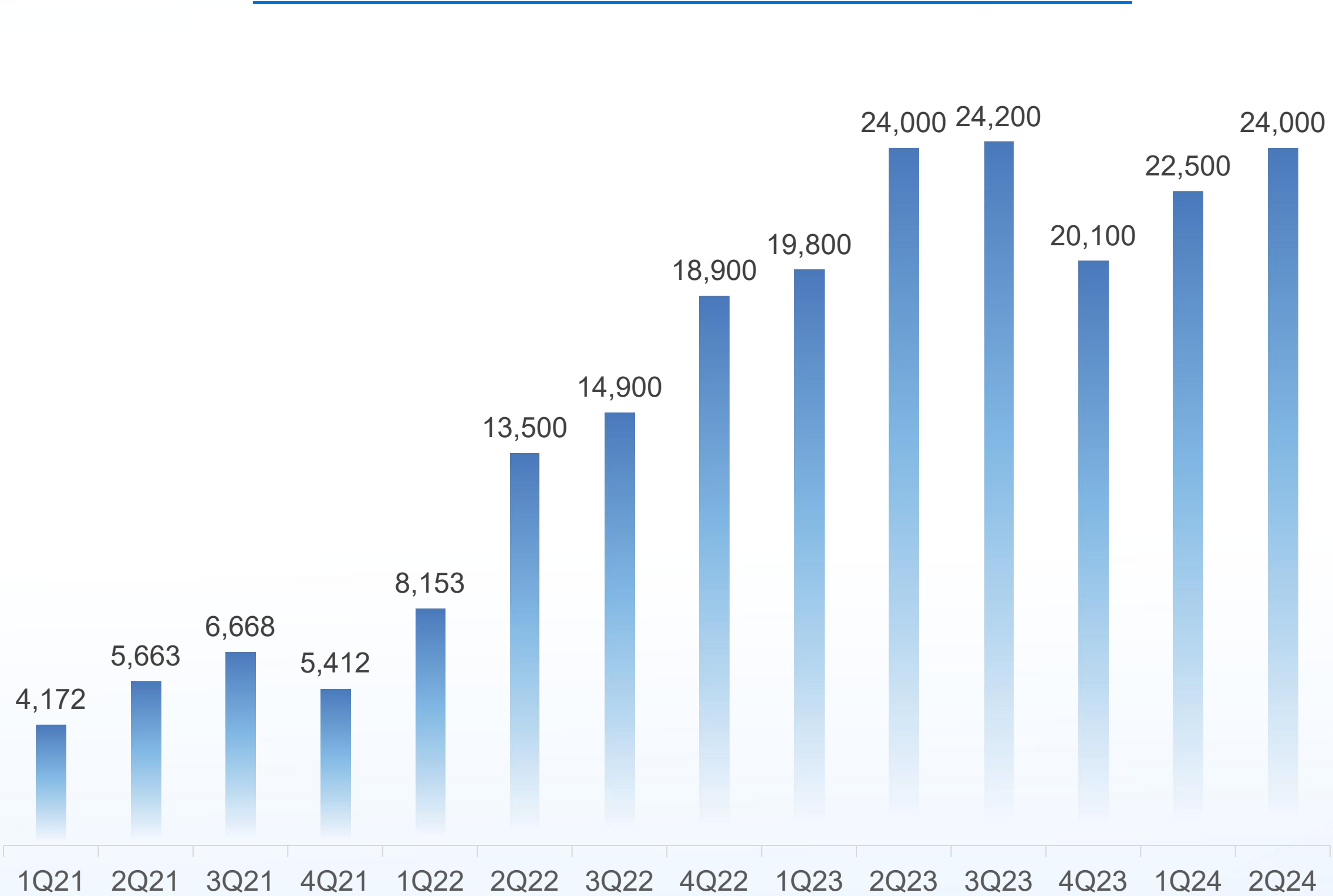
## 我就是嘉银

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

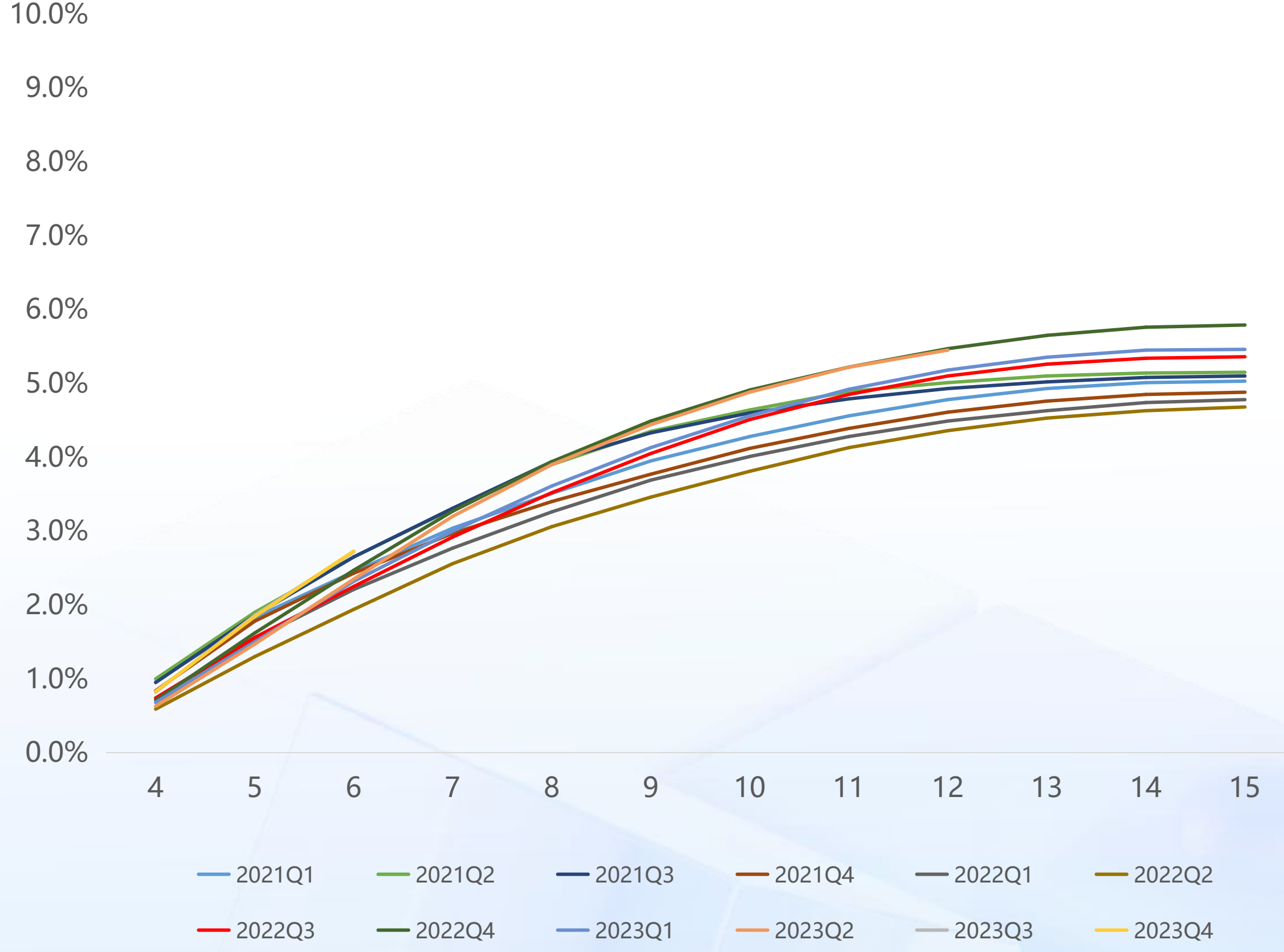


# Steady improvement in credit performance supporting robust growth

Loan Facilitation Volume  
(RMB in millions)



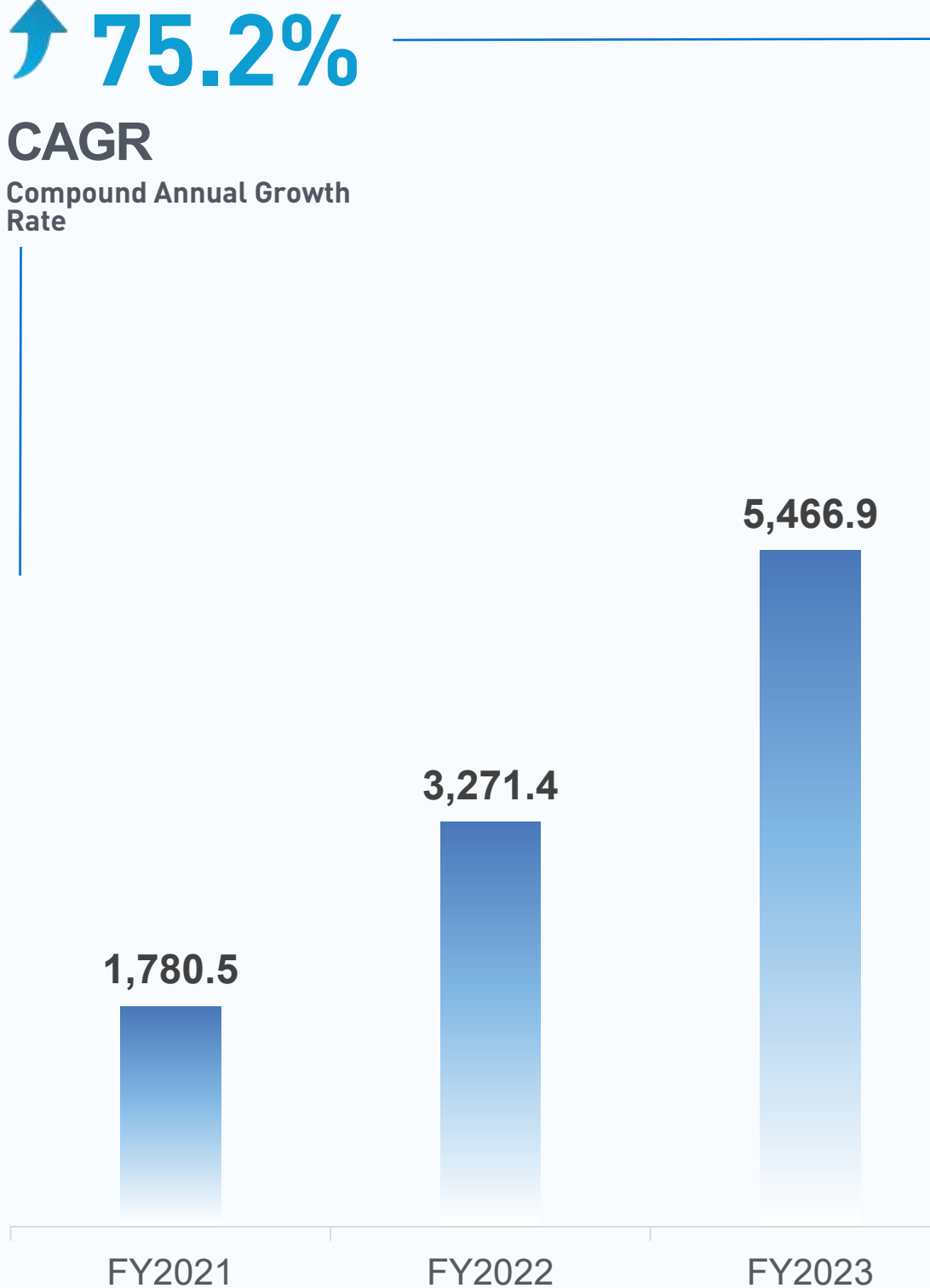
M3+ Delinquency Rate by Vintage



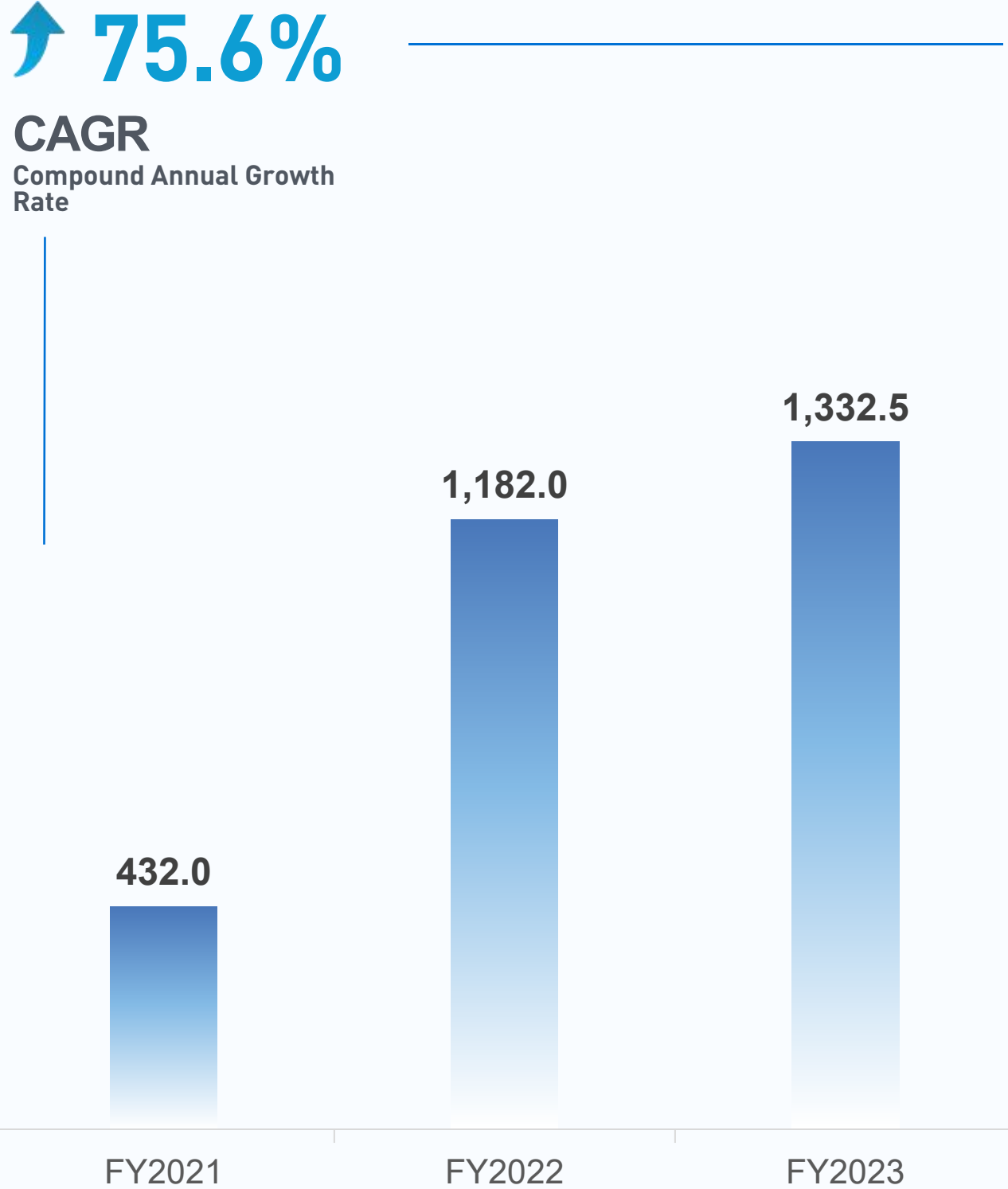


# Quality growth and profitability

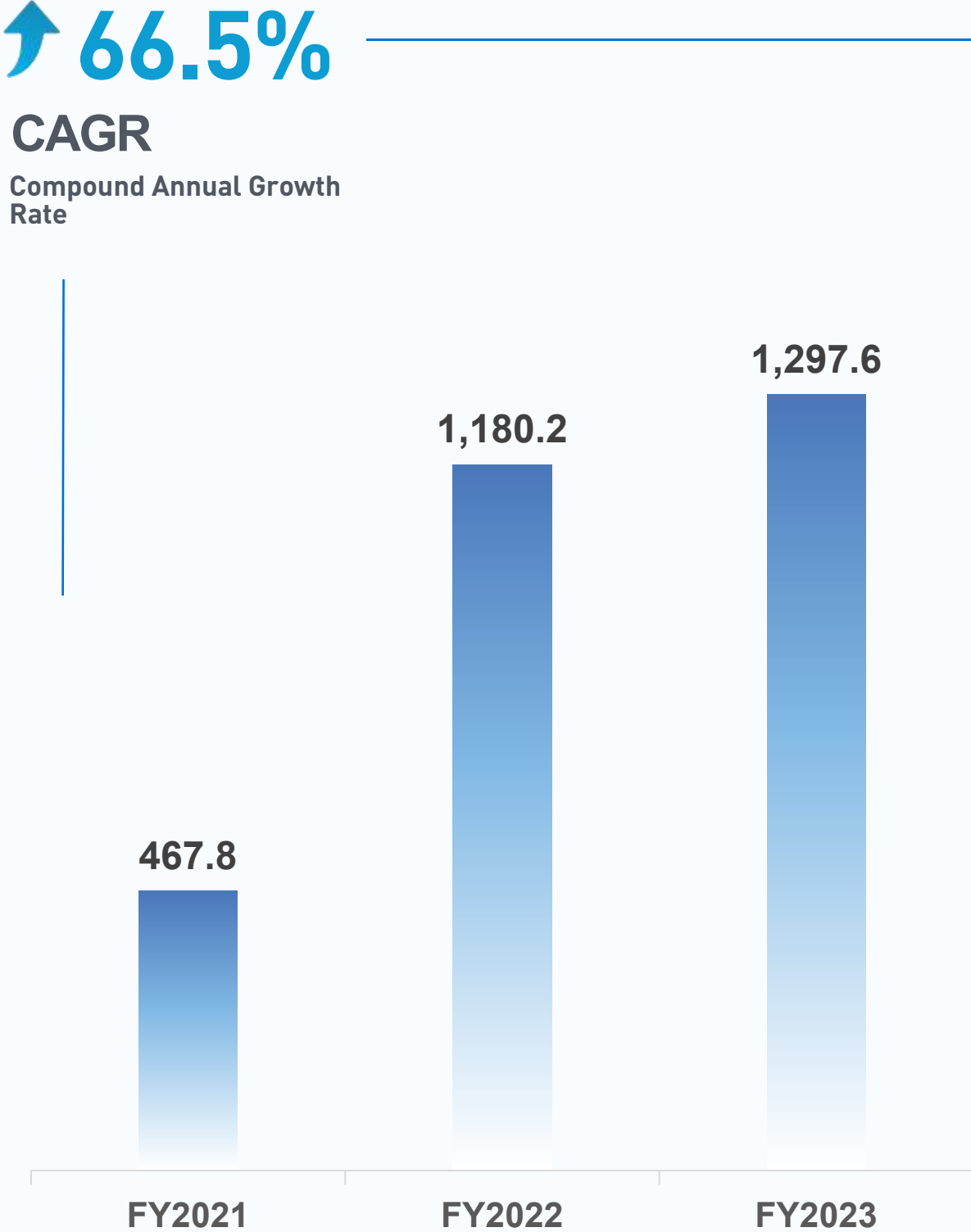
**Net Revenue**  
(RMB in millions)



**Income from Operations**  
(RMB in millions)



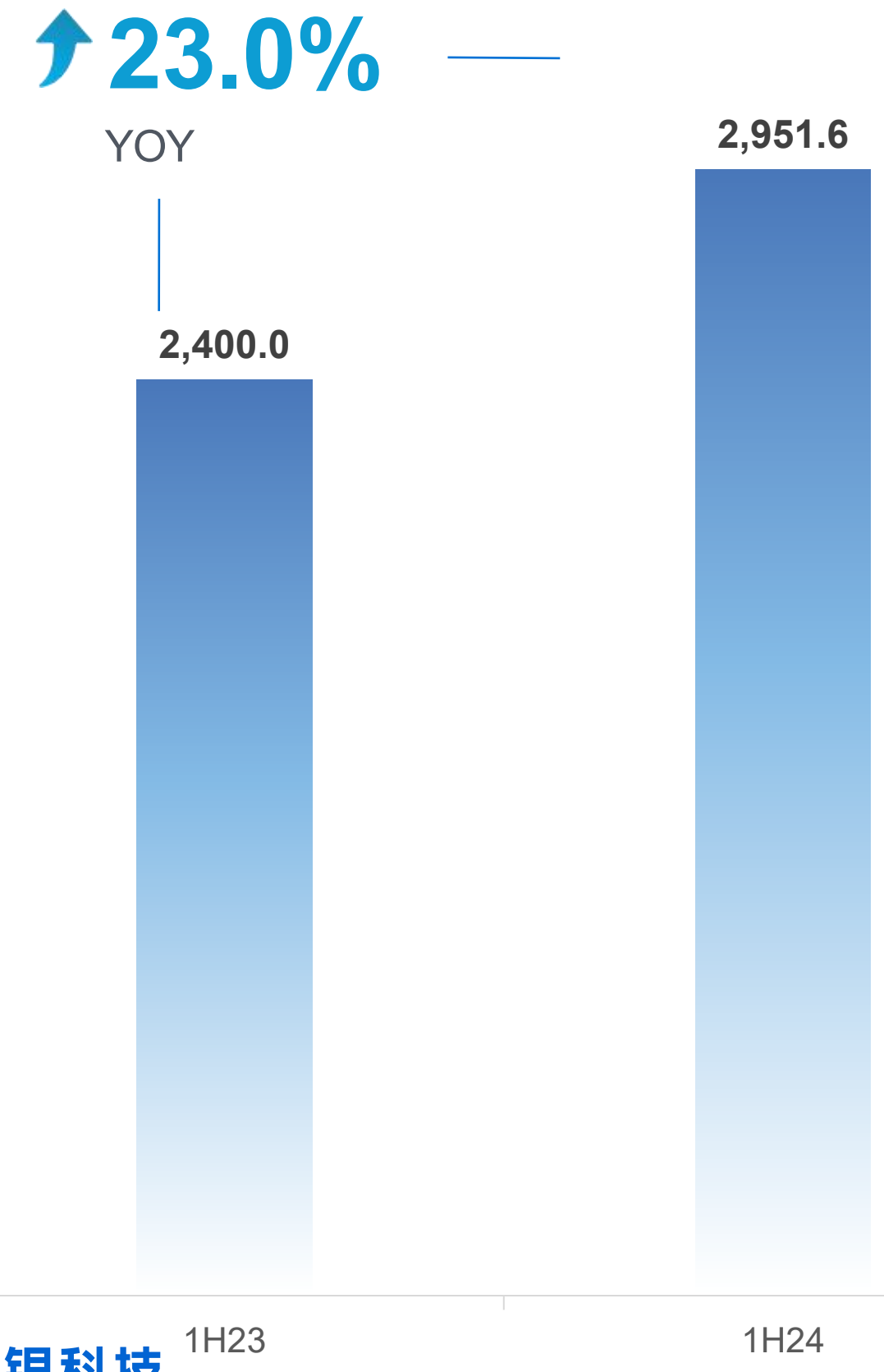
**Net Income**  
(RMB in millions)



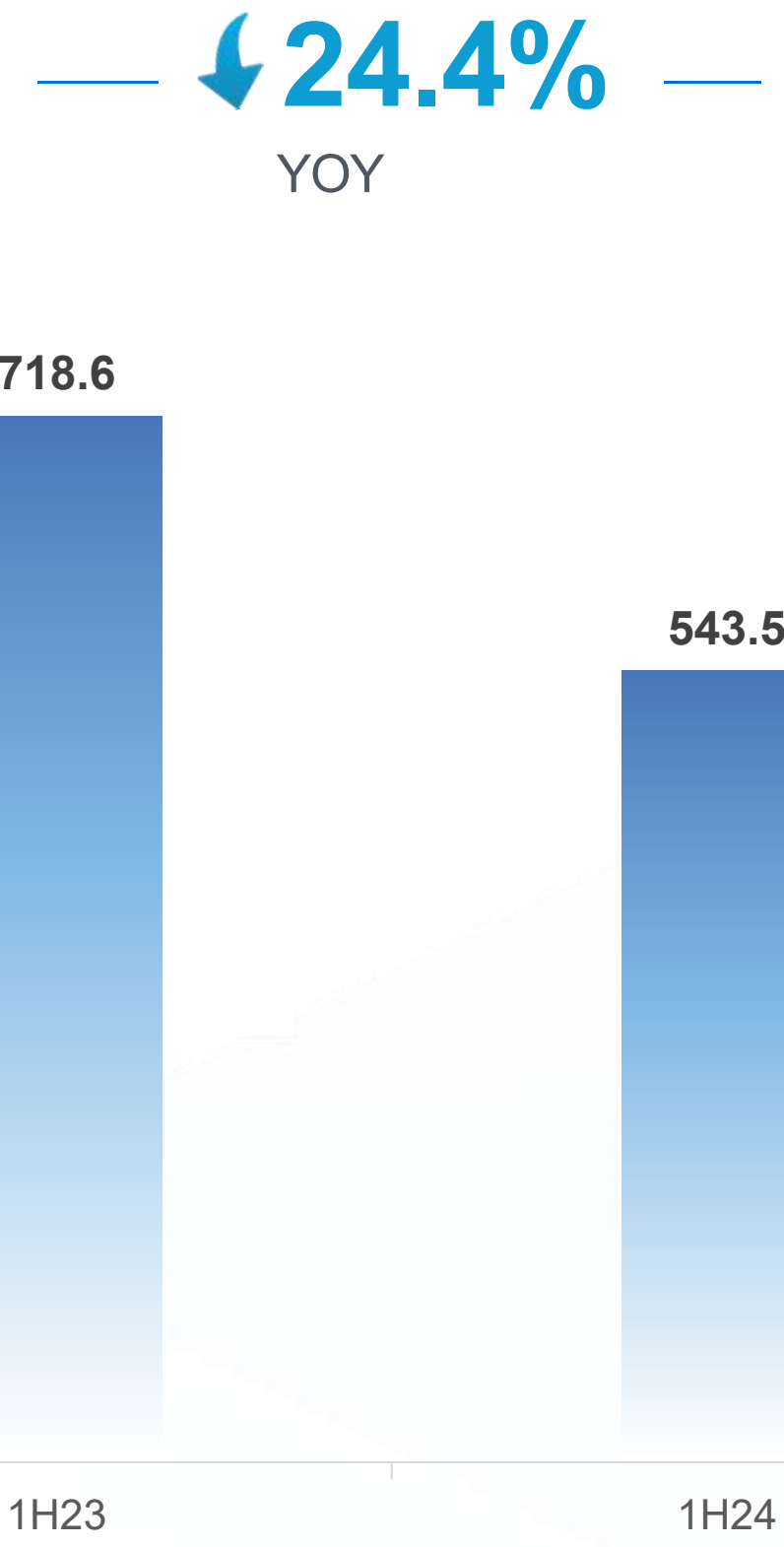


# Quality growth and profitability (cont'd)

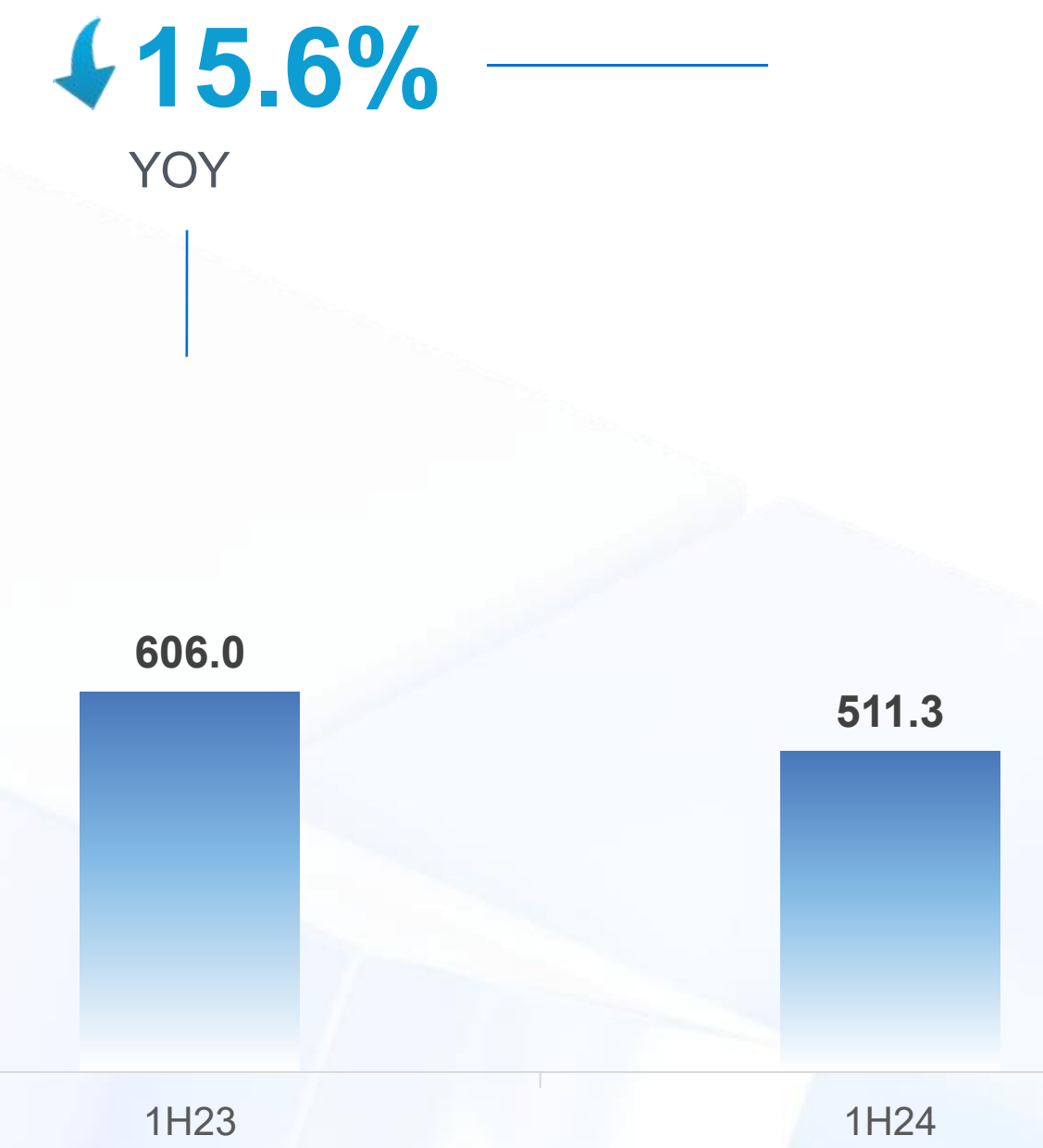
### Net Revenue (RMB in millions)



### Income from Operations (RMB in millions)



### Net Income (RMB in millions)





# Operating highlights of Q2 2024

## Continuous Growth of Loan Facilitation Volume



- Loan facilitation volume reached RMB24.0 billion, remaining stable compared with the same period last year

## Strong Profitability



- Net revenue reached RMB1,476 million, representing an increase of **15.5%YOY**
- Net income reached RMB238 million, representing a decrease of **27.0%YOY**

## Deepening Institutional Partnerships



- We have currently forged partnerships with **69** financial institutions, with another 35 in discussion

## Stable Asset Quality



- The 61-90 days delinquency rate slightly decreased to **0.67%** from the end of March 2024

## Global Expansion



- We are closely monitoring regulatory environment in Indonesia and loan size increased by 25% QOQ
- Against the backdrop of stable risk indicators, the business scale in Nigeria further expanded compared with last quarter

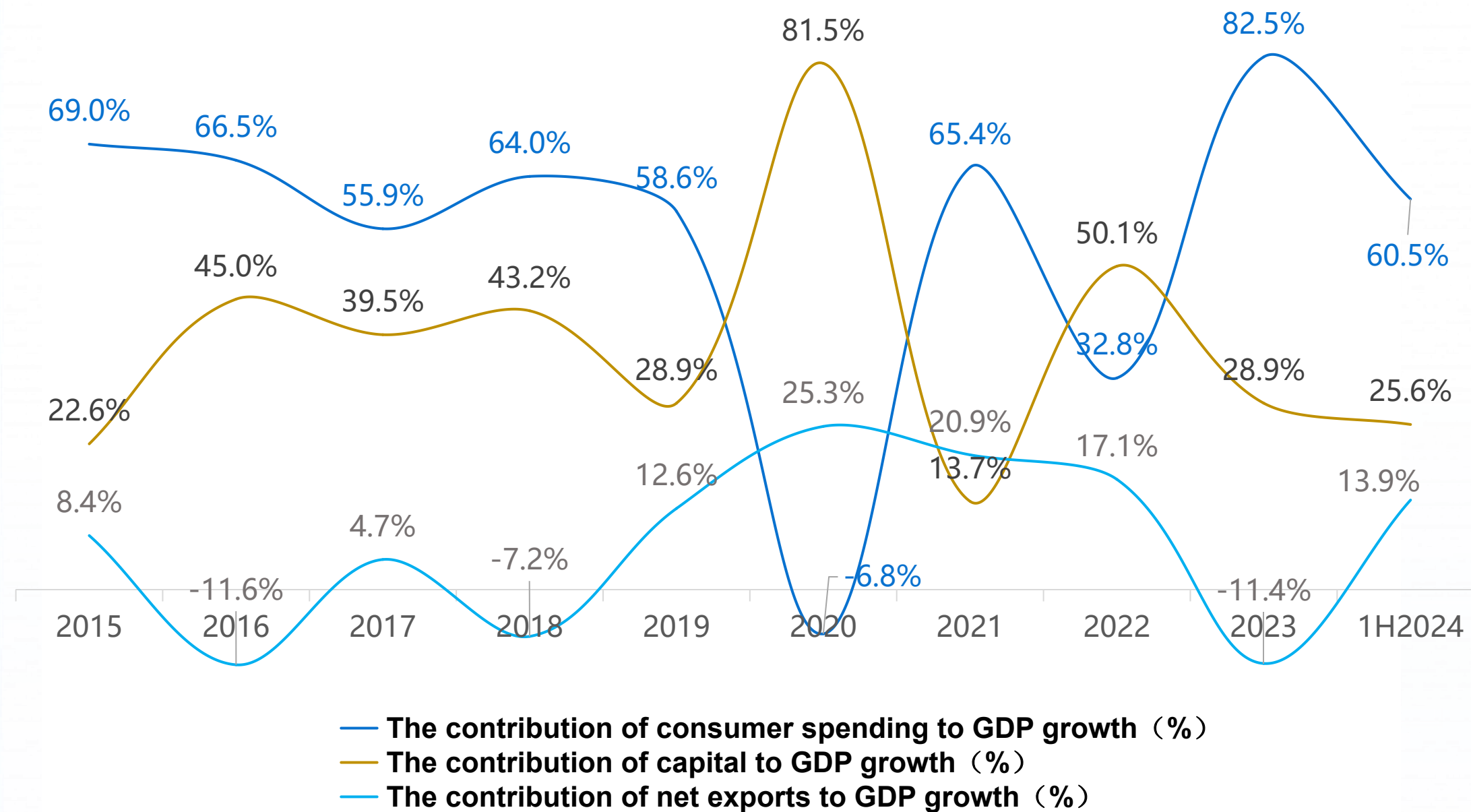


# Credit growth driven by consumption recovery

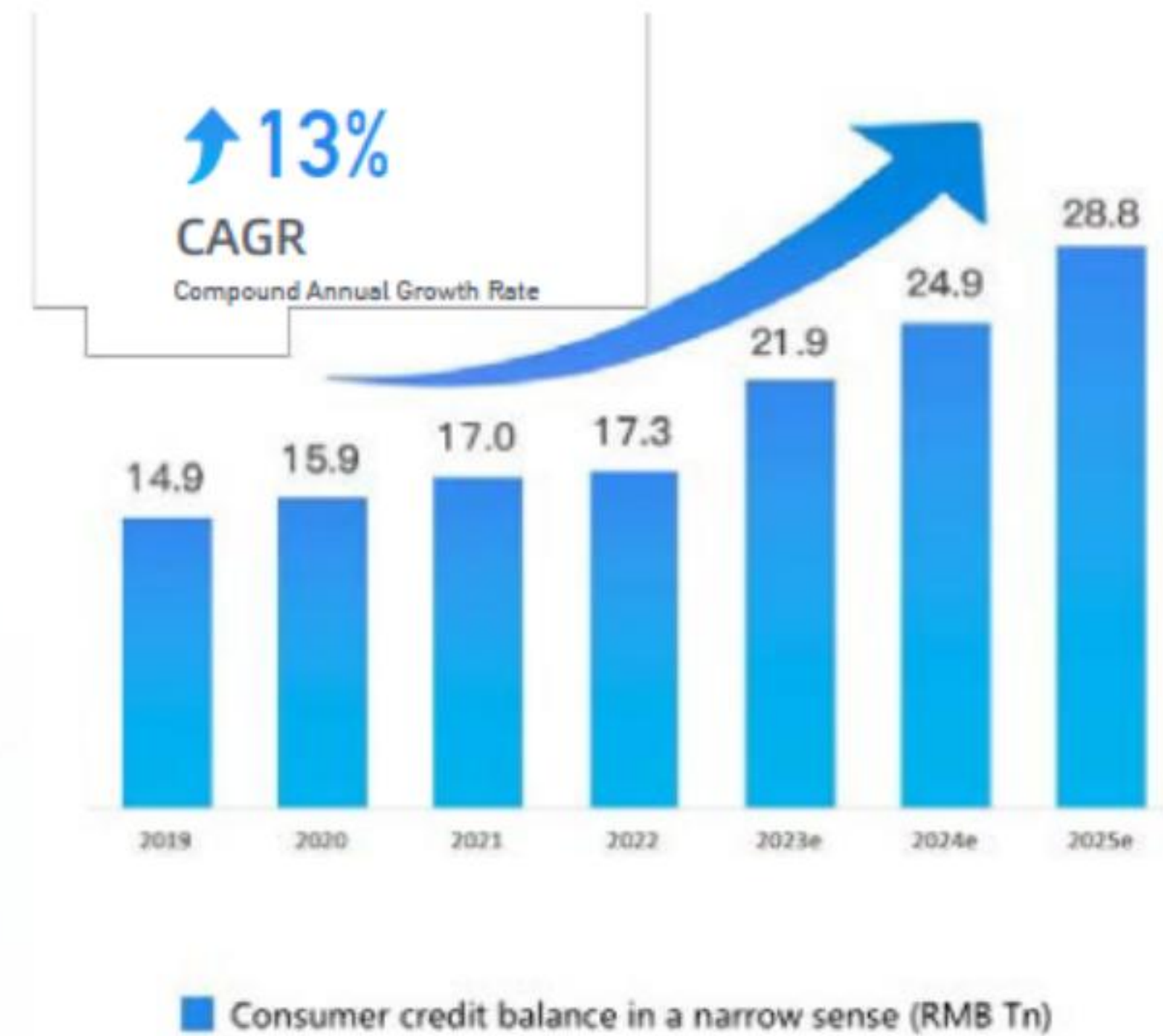


## The contribution of consumer spending to GDP growth has recovered to the pre-epidemic level

The contribution of China's three major drivers to GDP growth from 2015 to 1H2024



## 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** ensure 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 borrowers

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.

On June 4, 2024, the Company declared of **US\$0.50** per ADS for the first tranche of dividends in the fiscal year 2024. The aggregate amount of cash to be distributed is expected to be approximately **US\$26.6 million**, approximately **14.6%** of the net income after tax in 2023



## 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**.

In June 2024, the Board approved to extend the share repurchase plan for a period of 12 months to June 12, 2025.

As of August 27, 2024, the Company had repurchased approximately 3.3 million of its American depositary shares for approx. **US\$13.9 million**.



## Business Outlook

The Company expects its loan facilitation volume for the third quarter of 2024 to reach **RMB25 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



## 2023 Environmental, Social & Governance (ESG) Report

Compliance and Steady Operation

01

Technology-driven Development

02

Collaboration for a Shared Future

03

Glory Shaped by Talent

04

Innovation for a Low-carbon Future

05

Enhance Living Standard as Our Mission

06







纳斯达克

股票代码: JFIN