

From Big to Strong China FinTech Entering New Era

Yihan Fang, CEO
Yang Cao, COO & CTO
Yirendai (NYSE: YRD)

FinTech Already Taking Off in China

Developed Payment Transaction Volume \$5.5 trillion



Penetrating Investment Online Investment Scale \$400 billion



Young Insurance Online Sales Volume \$55.4 billion



Financing **Healthier Online Lending** Transaction Volume \$318 billion



Reshuffling Crowdfunding Fundraising Volume \$3.4 billion



Flourishing Infrastructure

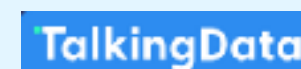
Cloud

Credit Scoring



Blockchain

Big Data



Accelerating Growth with Huge Potential Ahead

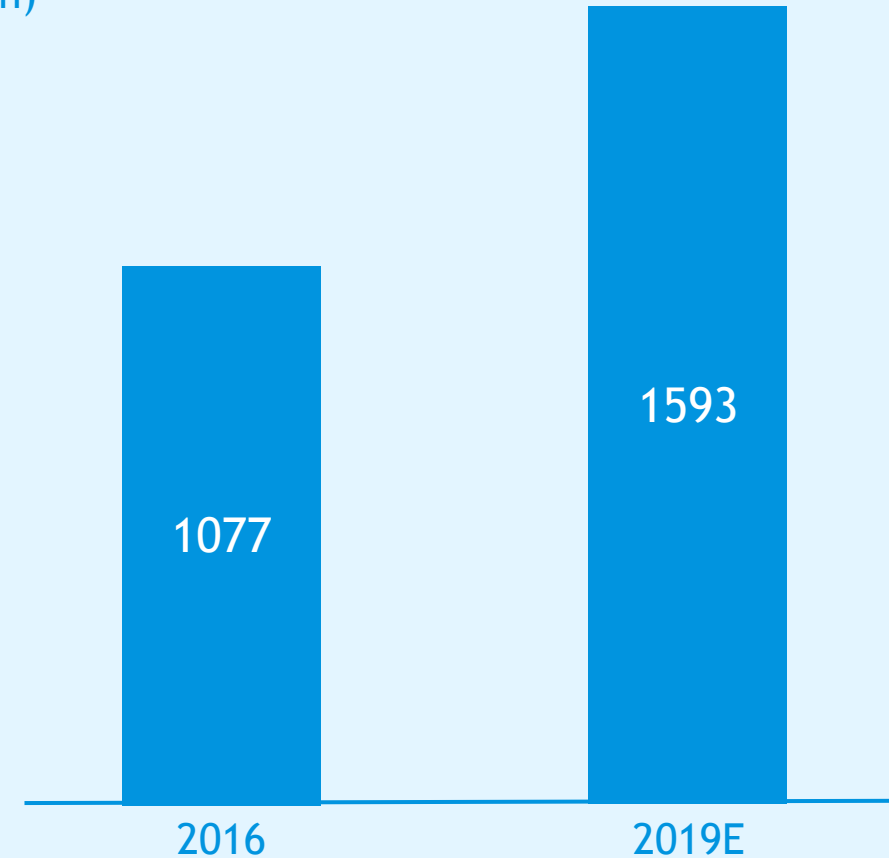
The Online Lending Market in China

(By outstanding loan balance, \$ Billion)



Consumer Finance Market* in China

(By outstanding loan balance excluding Online Lending, \$ Billion)



Solving the Financial Needs for the Underserved

Establishing Credit Awareness

Revolutionizing Borrowing Habits

Contributing to China's Consumer Credit System

There Are Also Negative Issues



Fraudulent
Platforms

Embezzlement

No
Information
Disclosure

...

Intermediaries Only

Fund Custodian

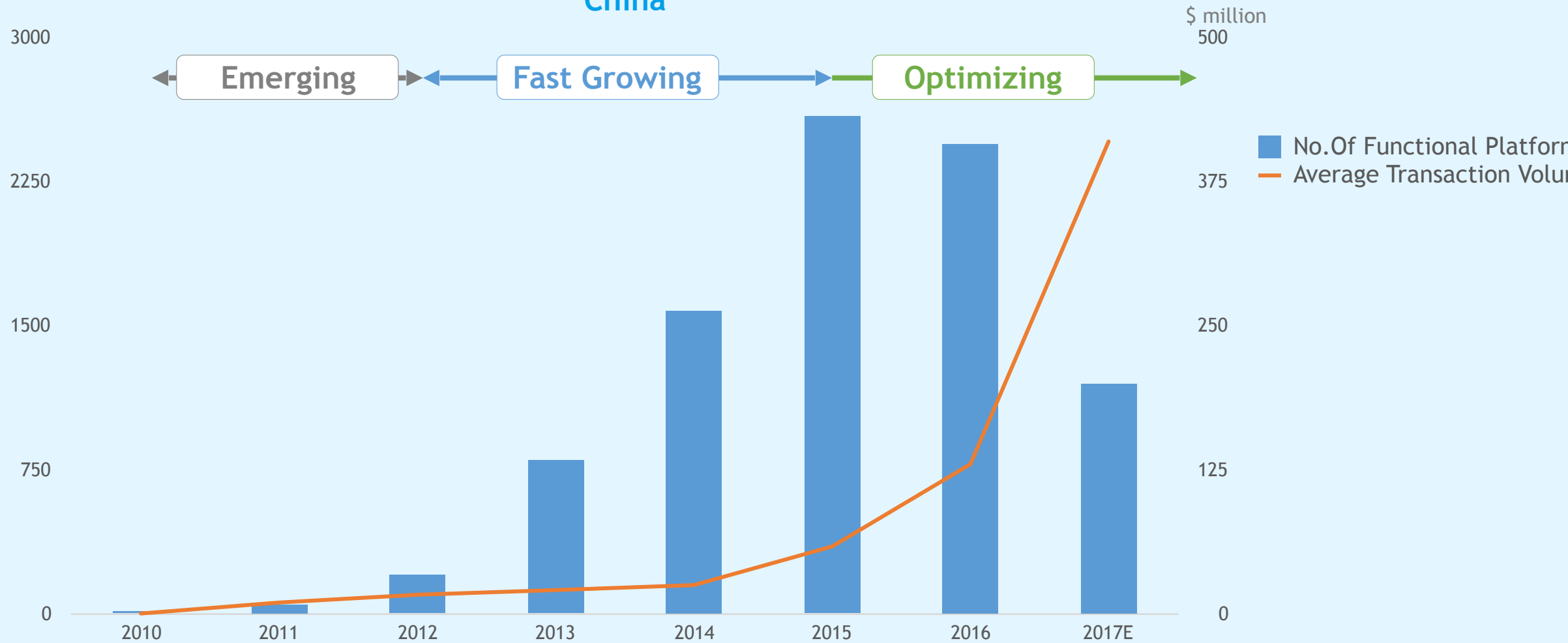
Amount Cap

Required Disclosure

There are many other rules in the '8/24 Regulation'* that needs to be complied before 24 Aug. 2017.

From Emerging to Optimizing

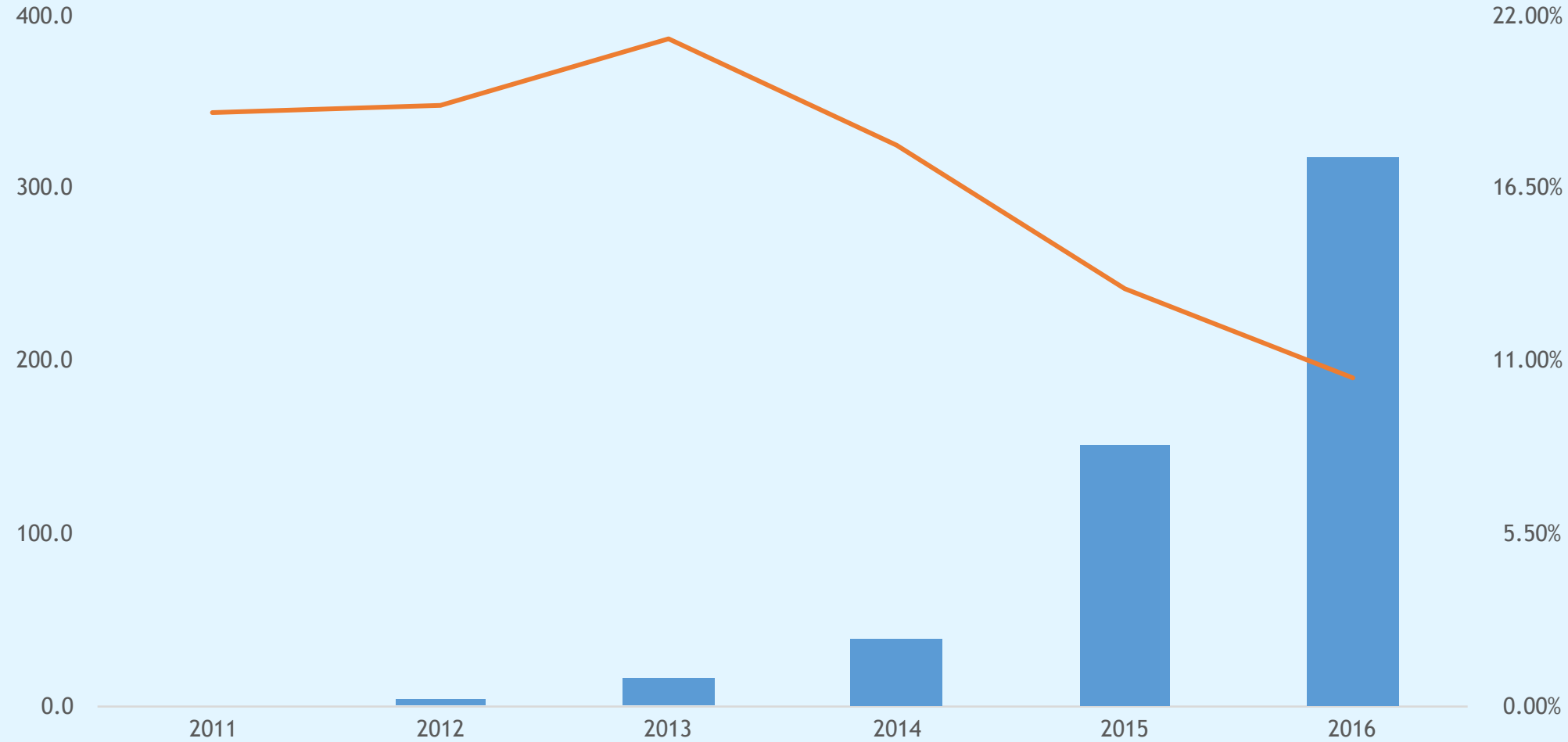
Number and Average Transaction Volume of Online Lending Platforms in China



Investment Return Becomes More Rational

Increasing Volume with Lower Returns

\$ billion



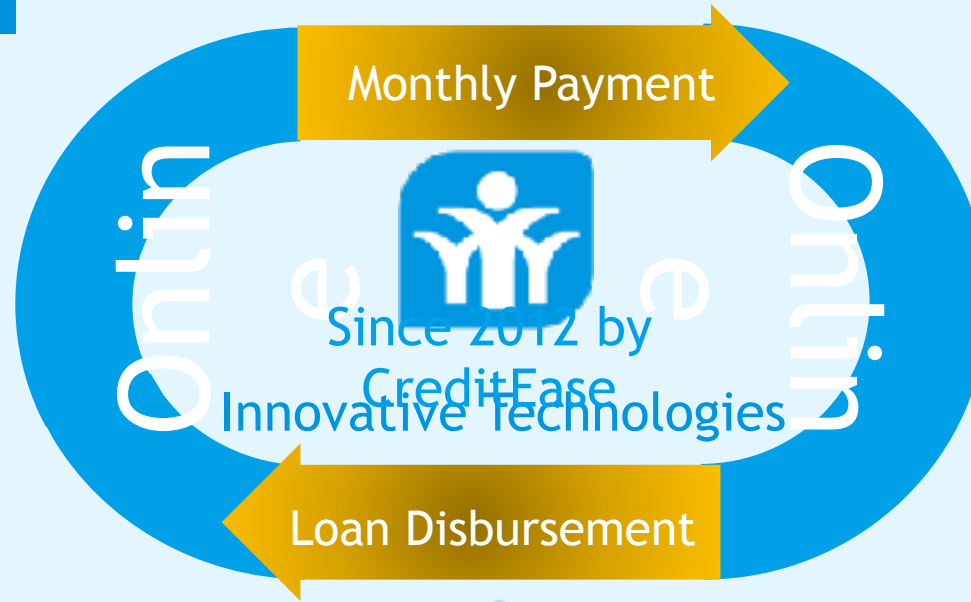
Source: www.wdzj.com

Yirendai: The Leading Platform

Borrowers
Young Professionals



Investors
Mass Affluent



End to End Automated Online Business Process





Customer Acquisition

- Precise Profiling
- Cost Down by 50%

Risk Management

- Proven Risk Model
- Tested Fraud Model

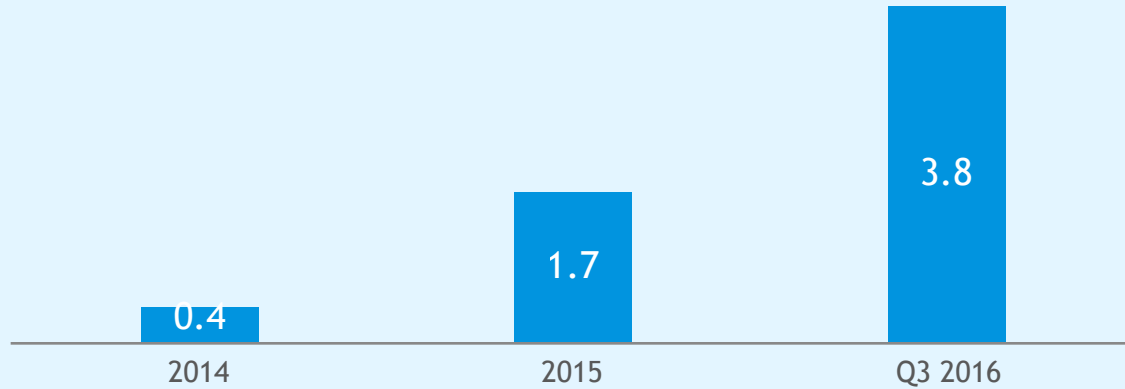
Product Design

- World's 1st Mobile Loan App
- Money in Bank in 10 min

Rapid and Quality Growth

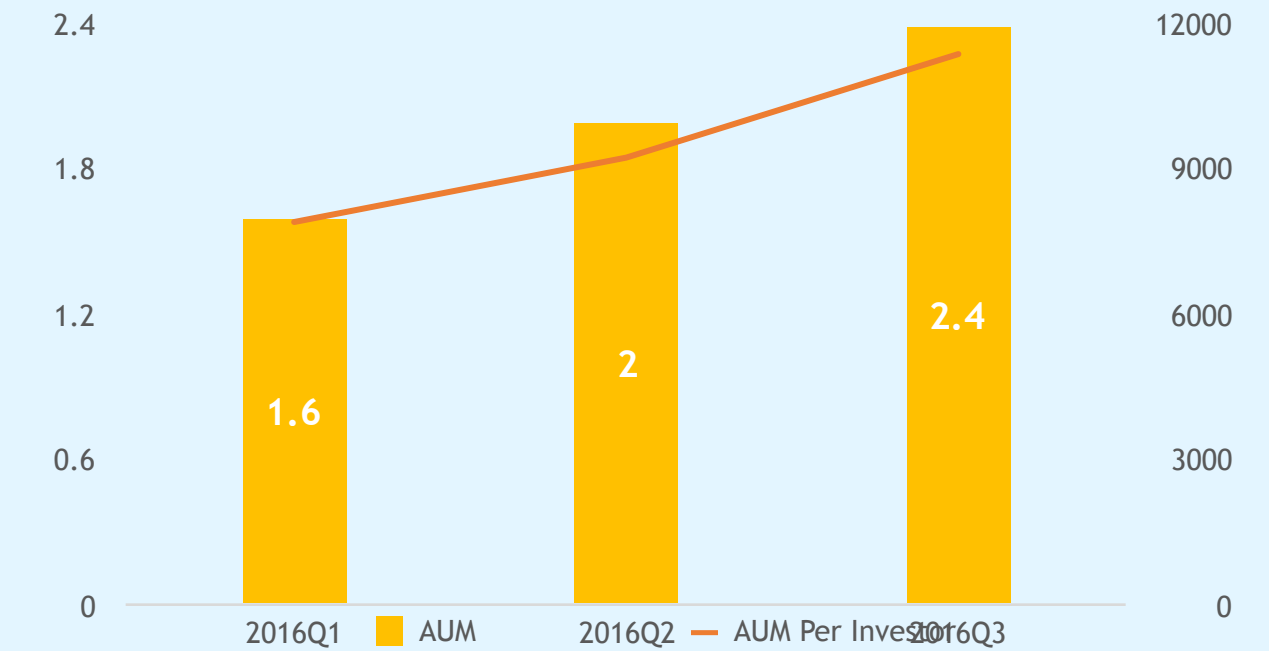
Cumulative Borrowers 397,495

Cumulative Loan Facilitated (\$ billion)

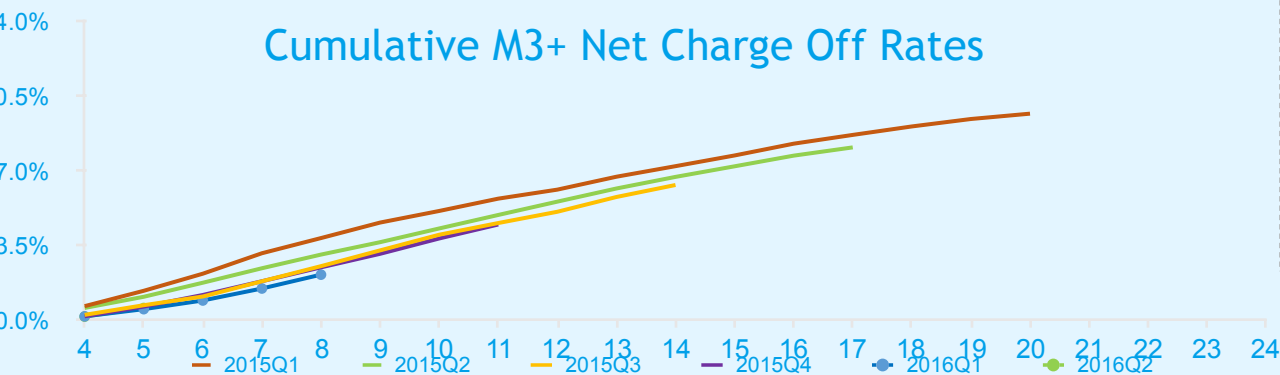


Cumulative Investors 750,227

AUM (\$ billion) AUM and AUM per Investor AUM Per Investor (\$)



Cumulative M3+ Net Charge Off Rates



Source: Third Quarter 2016 Financial Results of Yirendai

IPO Return of 180%

The **FIRST** Chinese FinTech Company Listed on US Stock Market
2016 **BEST** Performer among Chinese Companies listed in the US



Source: Yahoo Finance; The IPO return is calculated between 18 Dec. 2015 and 16 Dec. 2016

International Recognition



P2P lending regulation
good in the long run:
CreditEase



THE WALL STREET JOURNAL

MARKETS | STOCKS | IPOs

Yirendai IPO Could Pave Way for More Fintech Listings

The popularity of Yirendai's IPO suggests there is strong investor demand for such companies.



Bloomberg

Yirendai's Cong: China's P2P Rules a **Great Step Forward**



Morgan Stanley

Recent regulations and tax benefit provide more business opportunities; maintain OW



Needham

Loan Volume Strength Continues; Maintaining BUY - Raising Target



Yirendai's Goal for 2020

宜信
CreditEase

宜人贷
www.yirendai.com

Annual Transaction Volume Exceeds
¥100 billion (\$15 billion)

Challenges

Lack of
Credit Awareness

Lack of
Standard Credit Rating System

Lack of
Bureau Data

Organized Fraud

Yirendai Enabling Platform



Challenges in China's FinTech Environment

Lack of
Awareness

Lack of Rating

Lack of
Bureau

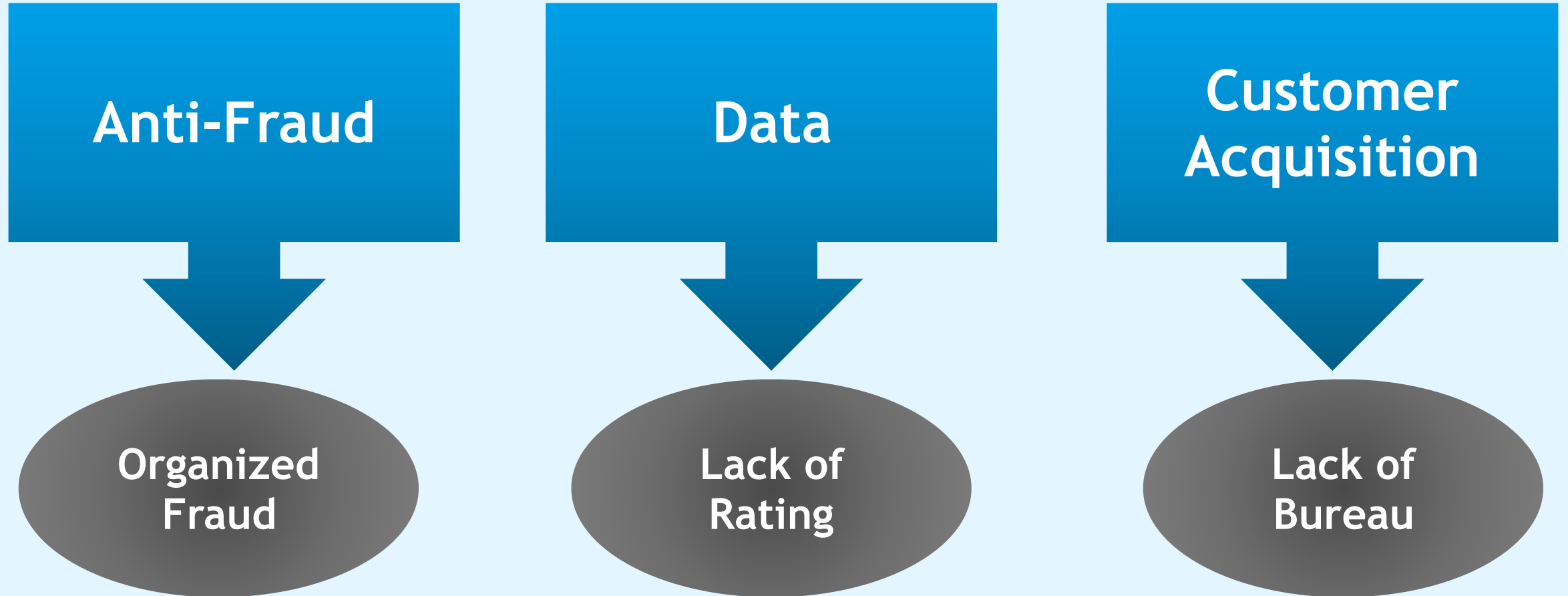
Organized
Fraud

CONTINUOUS
Education Needed

TOUGH
Risk Management
Requirements

HIGH
Customer Acquisition Cost

TREMENDOUS
Anti-fraud Efforts



Keywords of Yirendai

Leading

Enabling

Accurate

Driving

Tested

Intelligent

Proven

Yirendai Enabling Platform Solution

Anti-Fraud

Behavior Data
Application
Data
Device Data

Data

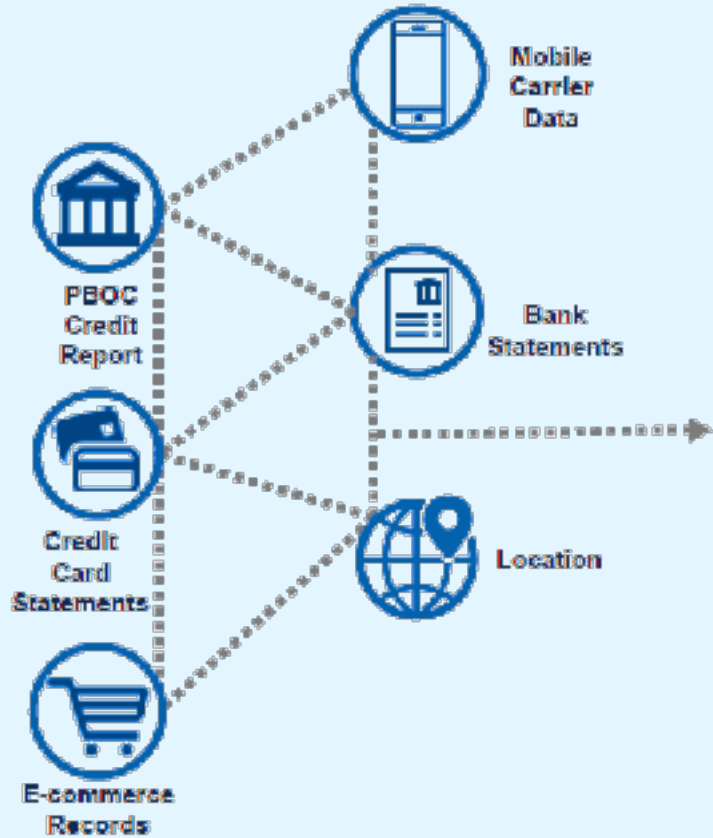
Honeycomb
Real-Time
Data Capture
and Analysis

Customer
Acquisition

Qualified Leads
Customer Data
Analysis

Reports - Analytic - Monitoring

Data Source



Real-Time Data
Capture
and Analysis System

Proprietary Data Analysis Platform

- Adapted to Chinese market
- Aggregates and analyzes data
- Credit Scoring: partner with CreditEase and ZhiCheng AFu

Serving the Needs of More Borrowers

➤ Medium to High Credit Score

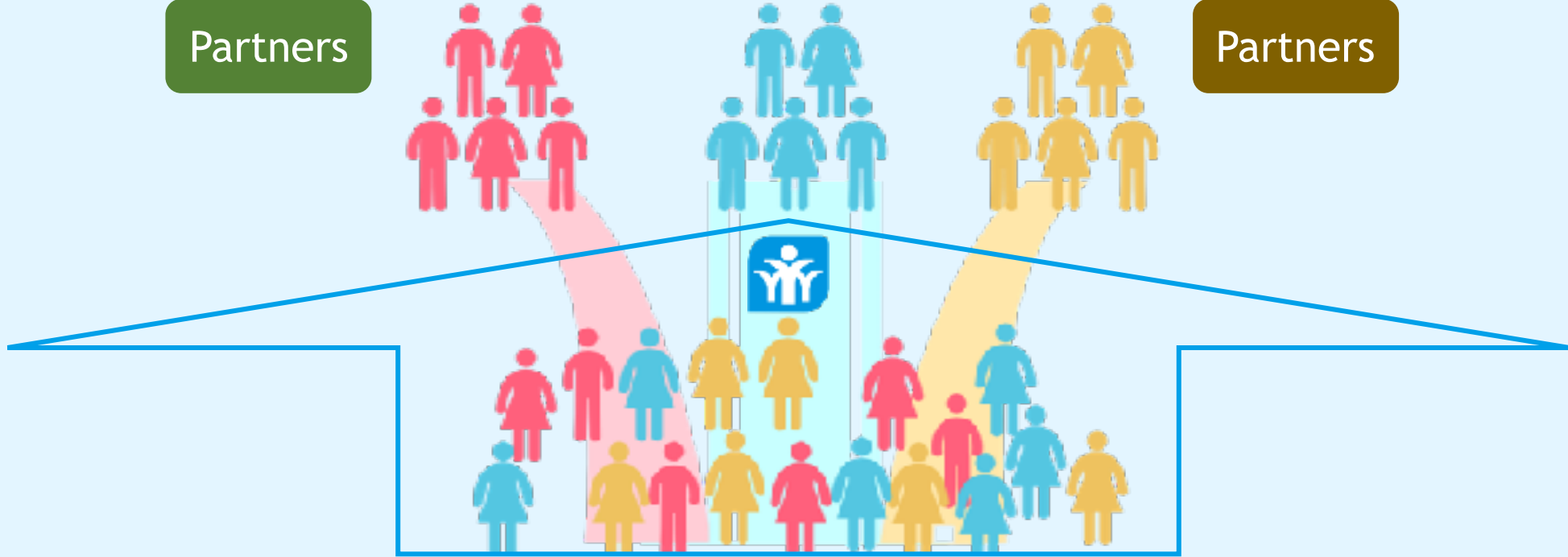


➤ Low Credit Score

Partners

➤ Lower Credit Score

Partners



Over 20 million
Registered Users

400,000
Successful Borrowers

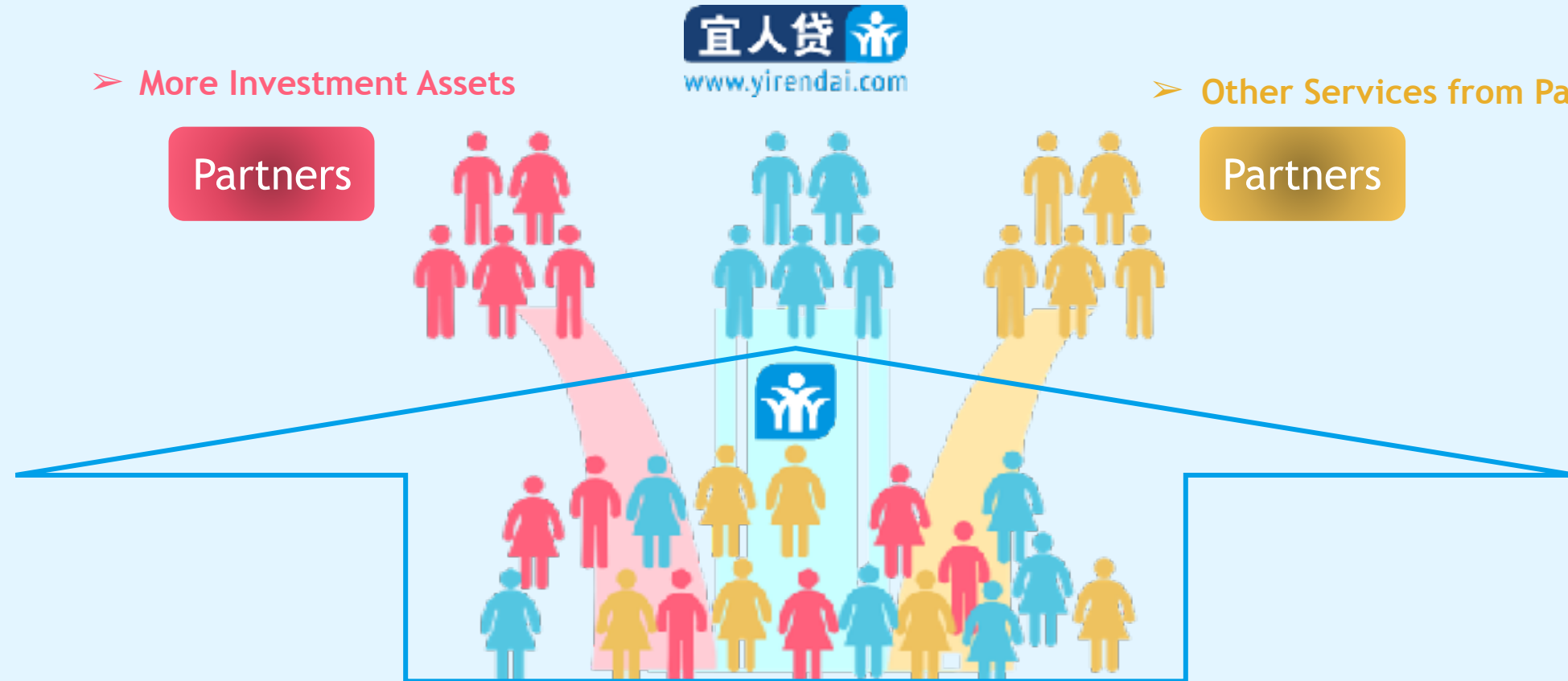
Collaboration with
Partners and CreditEase

Satisfying More Investment Needs for Investors

➤ Online Mass Affluent

➤ More Investment Assets

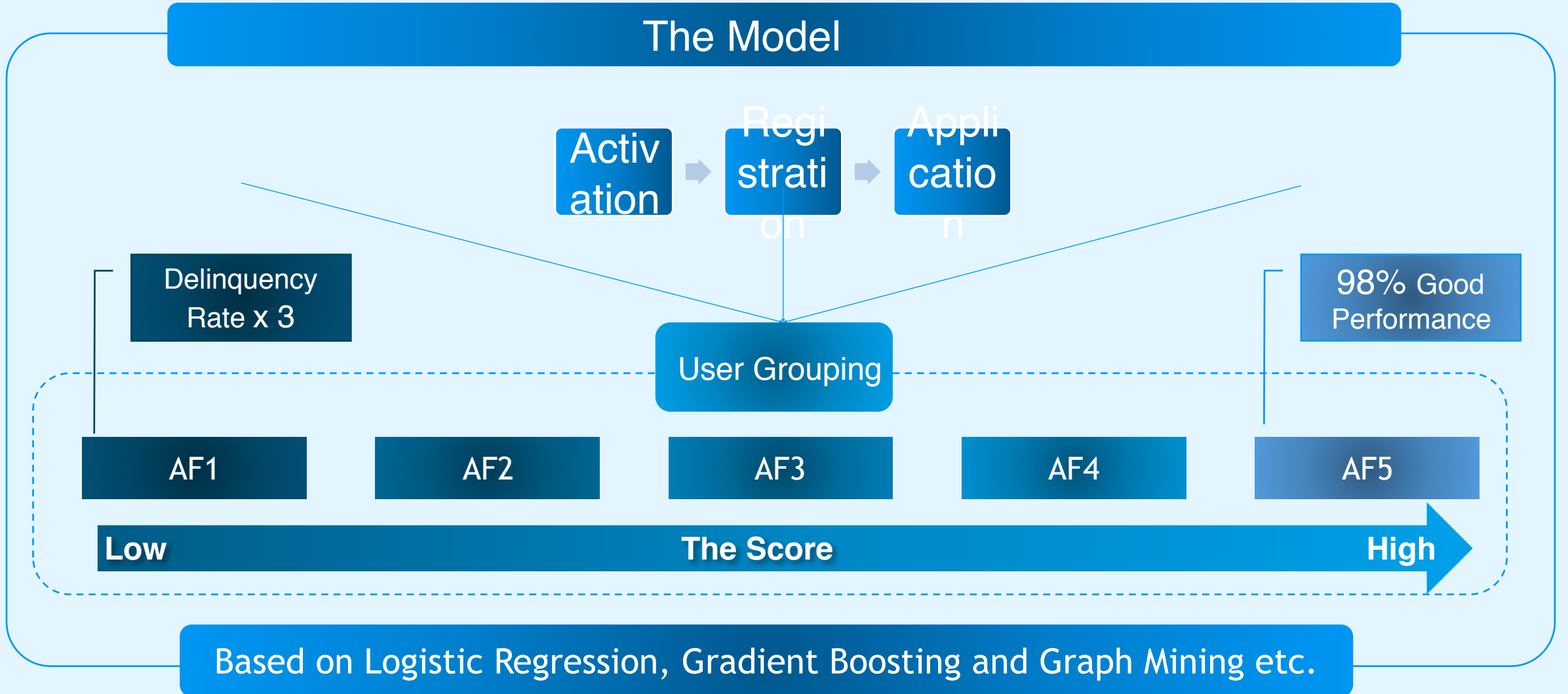
➤ Other Services from Partners



Over 4 million
Registered Users

800,000
Successful Investors

Collaboration with
Partners and CreditEase



Make the Industry More Efficient

Anti-Fraud

Data

Customer
Acquisition



Making Greatness Happen
www.yirendai.com