



**OneConnect Financial
Technology Co., Ltd.**

Stock Code: OCFT.US | 06638.HK

专业，科技创造价值

Technology Creates Value Through Expertise

金融壹账通2022年第3季度业绩发布会

OCFT Earnings Release - Third Quarter Results 2022

2022年11月10日

Nov 10, 2022



声明

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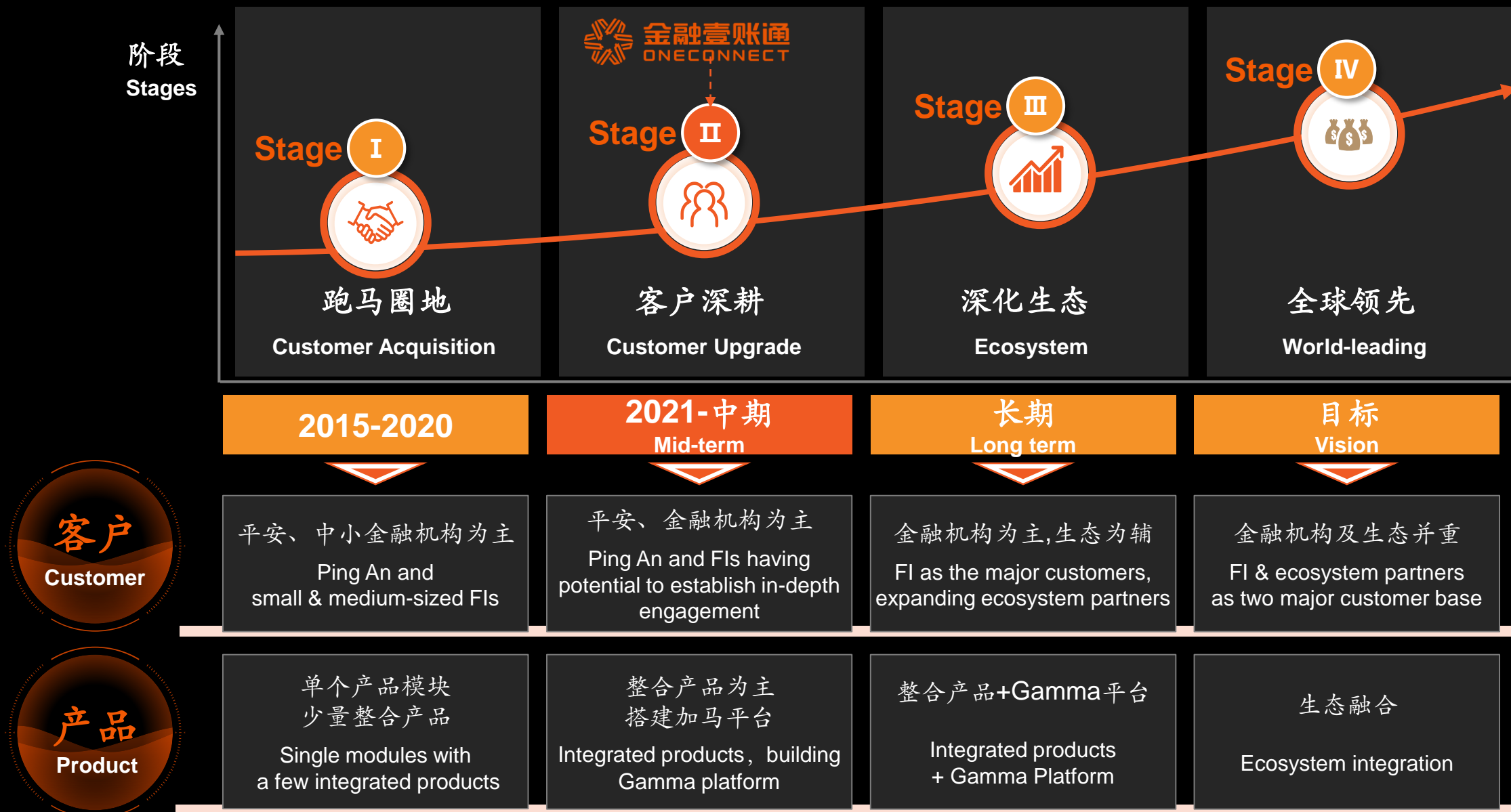
This presentation contains “forward-looking” statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and as defined in the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as “will,” “expects,” “anticipates,” “future,” “intends,” “plans,” “believes,” “estimates,” “explore,” “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 the Company’s control. Forward-looking statements involve inherent risks and uncertainties. A number of factors could cause actual results to differ materially from those contained in any forward-looking statement, including but not limited to the following: the Company’s limited operating history in the technology-as-a-service for financial institutions industry; its ability to achieve or sustain profitability; the tightening of laws, regulations or standards in the financial services industry; the Company’s ability to comply with the evolving regulatory requirements in the PRC and other jurisdictions where it operates; its ability to maintain and enlarge the customer base or strengthen customer engagement; its ability to maintain its relationship with Ping An Group, which is its strategic partner, most important customer and largest supplier; its ability to compete effectively to serve China’s financial institutions; the effectiveness of its technologies, its ability to maintain and improve technology infrastructure and security measures; its ability to protect its intellectual property and proprietary rights; its ability to maintain or expand relationship with its business partners and the failure of its partners to perform in accordance with expectations; its ability to protect or promote its brand and reputation; its ability to timely implement and deploy its solutions; its ability to obtain additional capital when desired; litigation and negative publicity surrounding China-based companies listed in the U.S.; disruptions in the financial markets and business and economic conditions; the Company’s ability to pursue and achieve optimal results from acquisition or expansion opportunities; the duration of the COVID-19 outbreak, including the emergence of COVID variants, and its potential impact on the Company’s business and financial performance; and assumptions underlying or related to any of the foregoing. Further information regarding these and other risks is included in the Company’s annual report on Form 20-F and other filings with the SEC. The Company, its officers, advisors, or representatives undertakes no obligation to update or revise these forward-looking statements for events or circumstances that occur subsequent to the date of this presentation, except as required under applicable law.

The unaudited consolidated financial information is prepared in accordance with International Financial Reporting Standards (IFRS). This presentation contains certain financial measures that are not recognized under the IFRS. Non-IFRS measures are used in gross profit and gross margin, adjusted to exclude non-cash items, which consist of amortization of intangible assets recognized in cost of revenue, depreciation of property and equipment recognized in cost of revenue, and share-based compensation expenses recognized in cost of revenue. The Company regularly reviews non-IFRS gross profit and non-IFRS gross profit margin to assess the performance of its business. By excluding non-cash items, these financial metrics allow the Company to evaluate the cash conversion of one dollar revenue on gross profit. The Company uses these non-IFRS financial to evaluate its ongoing operations and for internal planning and forecasting purposes. The Company believes that non-IFRS financial information, when taken collectively, is helpful to investors because it provides consistency and comparability with past financial performance, facilitates period-to-period comparisons of results of operations, and assists in comparisons with other companies, many of which use similar financial information. The Company also believes that presentation of the non-IFRS financial measures provides useful information to its investors regarding its results of operations because it allows investors greater transparency to the information used by the Company in its financial and operational decision making so that investors can see through the eyes of the Company’s management regarding important financial metrics that the management uses to run the business as well as allowing investors to better understand the Company’s performance. However, non-IFRS financial information is presented for supplemental informational purposes only, and should not be considered a substitute for financial information presented in accordance with IFRS, and may be different from similarly-titled non-IFRS measures used by other companies. In light of the foregoing limitations, you should not consider non-IFRS financial measure in isolation from or as an alternative to the financial measure prepared in accordance with IFRS. Whenever the Company uses a non-IFRS financial measure, a reconciliation of these non-IFRS financial measures to their most directly comparable IFRS financial measures. For more information on non-IFRS financial measures, please see the table captioned “Reconciliations of IFRS and non-IFRS results (Unaudited)” set forth at the end of this presentation.

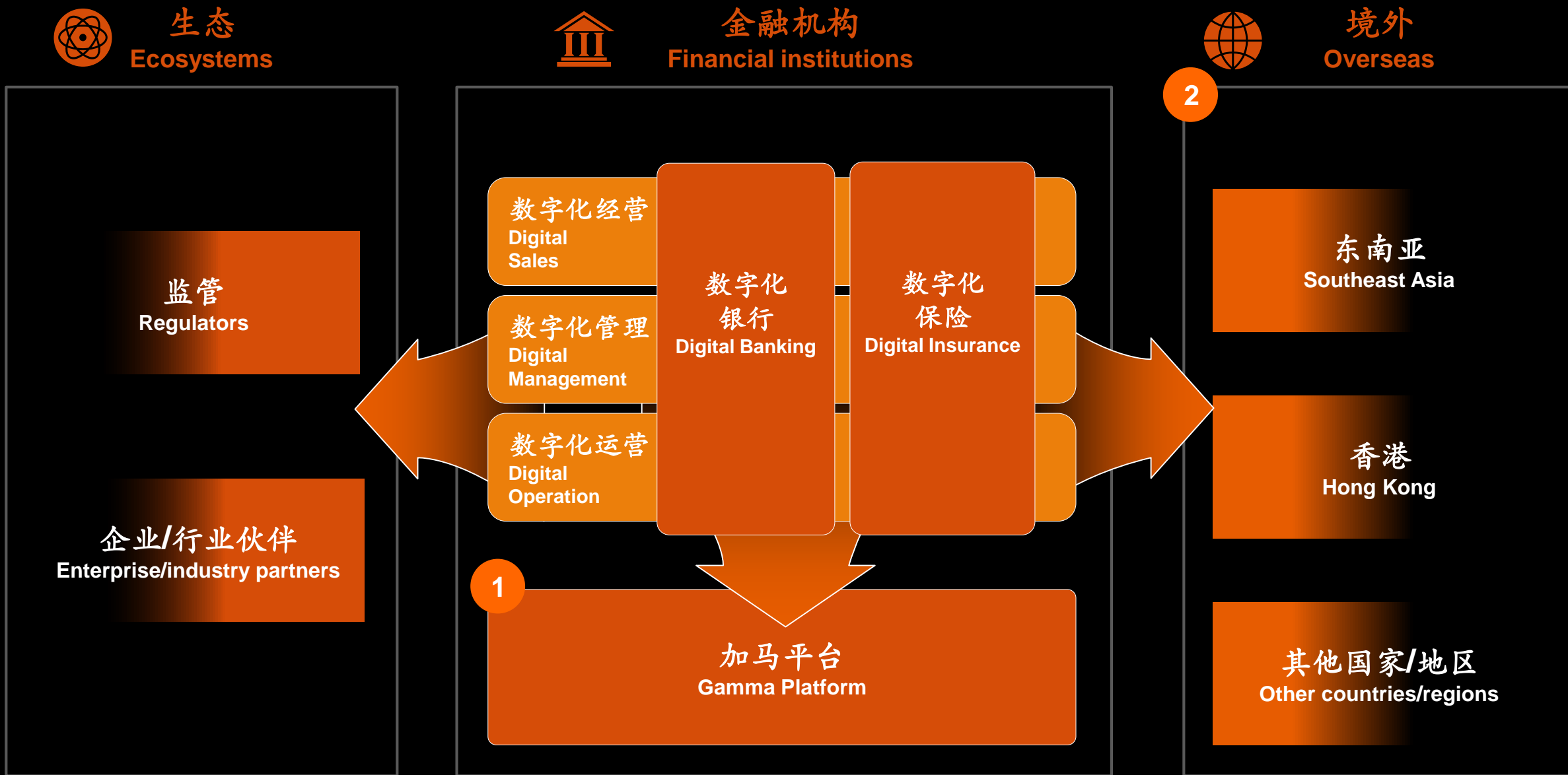
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第一部分：业务亮点
Part I: Business Highlights

第二部分：财务亮点
Part II: Financial Highlights



第二阶段发展 Stage II Development



二阶段客户深耕 - 持续获得客户认可

Stage II Customer Upgrade - Key Wins

NOT EXHAUSTIVE
非穷尽

数字化银行
Digital Banking

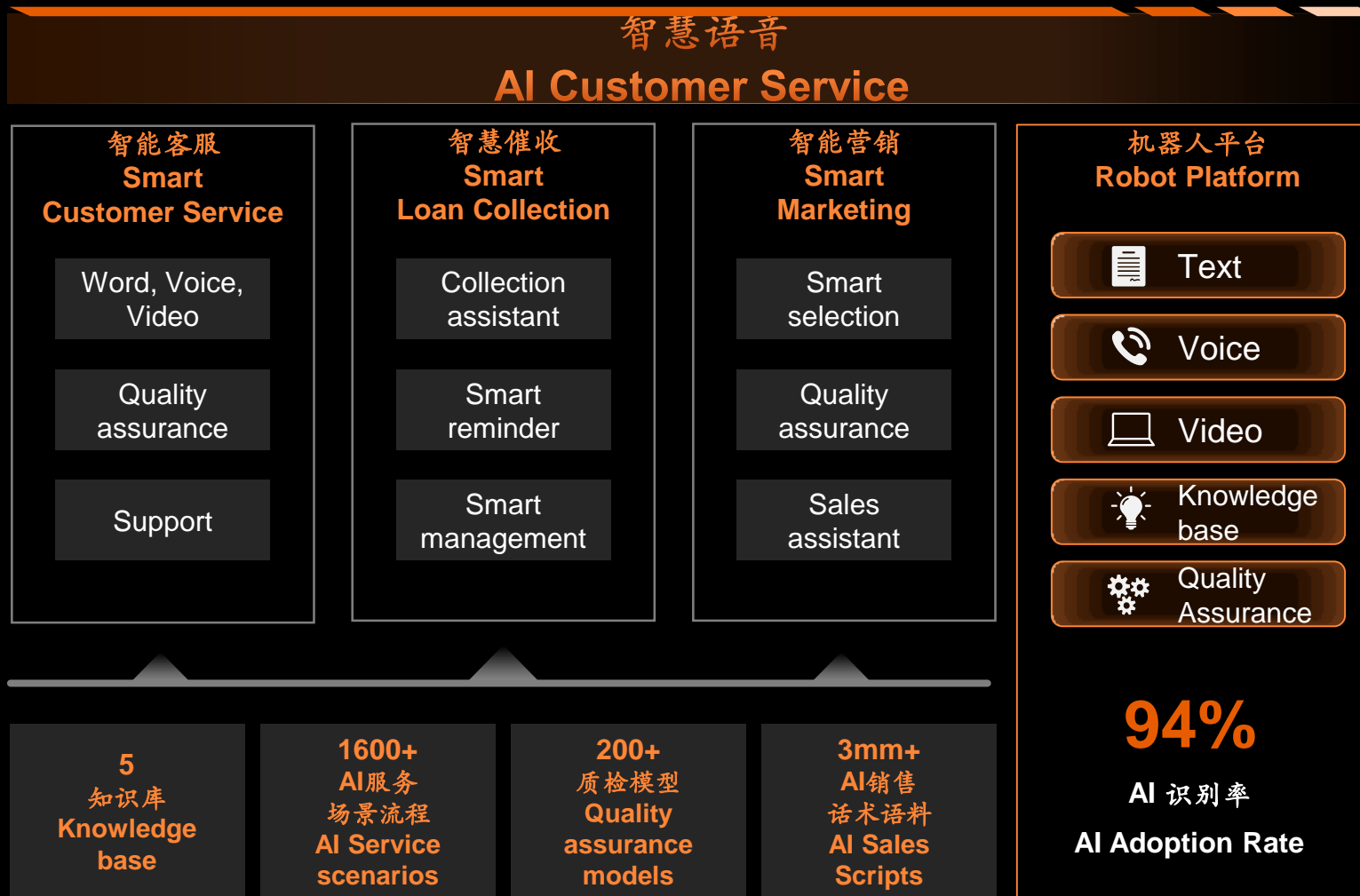
华夏银行
 浦发银行
 宁波银行
 苏州银行
 浙江民泰商业银行
 广西北部湾银行
 国家开发银行

数字化保险
Digital Insurance

大家保险
 泰康在线
 锦泰保险
 利宝保险

加马平台

贵州银行
 北京银行
 重庆银行
 UnionPay 银联
 盛京银行
 贵州省农村信用社



亮点 Highlights

高增长

Rapid Growth

同比客户数
in customer number

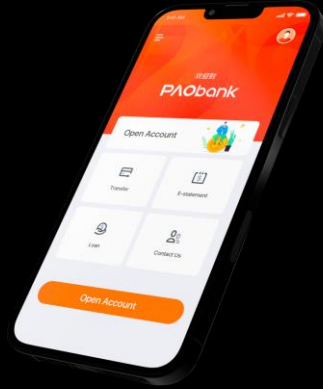
高粘性

Deepened Customer Engagement

高净扩张率
High NER

2 海外业务继续保持高速发展 (1/2) Rapidly Developing Overseas Business (1/2)

香港虚拟银行业务发展势头强劲 Strong Momentum of HK VB Business



1 Day
全线上数字化开户
Online account opening

~30%
首次获批贷款企业主
First Timer Loan Applicant

1st
香港虚拟银行21年收入增速排名
Ranking in FY21 Revenue Growth



《亚洲货币》
杰出中小企业银行服
务奖
Asia Money
Hong Kong's Best
Bank for SMEs



知名财经媒体《欧洲货币》
(Euromoney) 评为中小
企银行业务领导者
Euromoney
SME Banking Business
Leaders



获《信报财经新闻》“金
融服务卓越大奖2022 –
“卓越中小企业虚拟银行”
奖项
Hong Kong Economic
Journal – Excellent
SME Virtual Bank

香港征信公司开业筹备进展顺利 Significant Progress to OC CRA Launch



资质
Qualification

获批个人征信业务营业资格
Approved as Consumer Credit Reference
Agency in HK

业务
Business

计划在香港市场提供三大类服务：
Three Business Focus in HK:

- 传统征信业务
Traditional Credit Reference Business
- 创新征信业务
Innovative Credit Reference Business
- 跨境服务（如跨境征信报告）
Cross-border Business, e.g. Cross-
border Credit Reference Report

2 海外业务继续保持高速发展 (2/2)
Rapidly Developing Overseas Business (2/2)

阿联酋业务进一步扩展
UAE Business Expansion

与阿布扎比国际金融中心
共建中小企业数字化融资平台

Collaborate with Abu Dhabi Global Market
on Digital SME Financing Platform

寿险新产品海外突破
Life Insurance Product Win

客户
Customer

寿险代理人
Life Agent

与一家全球前50的国际保险公司建立战略合作
Strategic Cooperation with a Top-50 Global
Insurance Company

共建全能代理人产品
Launch All-in-one Solution for Life Agents

产品管理：持续升级，提升产品价值

Product Management: Product Upgrade to Capture Higher Value



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提升标准功能，并在多家客户上得以验证

Enhance feature standardization testified by customers

- 银行板块：打通对公和零售贷款系统，形成统一的中台
Banking: Integrate commercial and retail banking systems and build up a middle platform based on a unified architecture
- 加马平台：完善数据中台系统，提升智慧语音的AI能力
Gamma Platform: Improve the data middle platform and upgrade the AI capabilities of AI Customer Services

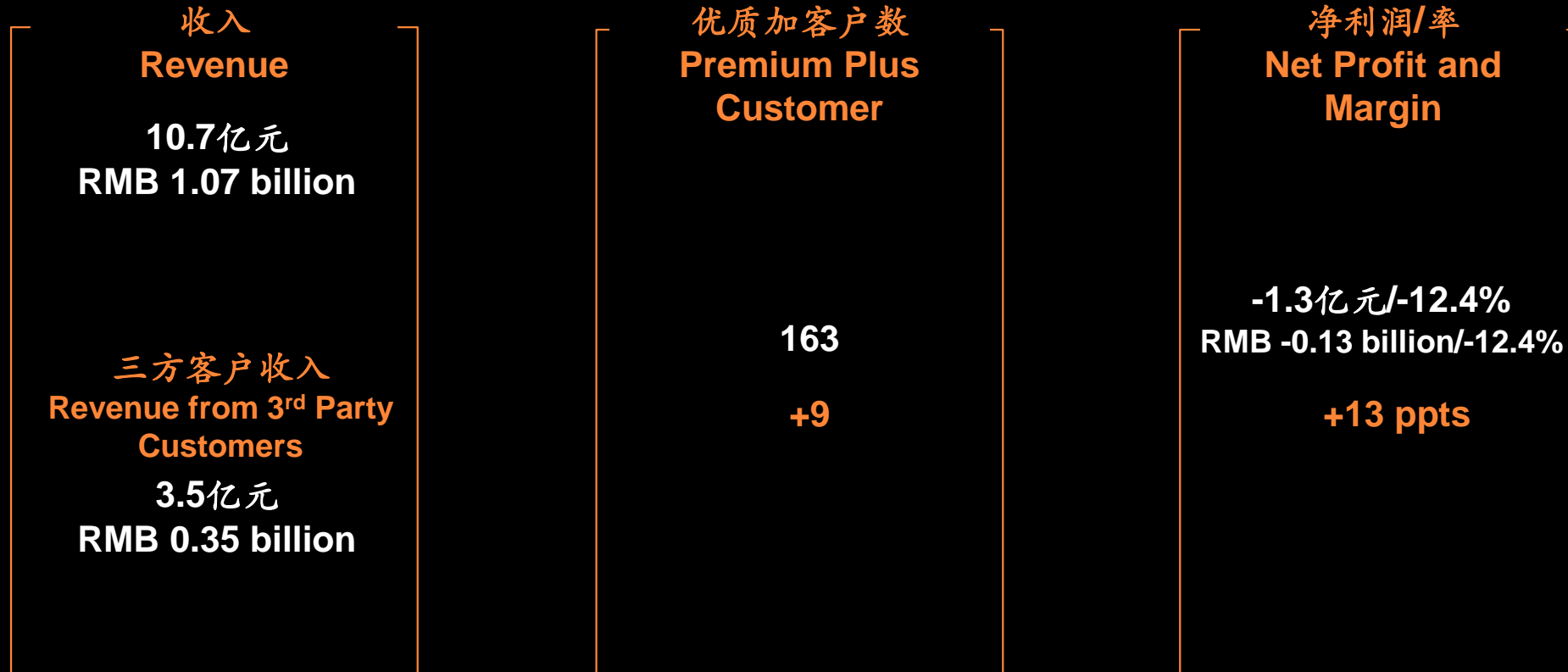
提升投产

Improving ROI

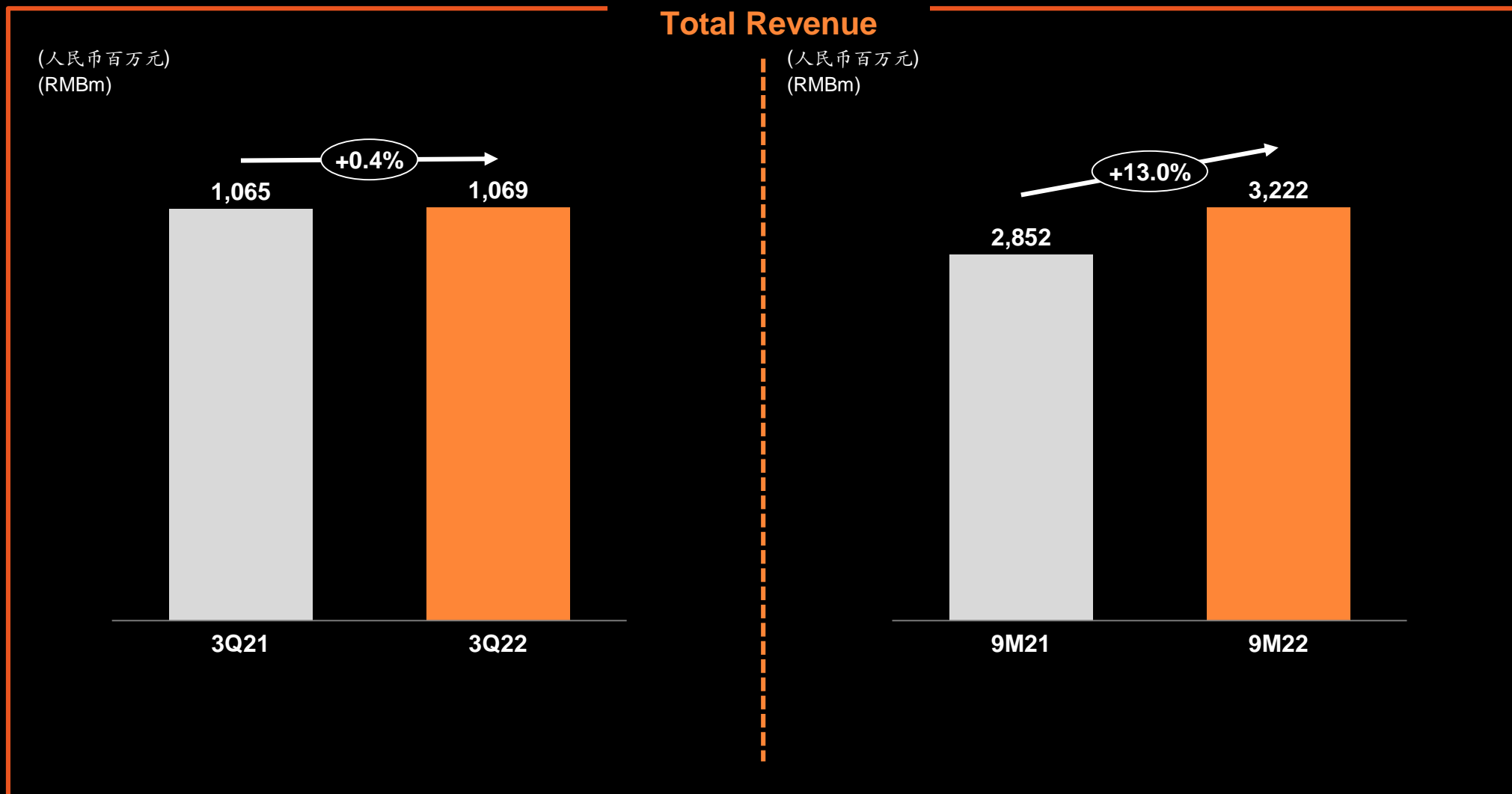
- 引导提升标准化产品比重
Customer education in standardized product adoption

第一部分：业务亮点
Part I: Business Highlights

第二部分：财务亮点
Part II: Financial Highlights

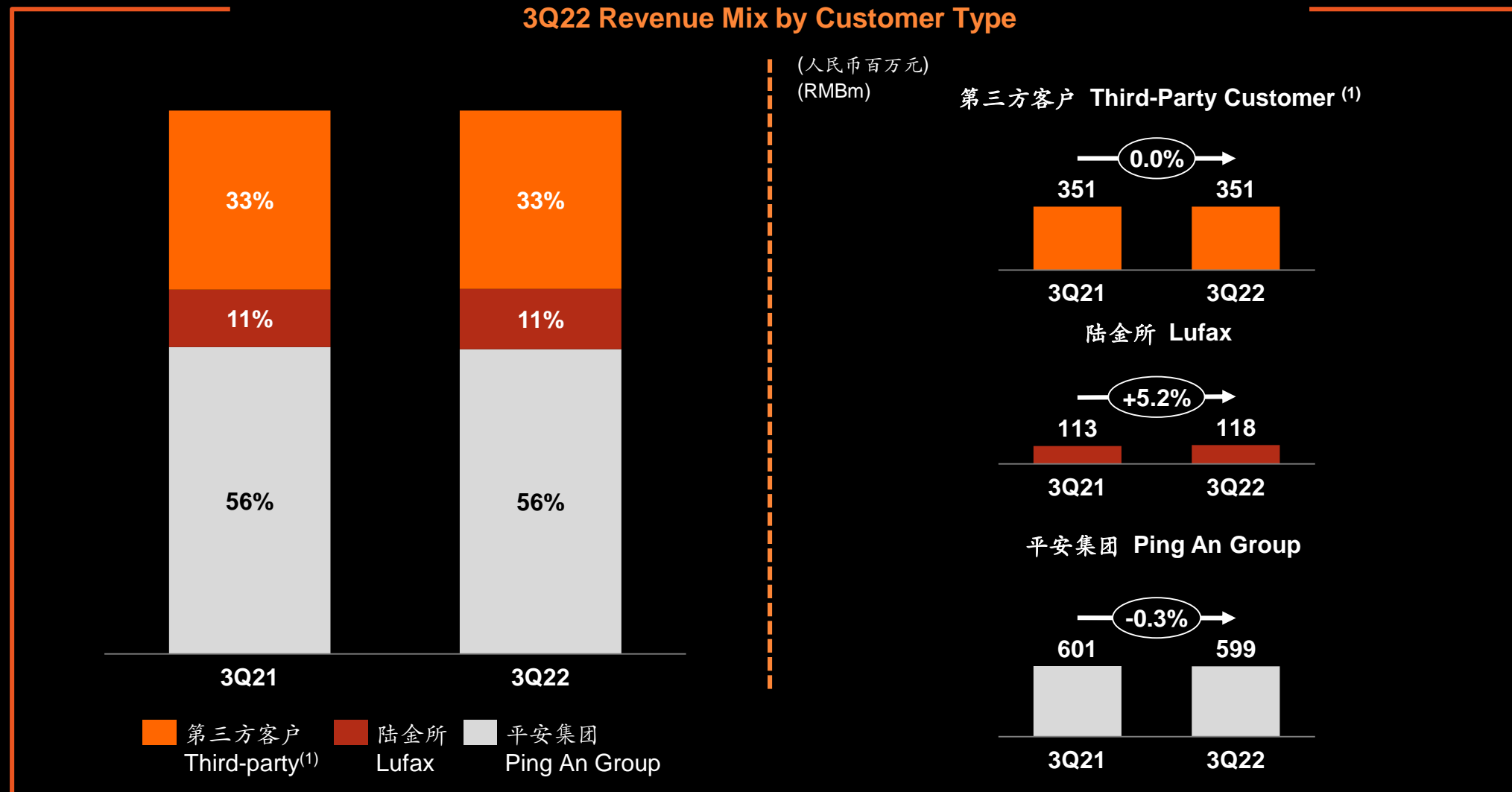


收入维持稳定 Stable Revenue



客户构成持续稳定 Stable Customer Mix

3Q22 收入客户构成 3Q22 Revenue Mix by Customer Type



Note:

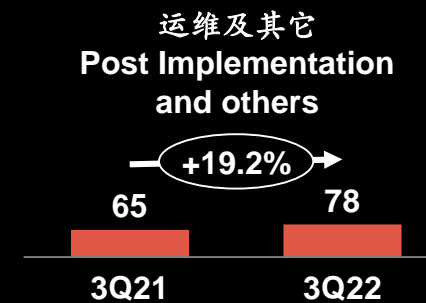
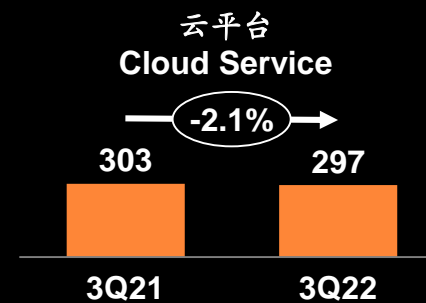
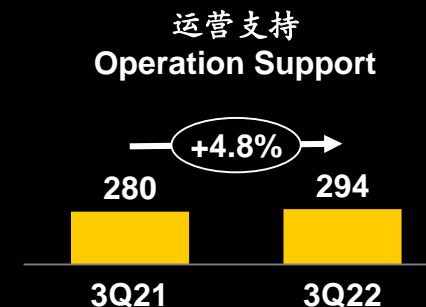
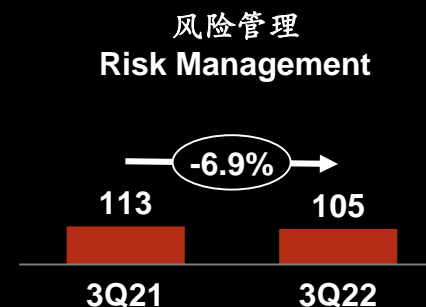
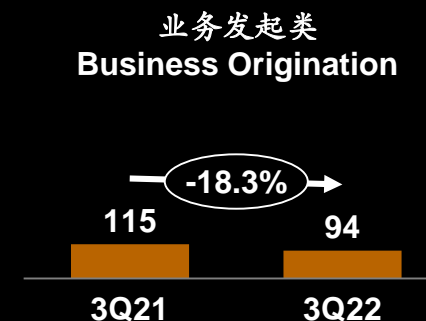
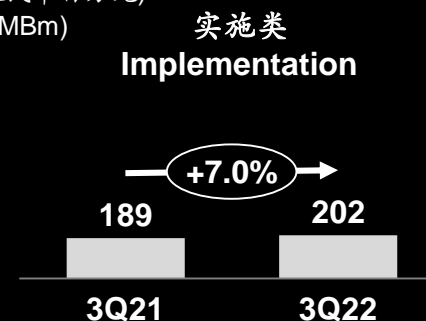
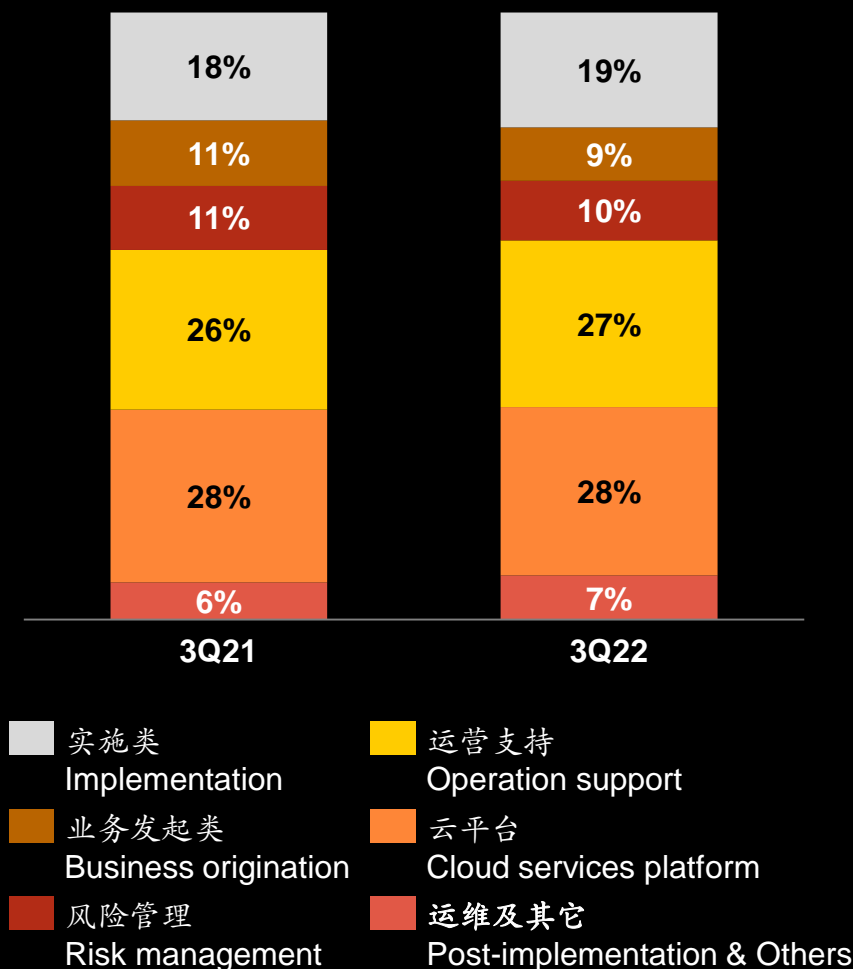
1. 第三方客户指收入贡献低于公司当期总收入占比5%的客户

1. Third-party customers refer to customers with revenue contribution of less than 5% of total



3Q22 收入构成业务类型
3Q22 Revenue Mix by Business Type

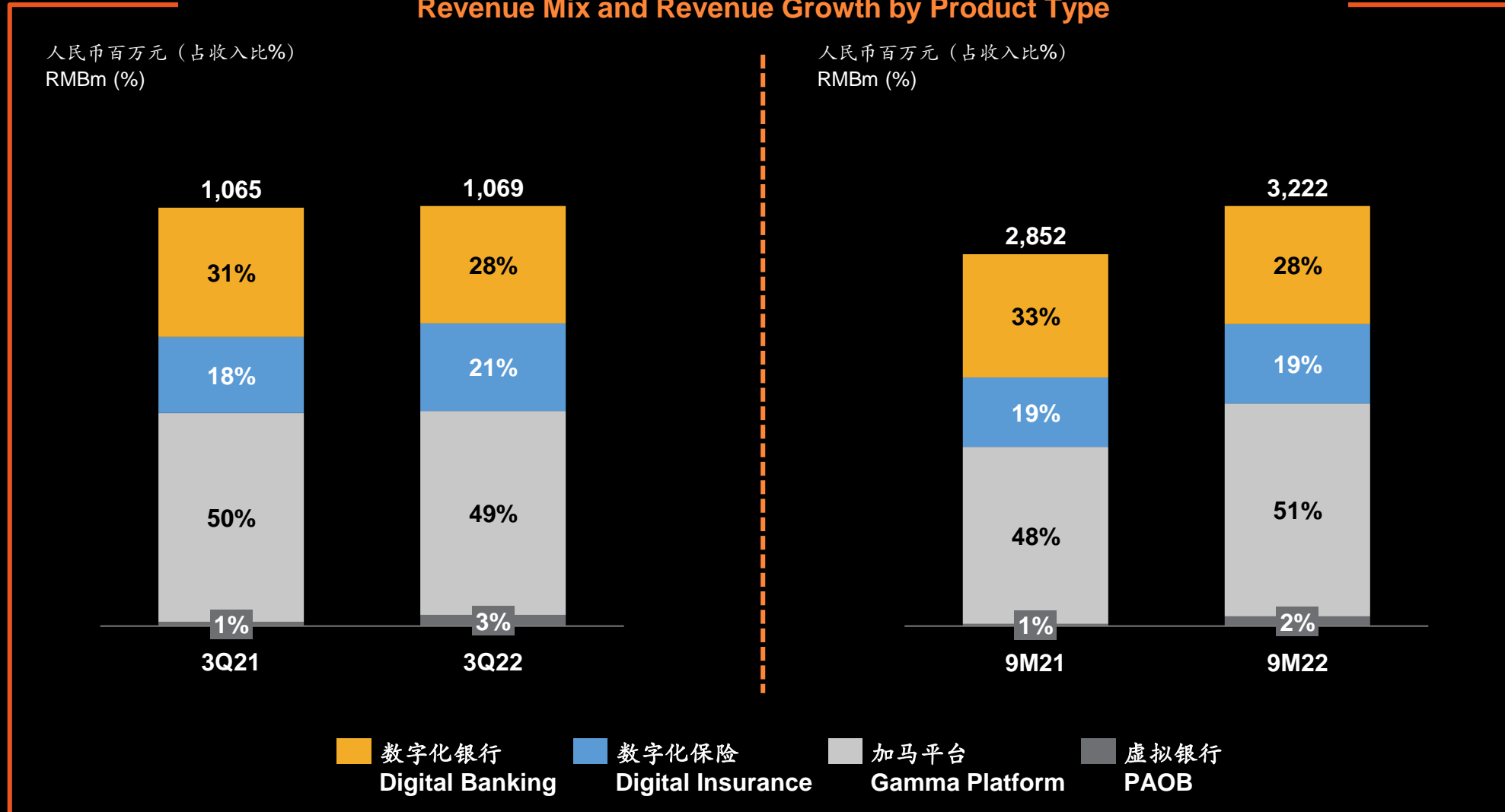
(人民币百万元)
(RMBm)



Note:
(1) 因保留小数原因, 合计数字或有误差
(1) Numbers may not add up due to rounding

收入构成分产品板块

Revenue Mix and Revenue Growth by Product Type



Note:

(1) 因保留小数原因，合计数字或有误差

(1) Numbers may not add up due to rounding

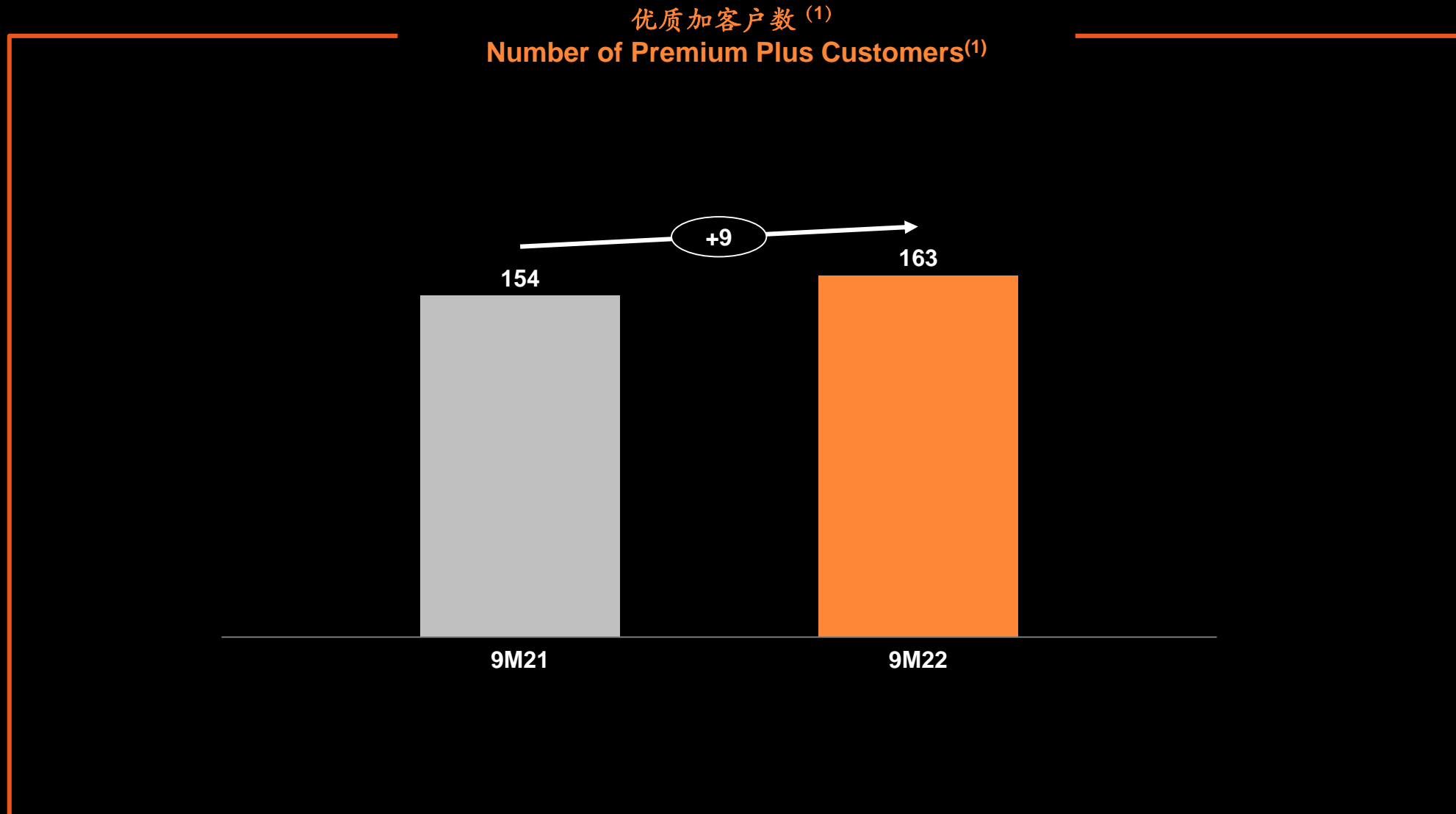
优质加客户数持续增长

Steady Increase of Number of Premium Plus Customers



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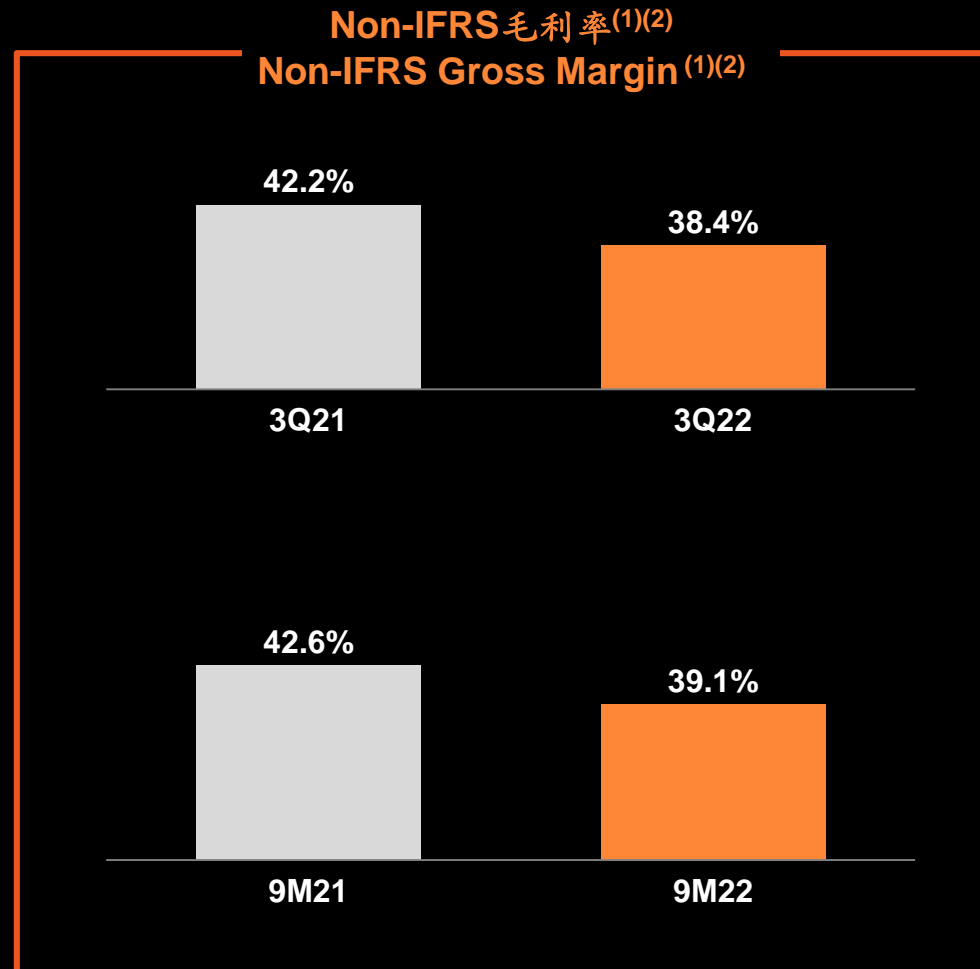
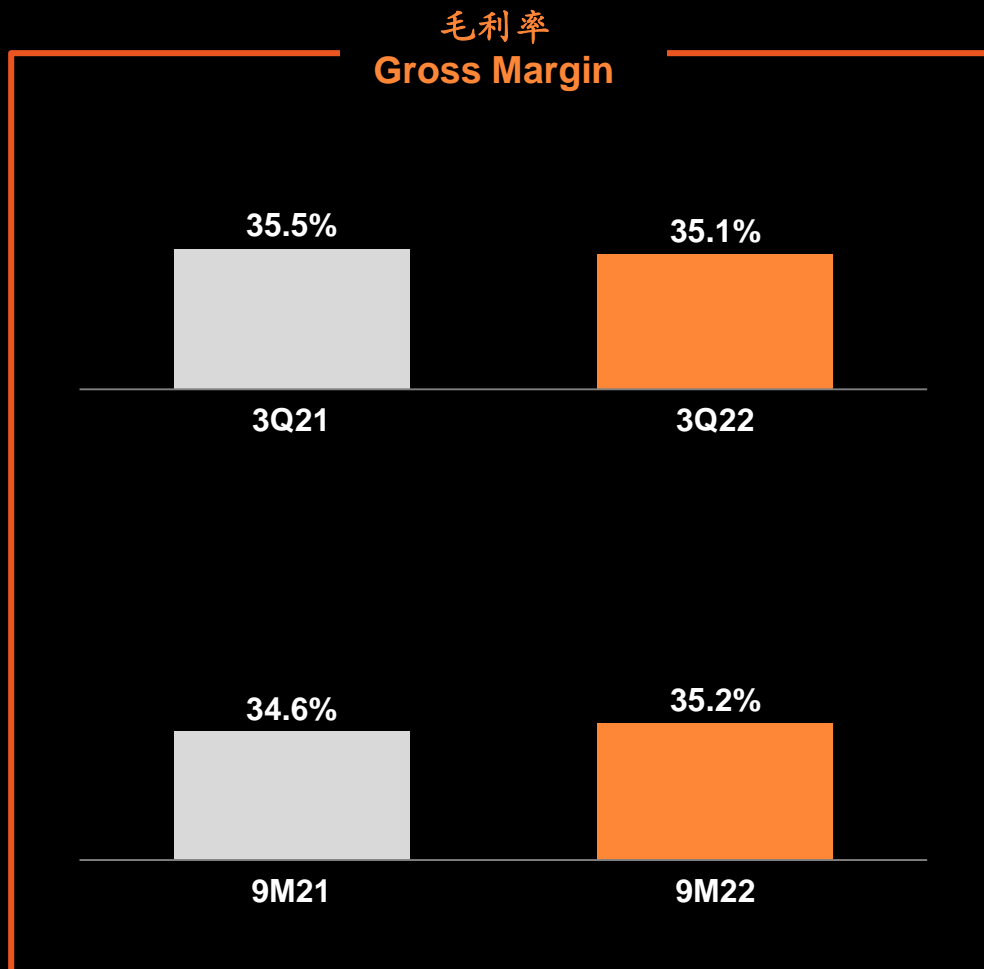


Note:

(1) 优质加客户指除平安集团及其子公司客户以外，为公司贡献100万及以上年收入的客户

(1) Premium plus customers refer to our customers that contribute annual revenue of at least RMB 1 million, excluding Ping An Group and its subsidiaries.

三季度毛利维持稳定 Stable Gross Margin



Notes:

(1) 调整包含计入成本部分的非现金项，具体包括无形资产摊销、固定资产折旧、股份支付支出

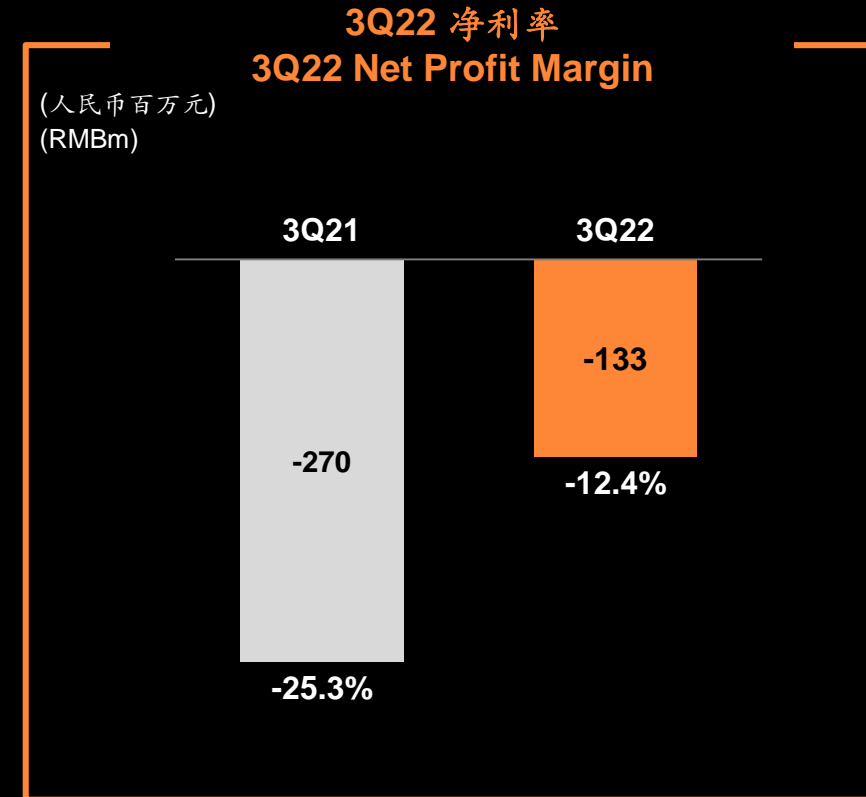
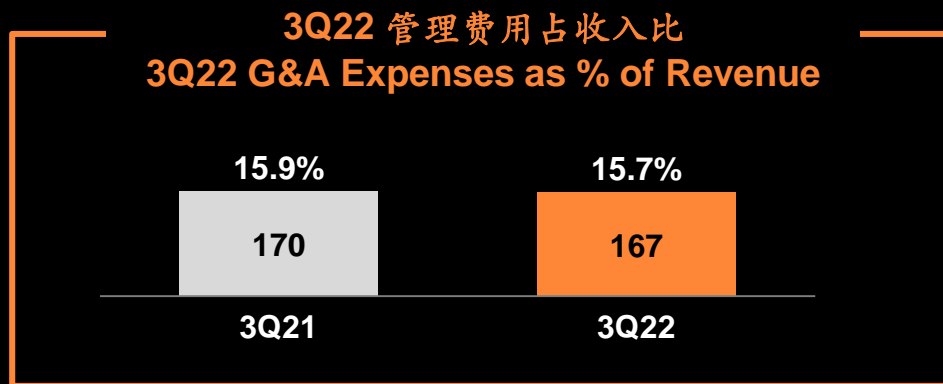
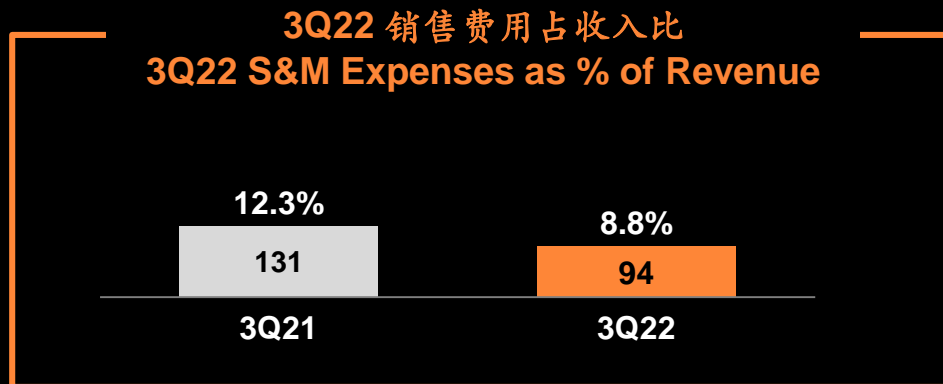
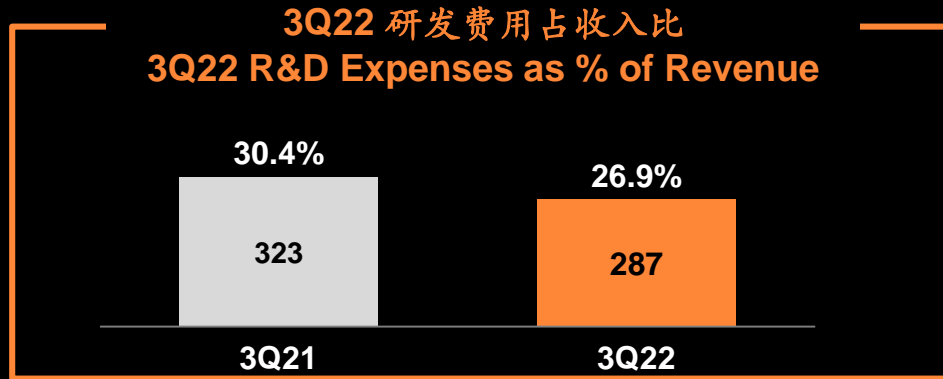
(1) Adjusted to exclude non-cash items including amortization of intangible assets recognized in cost of revenue, depreciation of property and equipment recognized in cost of revenue, and share-based compensation expenses recognized in cost of revenue.

(2) 具体调整数据请参阅本演讲稿末尾部分的“IFRS及Non-IFRS口径调整逻辑（未经审计）”

(2) For more details on this non-IFRS financial measure, please see the table captioned “Reconciliation of IFRS and Non-IFRS Results (Unaudited)” set forth at the end of this presentation

亏损持续大幅收窄

Substantial Improvement in Profit Margin



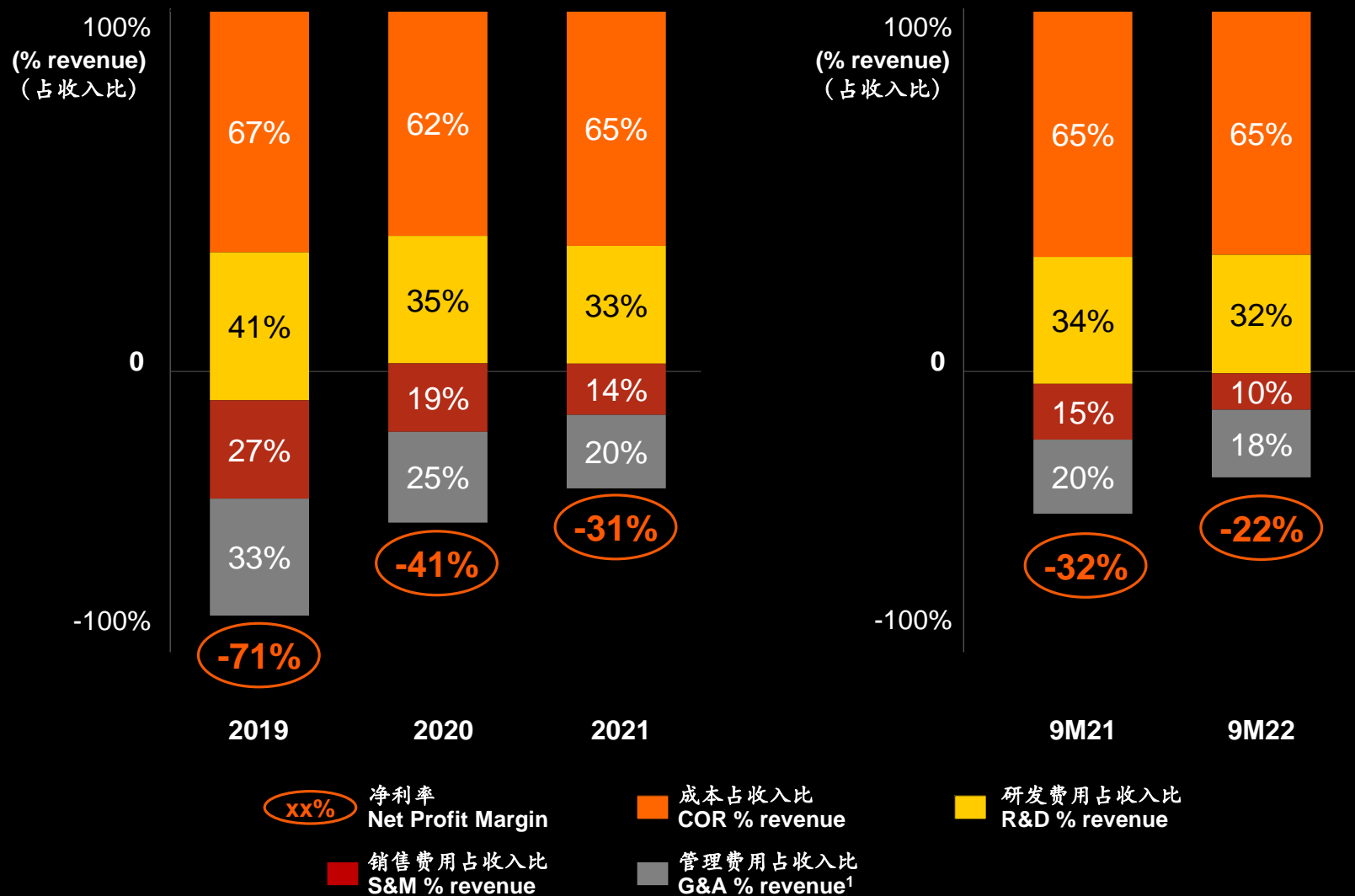
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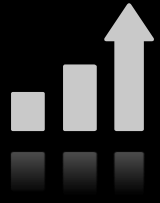
(1) 因保留小数原因，合计数字或有误差

(1) Numbers may not add up due to rounding

净利润率持续优化

Further Improvement of Net Profit Margin





三方收入增长

Growing Revenue from 3rd Party Customer



中期盈利目标

Cost Discipline towards Path to Profitability

关键业绩指标

Key Financial Metrics

	第三季度 Three Months Ended September 30			1-9月 Nine Months Ended September 30		
	2021	2022	YoY	2021	2022	YoY
(百万人民币, 除百分比及每股数据) (RMBm, except percentages and per share figures)						
收入 Revenue	1,065	1,069	0.4%	2,852	3,222	13.0%
毛利 Gross Profit	378	375	-1.0%	987	1,134	14.9%
毛利率 Gross Margin	35.5%	35.1%	-0.5 ppt	34.6%	35.2%	+0.6 ppt
Non-IFRS 毛利率 ⁽¹⁾ Non-IFRS Gross Margin ⁽¹⁾	42.2%	38.4%	-3.8 ppt	42.6%	39.1%	-3.6 ppt
营运利润 Operating Profit	-283	-155	-45.3%	-1,025	-785	-23.1%
营运利润率 Operating Margin	-26.6%	-14.5%	+12.1 ppt	-35.9%	-24.3%	+11.6 ppt
归母净利润 Net Profit to Shareholders	-270	-133	-50.8%	-923	-695	-24.7%
归母净利润率 Net Profit Margin	-25.3%	-12.4%	+12.9 ppt	-32.4%	-21.6%	+10.8 ppt
每股净利润 Net Profit per share	-0.24	-0.12		-0.83	-0.63	

Note:

(1) 调整包含计入成本部分的非现金项目, 具体包括无形资产摊销、固定资产折旧、股份支付支出, 具体调整数据请参阅本演讲稿末尾部分的“IFRS及Non-IFRS口径调整逻辑(未经审计)”

(1) Non-IFRS gross margin adjusted to exclude non-cash items including amortization of intangible assets recognized in the cost of revenue, depreciation of property and equipment recognized in the cost of revenue, and share-based compensation expenses recognized in the cost of revenue. For more details on this non-IFRS financial measure, please see the table captioned “Reconciliation of IFRS and Non-IFRS Results (Unaudited)” set forth at the end of this presentation.

(2) 因保留小数原因, 合计数字或有误差

(2) Numbers may not add up due to rounding

IFRS及Non-IFRS口径调整逻辑 (未经审计)

Reconciliation of IFRS and Non-IFRS Results (Unaudited)

	第三季度 Three Months Ended September 30		1-9月 Nine Months Ended September 30	
	2021	2022	2021	2022
(百万人民币, 除百分比数据) (RMBm, except percentages)				
毛利 Gross Profit	378	375	987	1,134
毛利率 Gross Margin	35.5%	35.1%	34.6%	35.2%
Non-IFRS口径调整⁽¹⁾ Non-IFRS Adjustment ⁽¹⁾				
无形资产摊销 Amortization of Intangible Assets	69	35	226	121
房屋及设备折旧 Depreciation of Property and Equipment	1.6	0.6	2.7	2.2
股份支付 Share-based Compensation	0.0	0.5	0.3	1.9
Non-IFRS毛利 Non-IFRS Gross Profit	449	411	1,216	1,259
Non-IFRS毛利率 Non-IFRS Gross Margin	42.2%	38.4%	42.6%	39.1%

Note:

(1) 仅统计计入成本的支出项调整

(1) Adjustment in cost of revenue

Q&A