



**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2季度暨中期业绩发布会

OCFT Earnings Release - Second Quarter and Interim Results 2022

**2022年8月17日
August 17, 2022**



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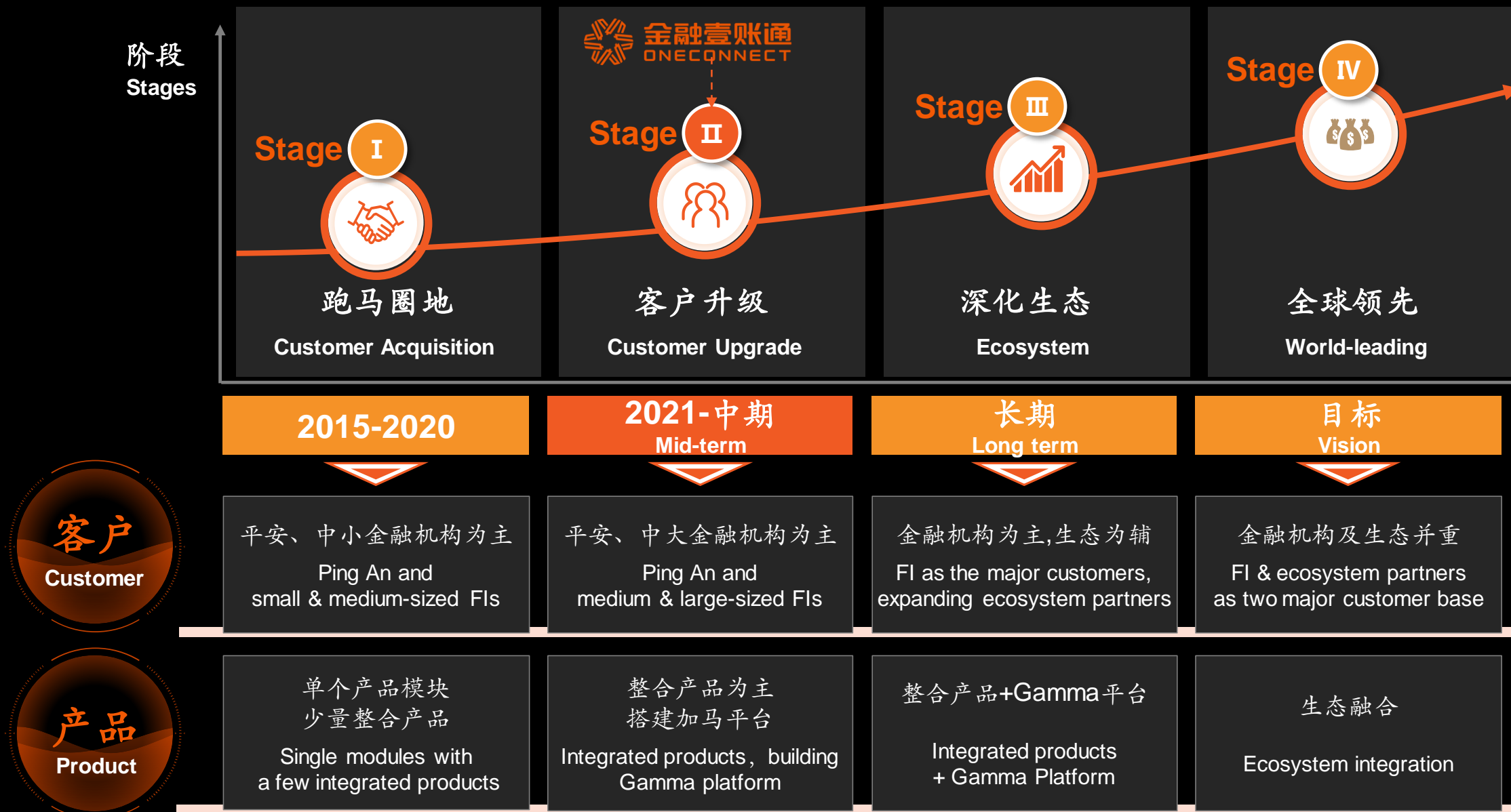
Thus presentation contains “forward-looking” statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and as defined in the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by terminology such as “will,” “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 is provided to the most closely applicable financial measure stated in accordance with IFRS. You are encouraged to review the related IFRS financial measures and the 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



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第一阶段
Stage I

第二阶段
Stage II



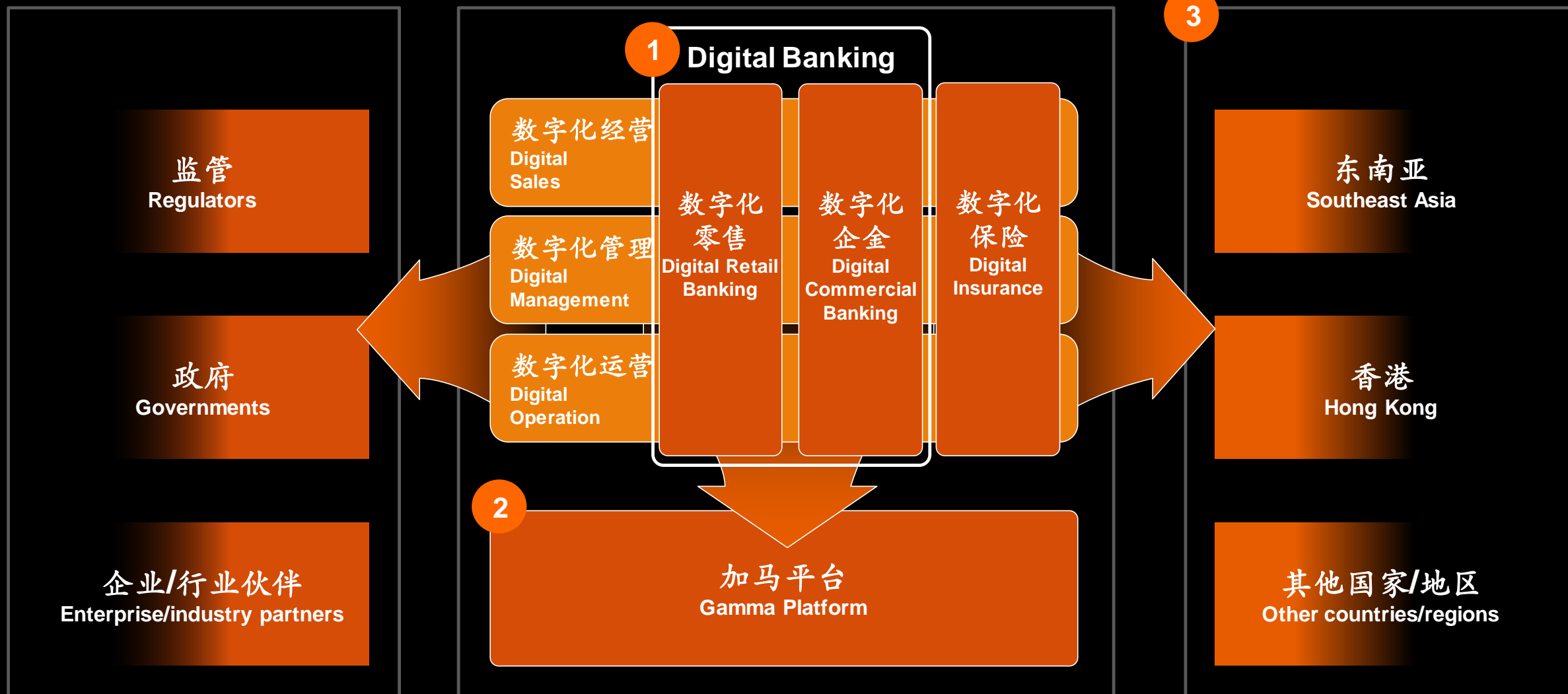
生态
Ecosystems



金融机构
Financial institutions



境外
Overseas



1 二阶段产品升级-成熟产品：零售银行不断深耕存量客户，打造高价值客户

Stage II Product Integration and Upgrade - Mature Products: Retail Banking Expanded to High-Value Customers

解决方案 Solutions

智能营销 Smart Marketing

AI银行客户经理工具 AI Banker App

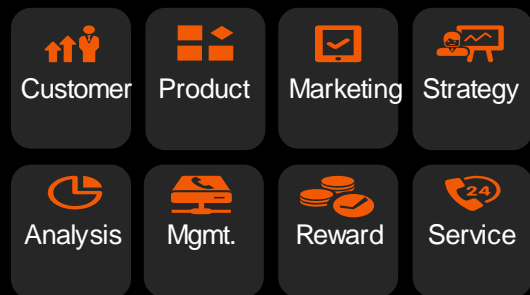
- 100%业务全覆盖
- 100% coverage of sales team daily activities



智能零售中台 Smart Mid-office Platform

提升科技系统灵活性 Configurable Mid-Office Platform

- 8大中心的零售业务中台，微服务、组件化、配置化
- Covering 8 functions



智能财富 Smart Wealth Management

提升业务数智化水平 Digital Wealth Management

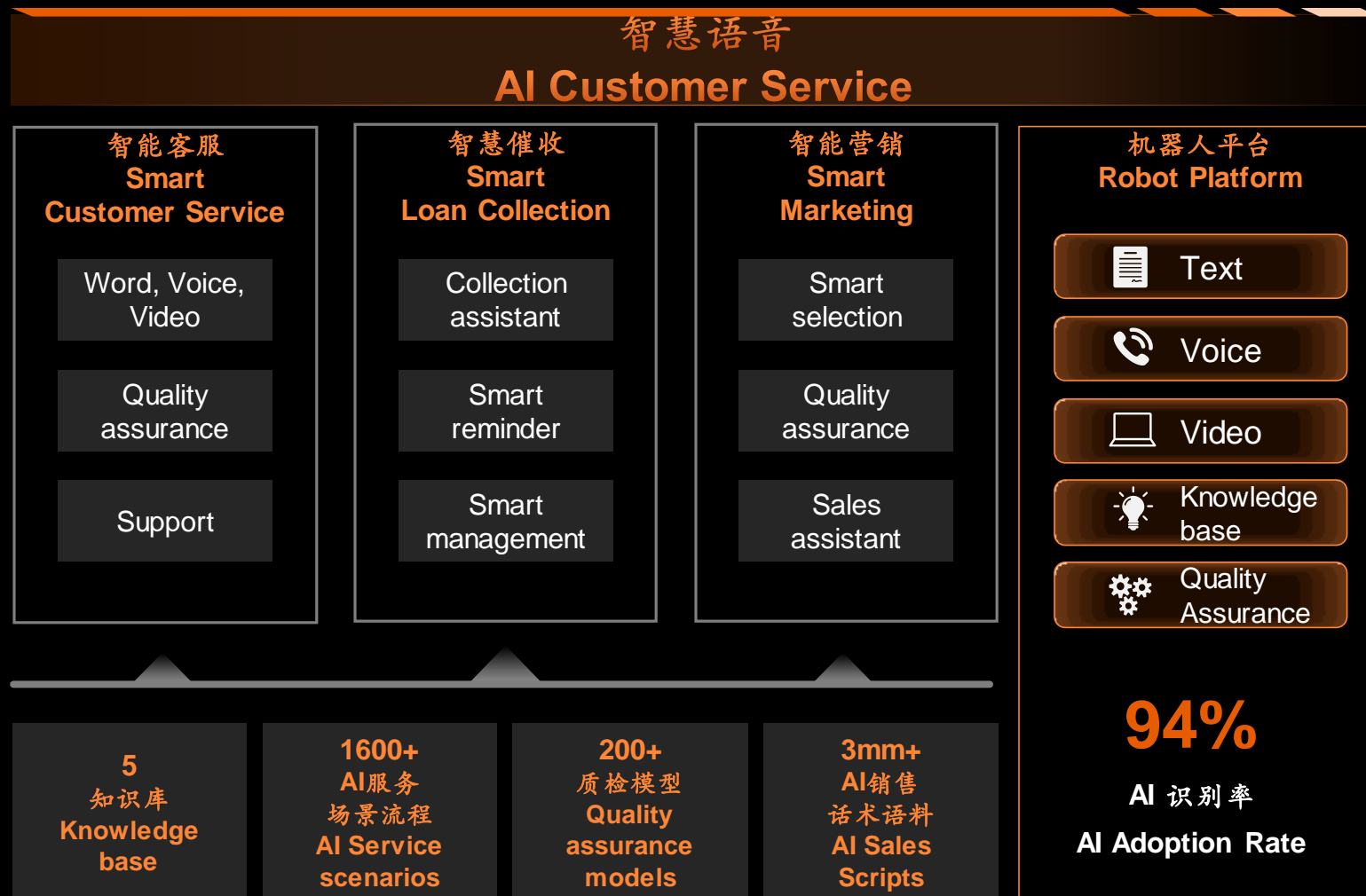
- 引入财富管理和远程银行，深化财富转型
- Developing Wealth management Digital Transformation



亮点 Highlights

客户深耕 Deepen Customer Engagement

单模块切入 升级整合产品 From single module to integrated product



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

海外业务拓展

Overseas Business Expansion

香港虚拟银行

Virtual Banking 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》

杰出中小企银行服务奖
Asia Money
Hong Kong's Best Bank
for SMEs

《亚洲银行家》

Top 100 数字化银行排名第45
香港VB中第一
Asian Bankers
Top 45 of Global Digital
Banking 1st in VB

《数字银行家》

用户体验奖
Digital CX
Best User Experience东南亚业务
SEA Business

- 与 **Pismo** 开展战略合作，向东南亚、中东地区中小银行输出 SaaS 核心系统
- Strategic collaboration with **Pismo** on SaaS Core banking system in SEA and Middle East
- 在 **CIMB Philippines** 上线云部署核心系统+移动银行+贷款平台全面体系
- CIMB Philippines's** cloud-based core banking system go-alive, together with mobile banking and lending platform

产品管理：持续迭代升级，提升产品价值

Product Management: Product Upgrade to Capture Higher Value



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数字化
银行
Digital
Banking

数字化
保险
Digital
Insurance

40+

上半年版本迭代

1H22 Version Updated

加马平台
Gamma Platform

- **标准功能完善：**营销更完备、风控更全面、运营场景更广泛、数据分析更智能
 - **Improved standardized features:** more comprehensive sales and risk management, broader operational scenarios, smarter analytical functions
-
- **架构灵活可配：**低代码开发、流程引擎配置
 - **Highly configurable software infrastructure :** low-code development, process configuration engine

第一部分：业务亮点
Part I: Business Highlights

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

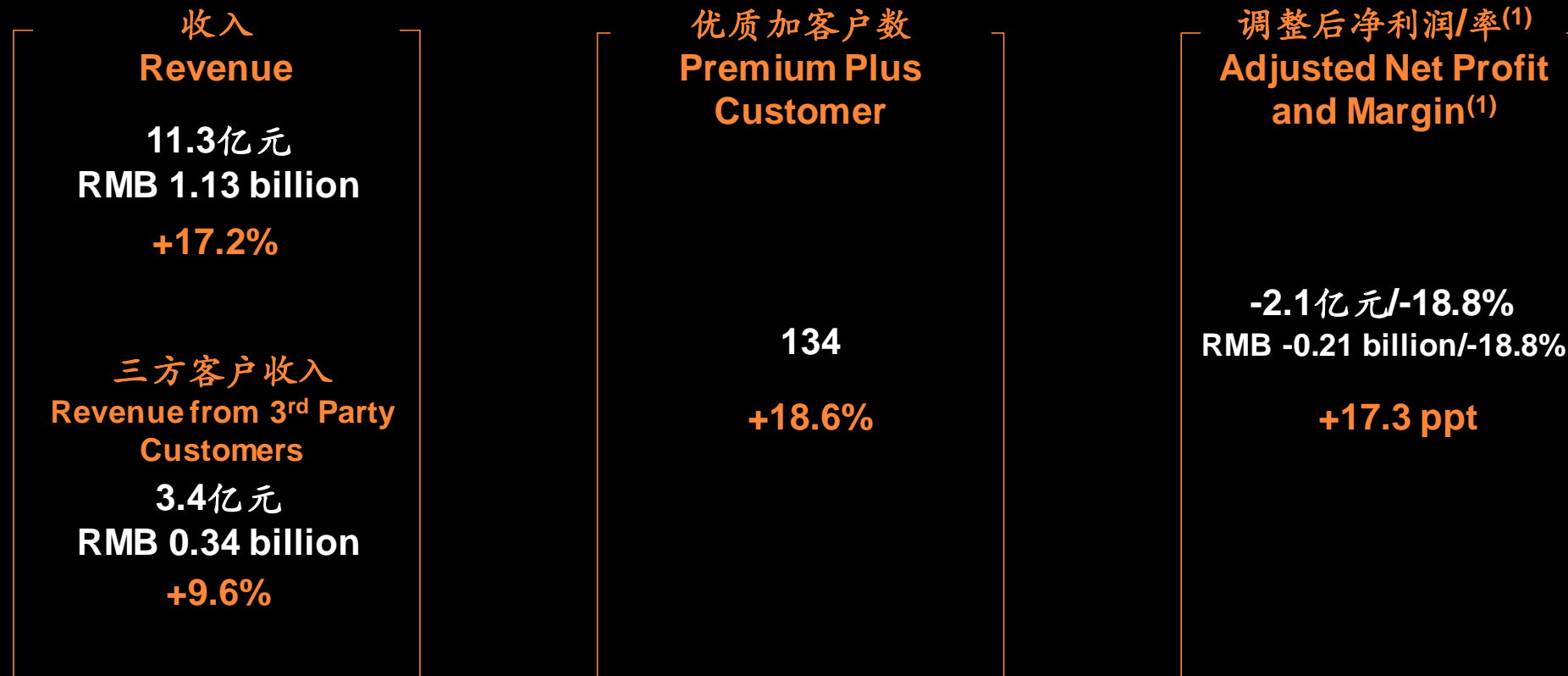
疫情期间，取得了高增长、盈利持续改善的好成绩

Solid Results with Strong Topline Growth and Improved Profit Margin amid Pandemic



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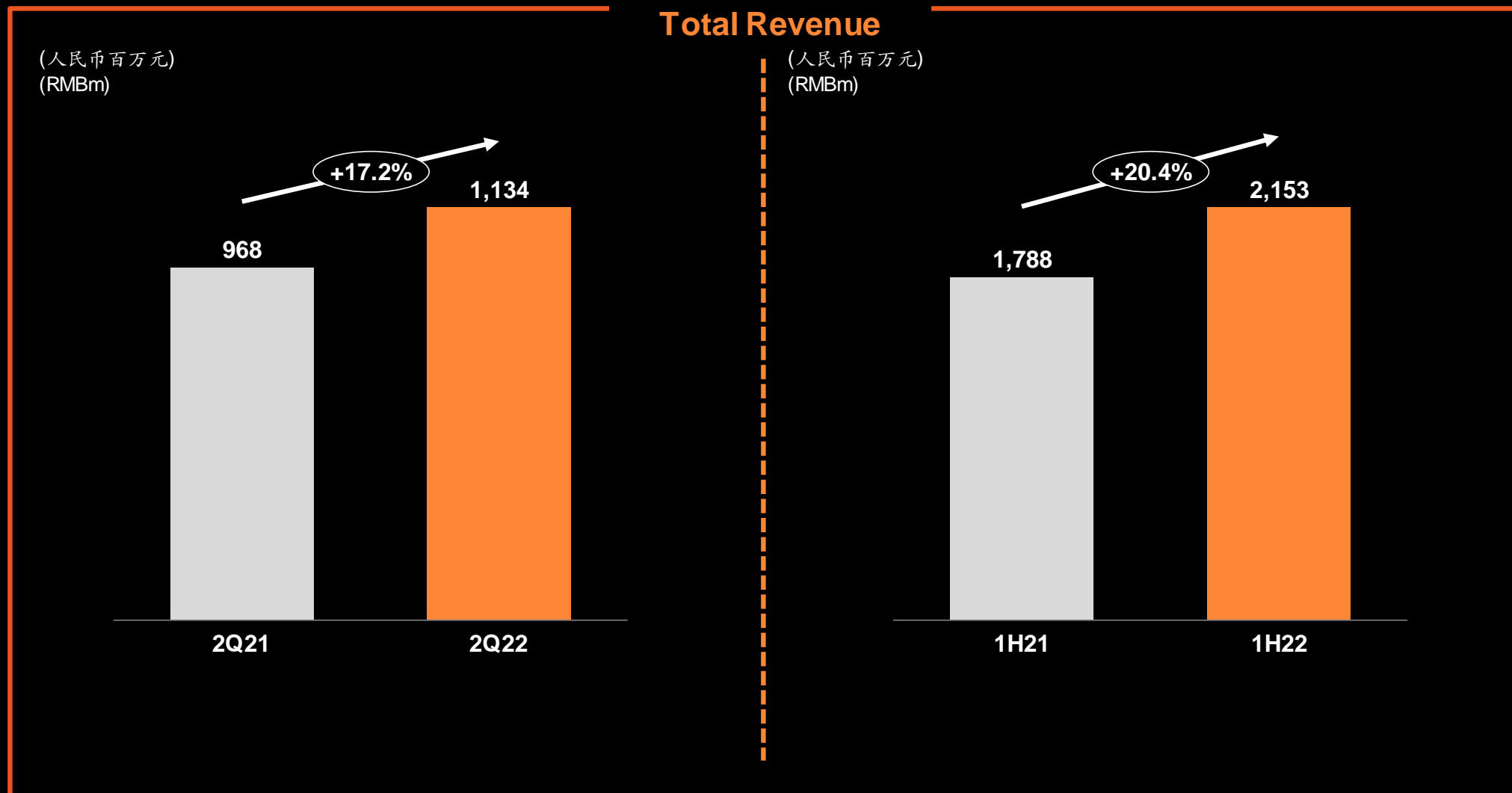


Note:

(1) 剔除2022年2季度3,184万元人民币的上市费用

(1) Exclude 31.84 million RMB listing expense in 2Q22

收入稳健增长 Steady Revenue Growth



(人民币百万元)
(RMBm)

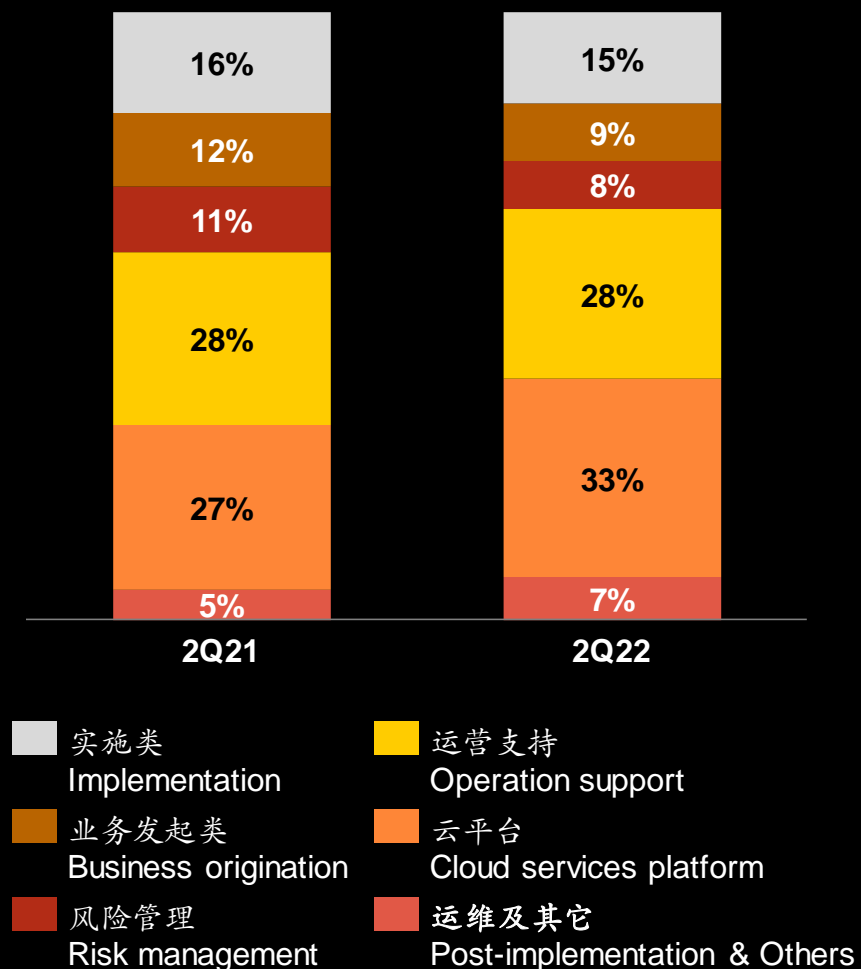


1. 第三方客户指收入贡献低于公司当期总收入占比5%的客户

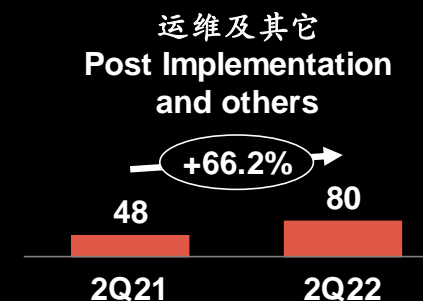
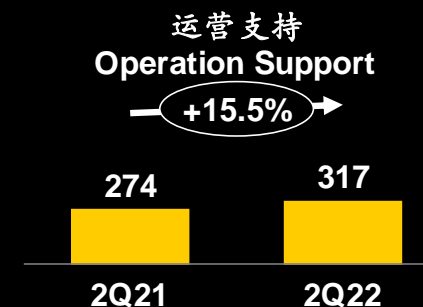
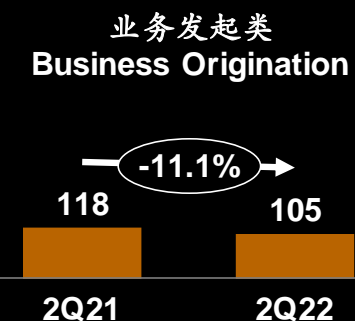
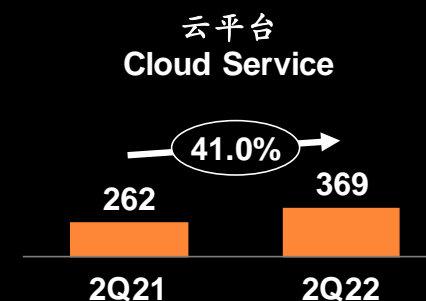
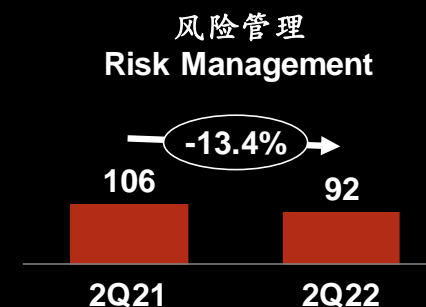
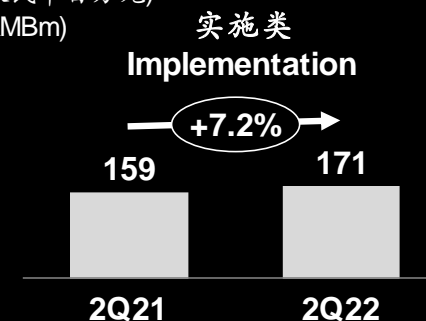
1. *Third-party customers refer to customers with revenue contribution of less than 5% of total*



2Q22 收入构成业务类型
2Q22 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

业务类型丰富多元化：Gamma板块增长良好(2/2)

Overall Performance Supported by a Diversified Solution Suite: Further Improved

Gamma Platform Revenue Contribution (2/2)



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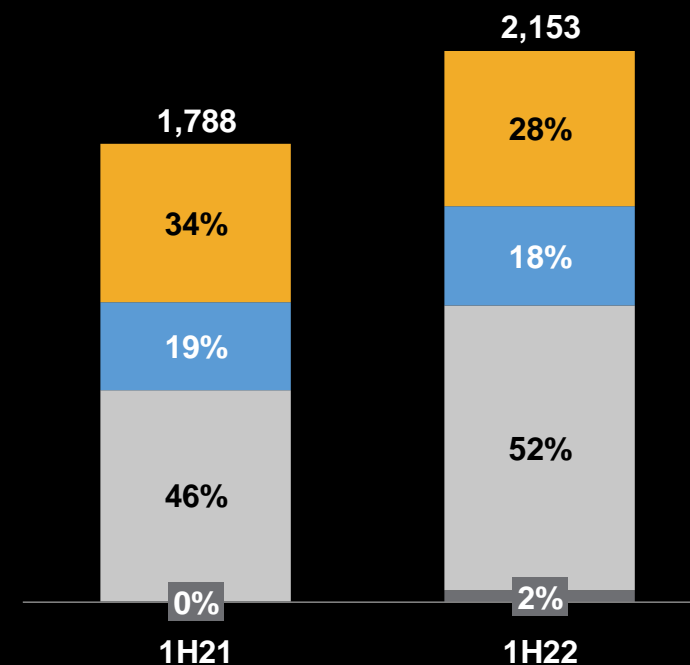
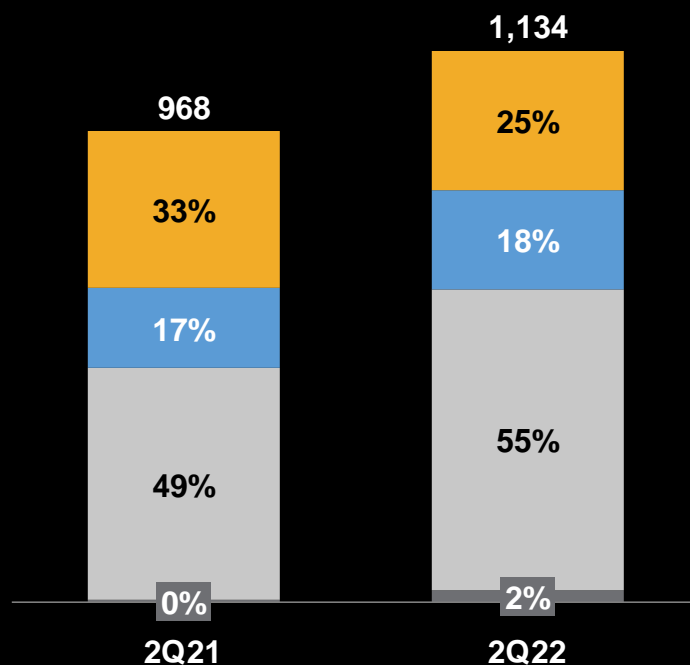
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收入构成分产品板块

Revenue Mix and Revenue Growth by Product Type

人民币百万元（占收入比%）
RMBm (%)

人民币百万元（占收入比%）
RMBm (%)



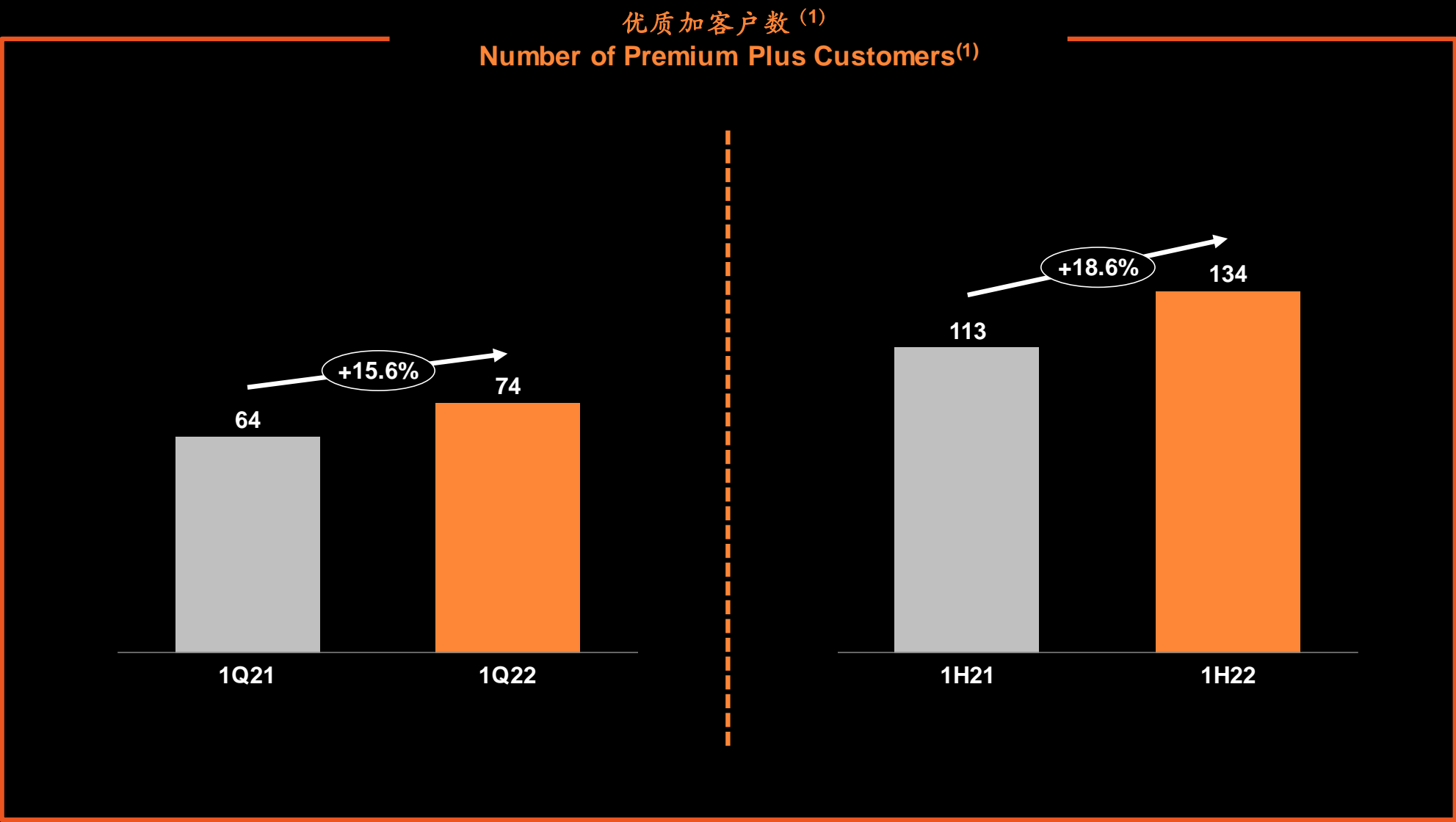
■ 数字化银行 Digital Banking ■ 数字化保险 Digital Insurance ■ 加马平台 Gamma Platform ■ 虚拟银行 PAOB

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

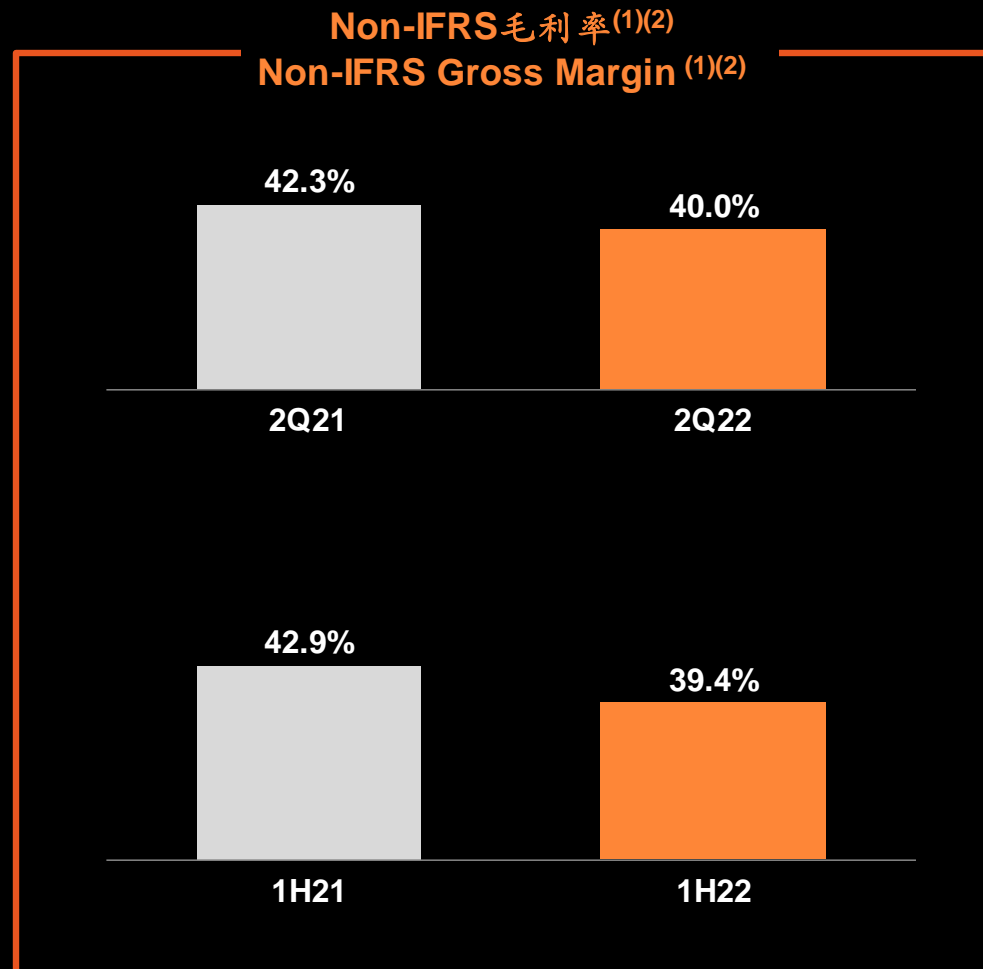
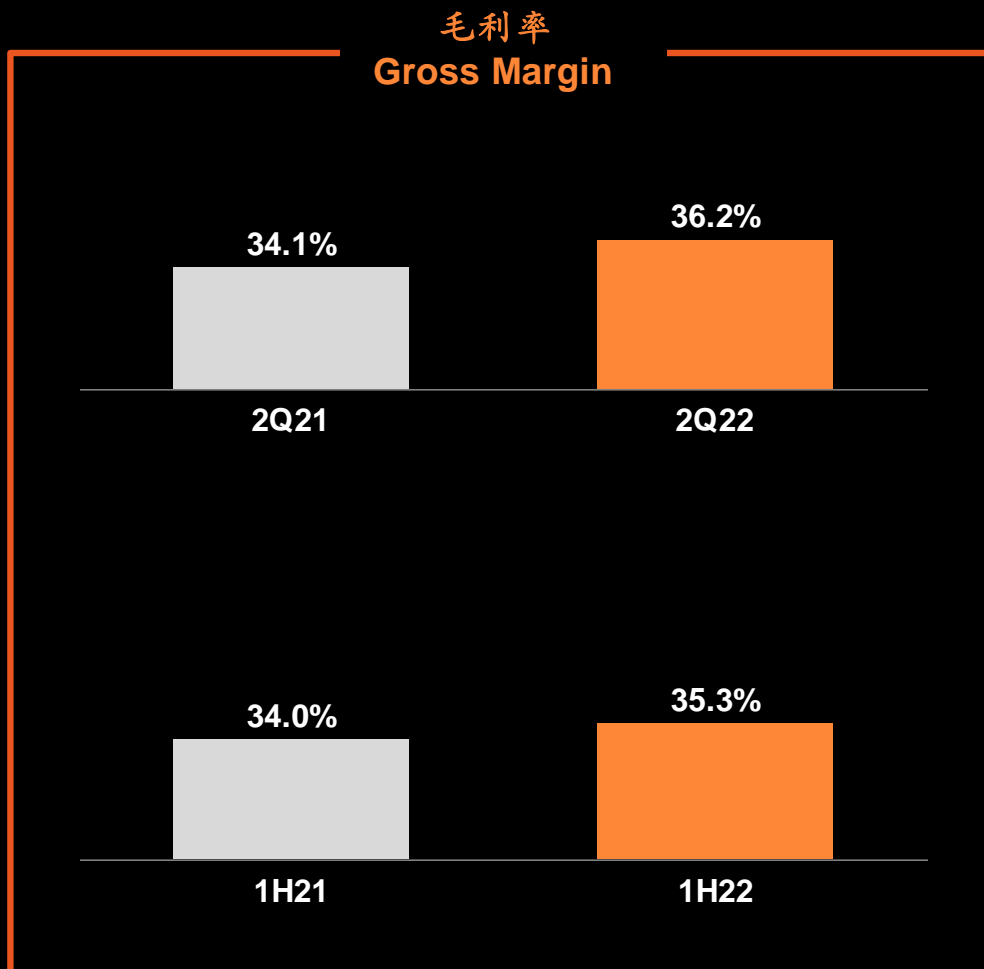
优质加客户数持续增长
Strong Momentum with Premium Plus Customers



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.

二季度毛利提升，产品标准化成果初现

Improved Gross Margin Benefitting from On-going Product Standardization Efforts



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数据调整表（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

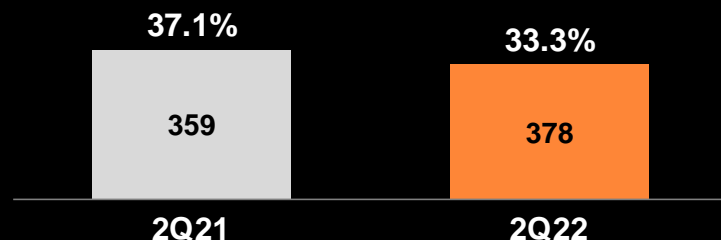
Substantial Improvement in Profit Margin



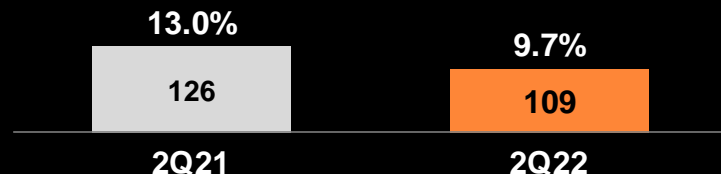
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2Q22 研发费用占收入比
2Q22 R&D Expenses as % of Revenue



2Q22 销售费用占收入比
2Q22 S&M Expenses as % of Revenue

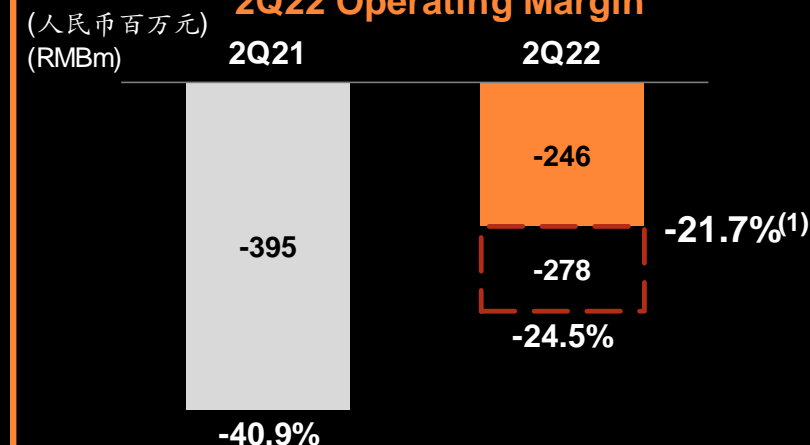


2Q22 管理费用占收入比
2Q22 G&A Expenses as % of Revenue



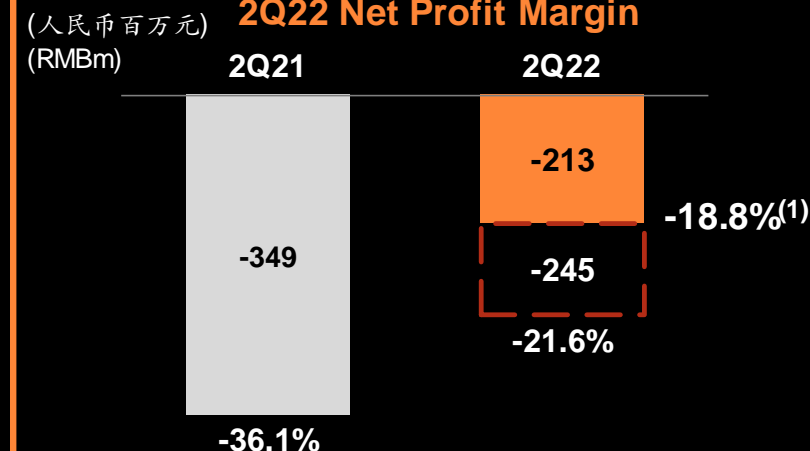
2Q22 营运利润率

2Q22 Operating Margin



2Q22 净利率

2Q22 Net Profit Margin



Note:

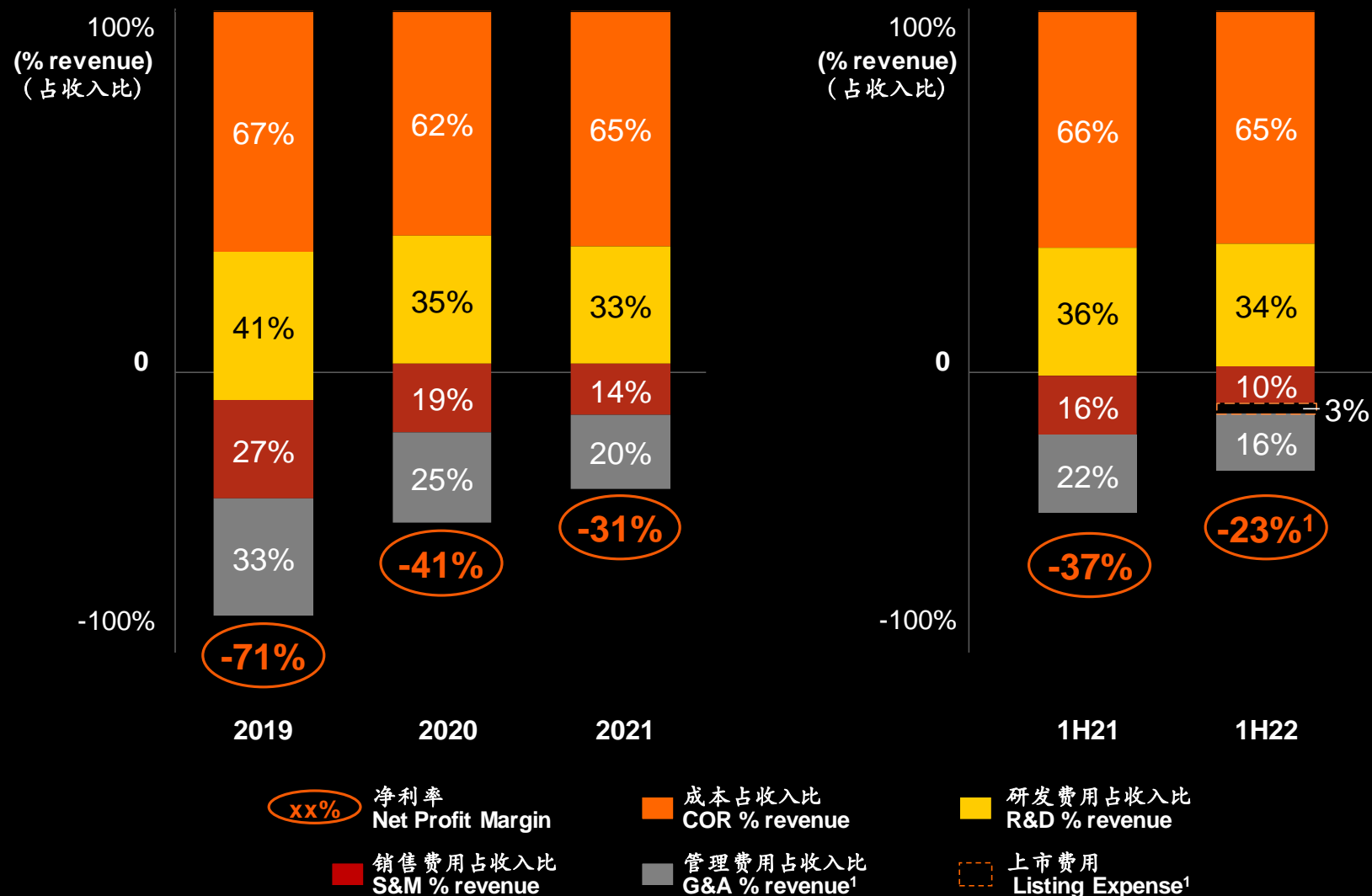
(1) 剔除2022年2季度3,184万元人民币的一次性上市费用

(1) Excluding 31.84 million RMB one-off listing expense in 2Q22

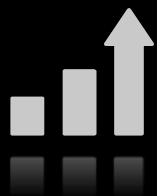
(2) 因保留小数原因，合计数字或有误差

(2) Numbers may not add up due to rounding

净利润率持续优化 Further Narrowing of Net Profit Margin



Note:
 (1) 2022年上半年管理费用占比及净利润率的计算均剔除6,833万元人民币的上市费用
 (1) G&A and net profit margin calculation in 1H22 excludes one-off listing expense 68.33 million RMB



三方收入增长

Growing Revenue from 3rd Party Customer



可持续增长

Sustainable Growth



中期盈利目标

Cost Discipline towards Path to Profitability

关键业绩指标

Key Financial Metrics

	第二季度 Three Months Ended June 30			上半年 Six Months Ended June 30		
(百万人民币, 除百分比及每股数据) (RMBm, except percentages and per share figures)	2021	2022	YoY	2021	2022	YoY
收入 Revenue	968	1,134	17.2%	1,788	2,153	20.4%
毛利 Gross Profit	330	410	24.5%	608	759	24.8%
毛利率 Gross Margin	34.1%	36.2%	+2.1 ppt	34.0%	35.3%	+1.2 ppt
Non-IFRS 毛利率 ⁽¹⁾ Non-IFRS Gross Margin ⁽¹⁾	42.3%	40.0%	-2.4 ppt	42.9%	39.4%	-3.5 ppt
营运利润 Operating Profit	-395	-278	-29.8%	-741	-633	-14.7%
营运利润率 Operating Margin	-40.9%	-24.5%	+16.4 ppt	-41.5%	-29.4%	+12.1 ppt
归母净利润 Net Profit to Shareholders	-349	-245	-29.8%	-654	-562	-14.0%
归母净利润率 Net Profit Margin	-36.1%	-21.6%	+14.5 ppt	-36.6%	-26.1%	+10.4 ppt
经调整归母净利润率 Net Profit Margin (Adjusted) ⁽³⁾	-36.1%	-18.8%	+17.3 ppt	-36.6%	-22.9%	+13.6 ppt
每股净利润 Net Profit per share	-0.31	-0.22		-0.59	-0.51	

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数据调整表 (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

(3) 剔除二季度3,184万元及上半年6,833万元人民币的一次性上市费用

(3) Exclude 31.84 and 68.33 million one-off RMB listing expense in 2Q22 and 1H22 respectively

IFRS及Non-IFRS口径调整逻辑（未经审计）

Reconciliation of IFRS and Non-IFRS Results (Unaudited)

	第二季度 Three Months Ended June 30		上半年 Six Months Ended June 30	
(百万人民币，除百分比数据) (RMBm, except percentages)	2021	2022	2021	2022
毛利 Gross Profit	330	410	608	759
毛利率 Gross Margin	34.1%	36.2%	34.0%	35.3%
Non-IFRS口径调整 Non-IFRS Adjustment ⁽¹⁾				
无形资产摊销 Amortization of Intangible Assets	80	41	157	86
房屋及设备折旧 Depreciation of Property and Equipment	1	1	1	2
股份支付 Share-based Compensation	-1	1	0	2
Non-IFRS毛利 Non-IFRS Gross Profit	409	453	766	848
Non-IFRS毛利率 Non-IFRS Gross Margin	42.3%	40.0%	42.9%	39.4%

Note:

(1) 仅统计计入成本的支出项调整

(1) Adjustment in cost of revenue

Q&A