

**smarter,**

**fairer,**

**wilster**

**Australia's first neo-lender**



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This presentation does not constitute investment advice, or an inducement or recommendation to acquire or dispose in any shares of Wisr, in any jurisdiction.

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This presentation contains statements (including forward-looking statements), opinions, projections, forecasts and other material, based on various assumptions. Whilst this presentation was prepared with care and attention, those assumptions may or may not prove to be correct. All forward-looking statements, whilst considered reasonable by Wisr at the date of this presentation, involve known and unknown risks, assumptions and uncertainties, many of which are beyond Wisr's control. There can be no assurance that actual outcomes will not differ materially from those stated or implied by these forward-looking statements, and readers are cautioned not to place undue weight on such forward-looking statements. To understand more about the risks and uncertainties faced by Wisr refer to the 2018 Annual Report.

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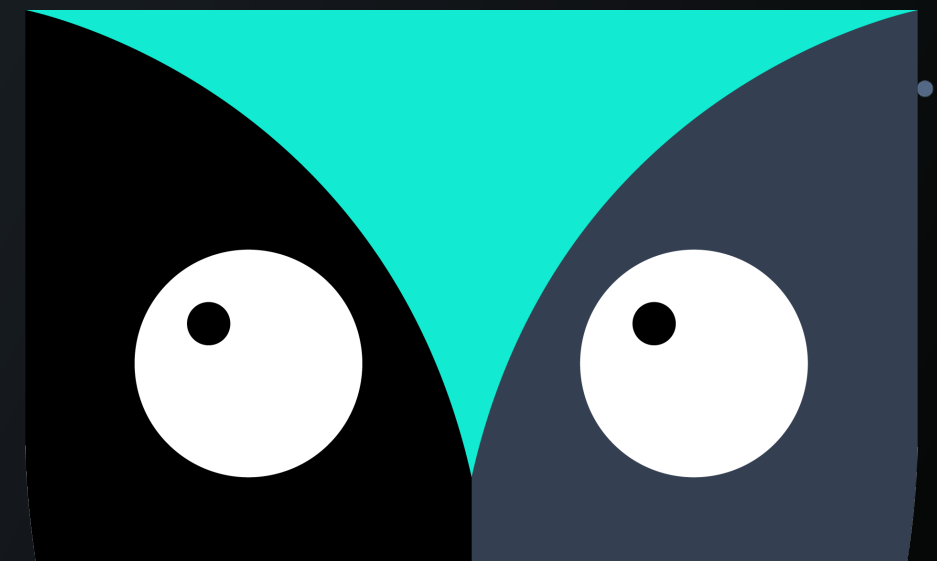
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A number of non-GAAP financial measures are used in this presentation. You should not consider any of these in isolation from, or as a substitute for, the information provided in the audited consolidated financial statements, which are available at: [www.wisr.com.au](http://www.wisr.com.au)

## DOLLAR ESTIMATES

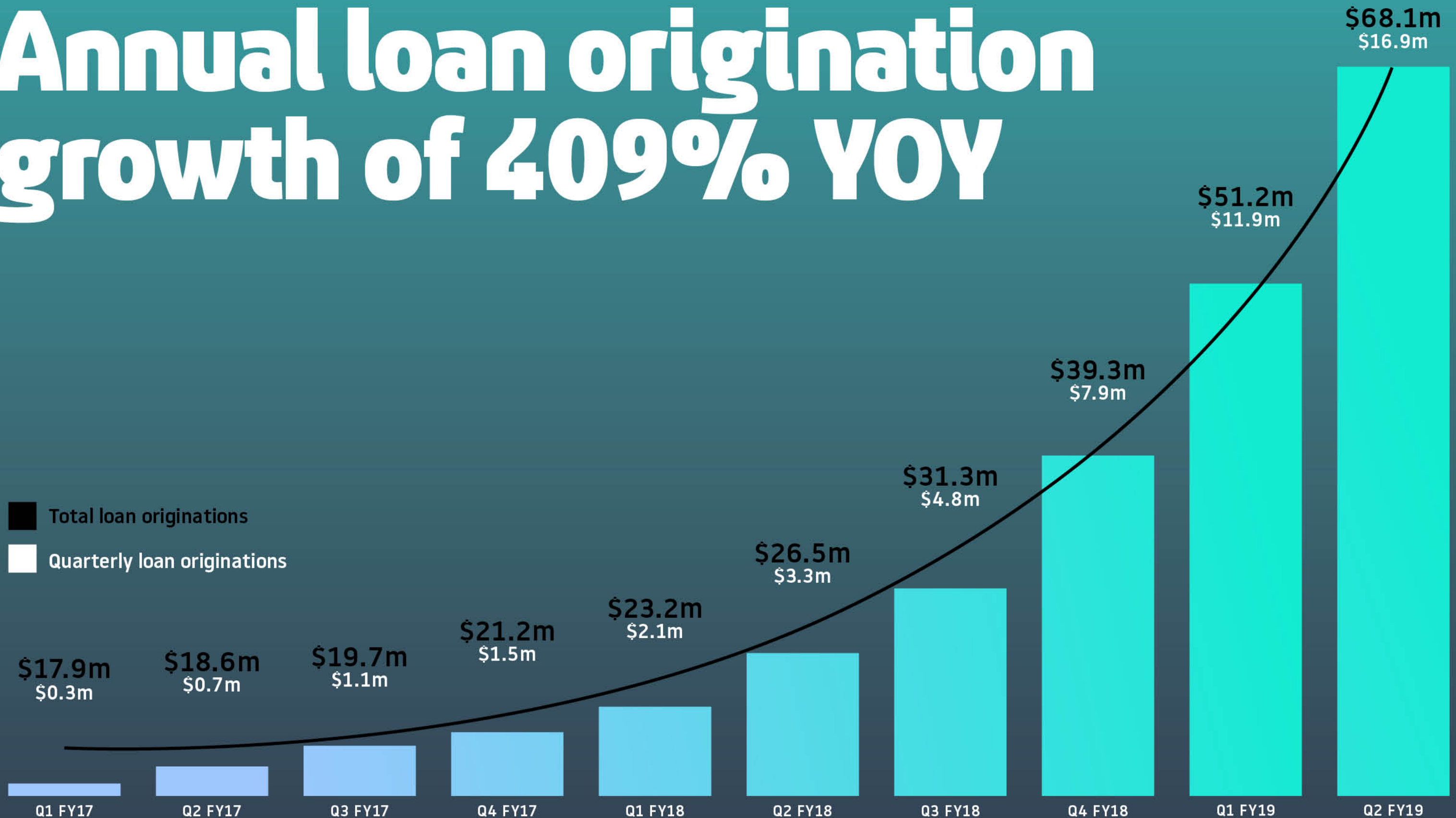
All references to dollars, cents or \$ in this presentation are to Australian currency, unless otherwise stated.



**Our vision is to  
bring financial  
wellness to all  
Australians.**

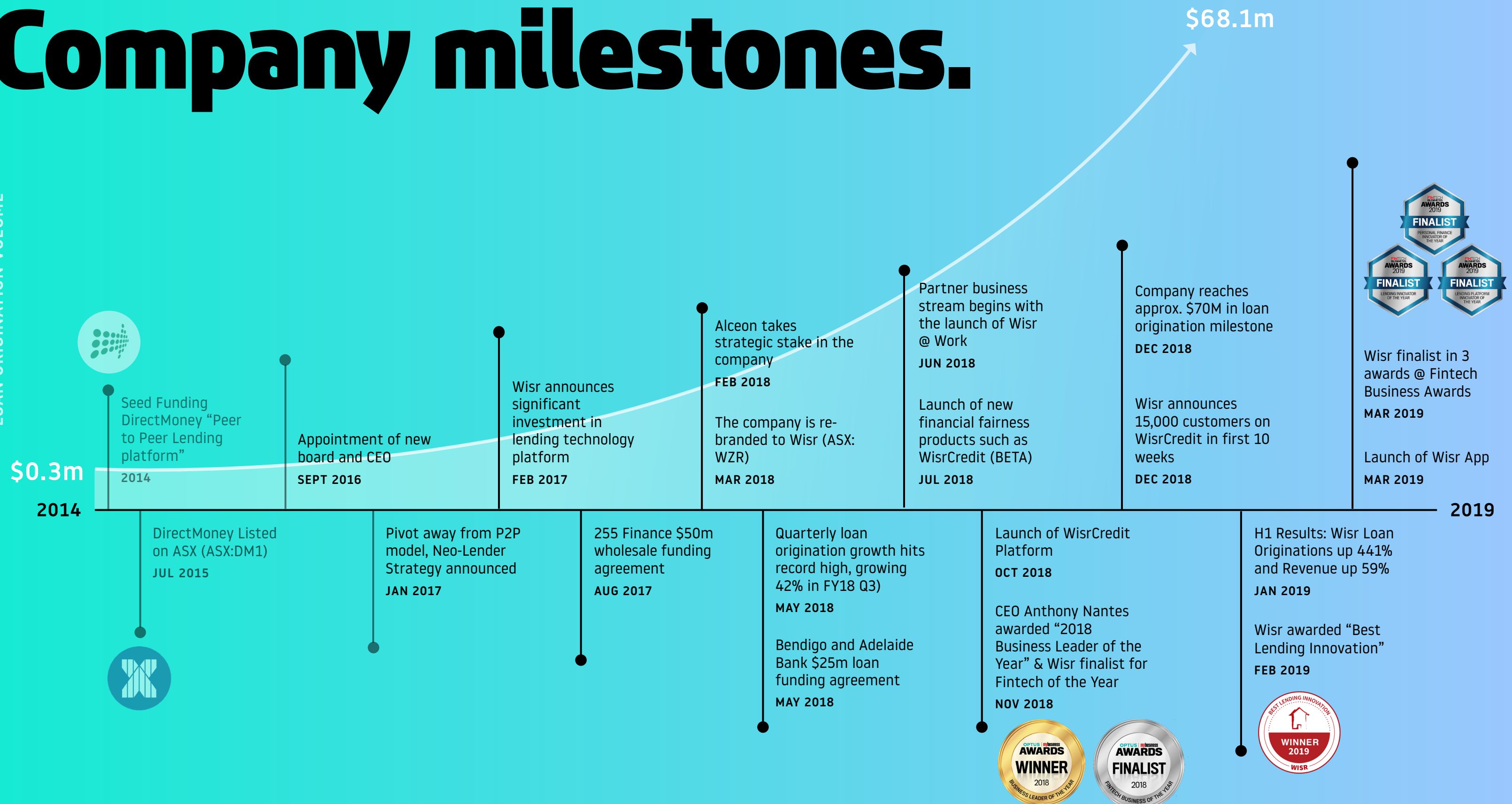
# Annual loan origination growth of 409% YOY

■ Total loan originations  
■ Quarterly loan originations



# Company milestones.

LOAN ORIGINATION VOLUME



\$0.3m

\$68.1m

2014

2019



# Our core product.

## RISK BASED PRICING PERSONAL LOANS

\$5,000 – \$60,000  
3, 5, 7 year loan terms

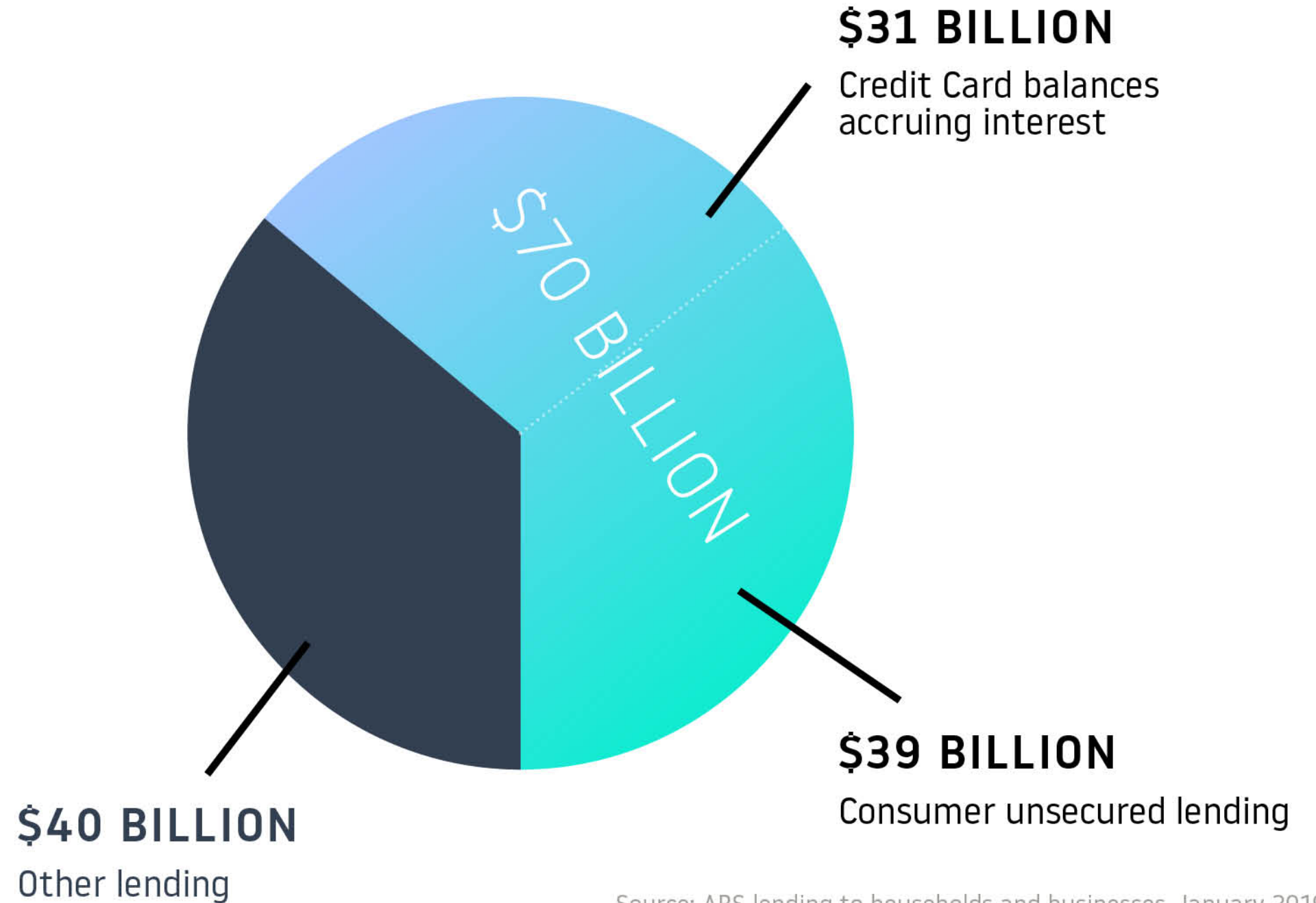
## AVERAGE LOAN SIZE

Circa \$25,000 over 4 years

## GROSS YIELD ON BOOK

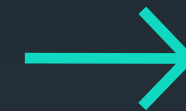
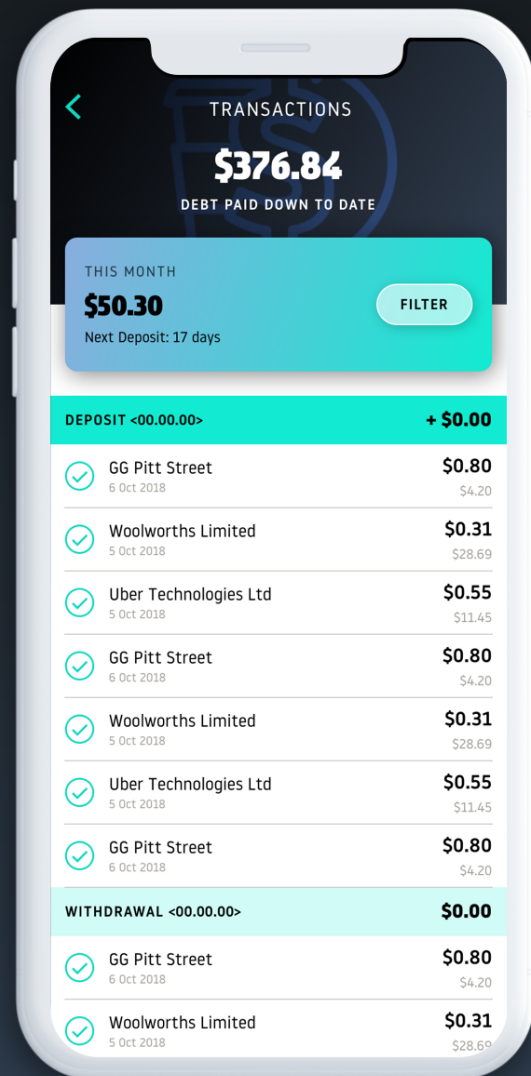
Circa 13%

## Consumer Lending market size: \$110 billion



Source: ABS lending to households and businesses, January 2019

# Using customer transaction data for better outcomes.

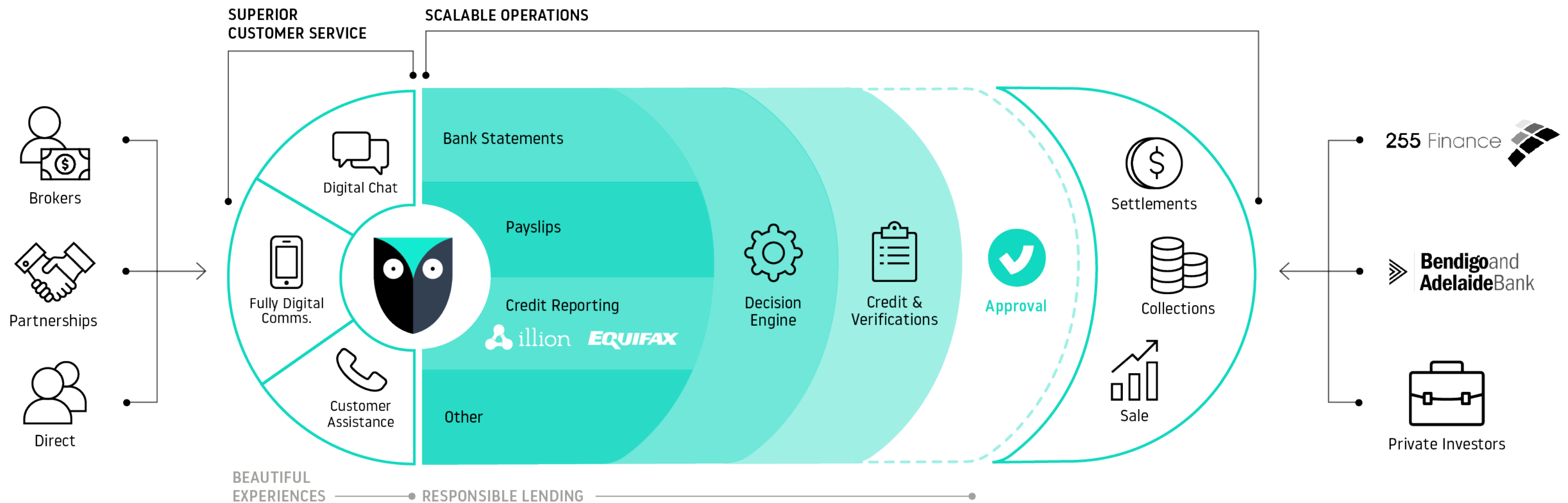


WISR INTELLIGENT CREDIT ENGINE  
(ICE)

- Keeps us ahead of regulatory changes
- Reinforces our commitment to ethical, responsible lending
- Automatically verify income and liabilities
- Identify undisclosed liabilities
- Faster verifications
- Deeper understanding of the customer

# The Wisr Tech Platform.

## E2E OPERATIONAL EFFICIENCY



**80+% OF THE CUSTOMER JOURNEY FULLY AUTOMATED**



# Our customers.

**“More than 80,000 Australians have now come to Wisr looking for smarter and fairer financial products.”**



## YOUNGER

More than 42% of Wisr's new customers are young borrowers, aged less than 35 years - up from the historical average of around 20%.

## RESPONSIBLE

Average credit score of 703 means Wisr customers are prime borrowers and more credit-worthy than national average.

## SATISFIED

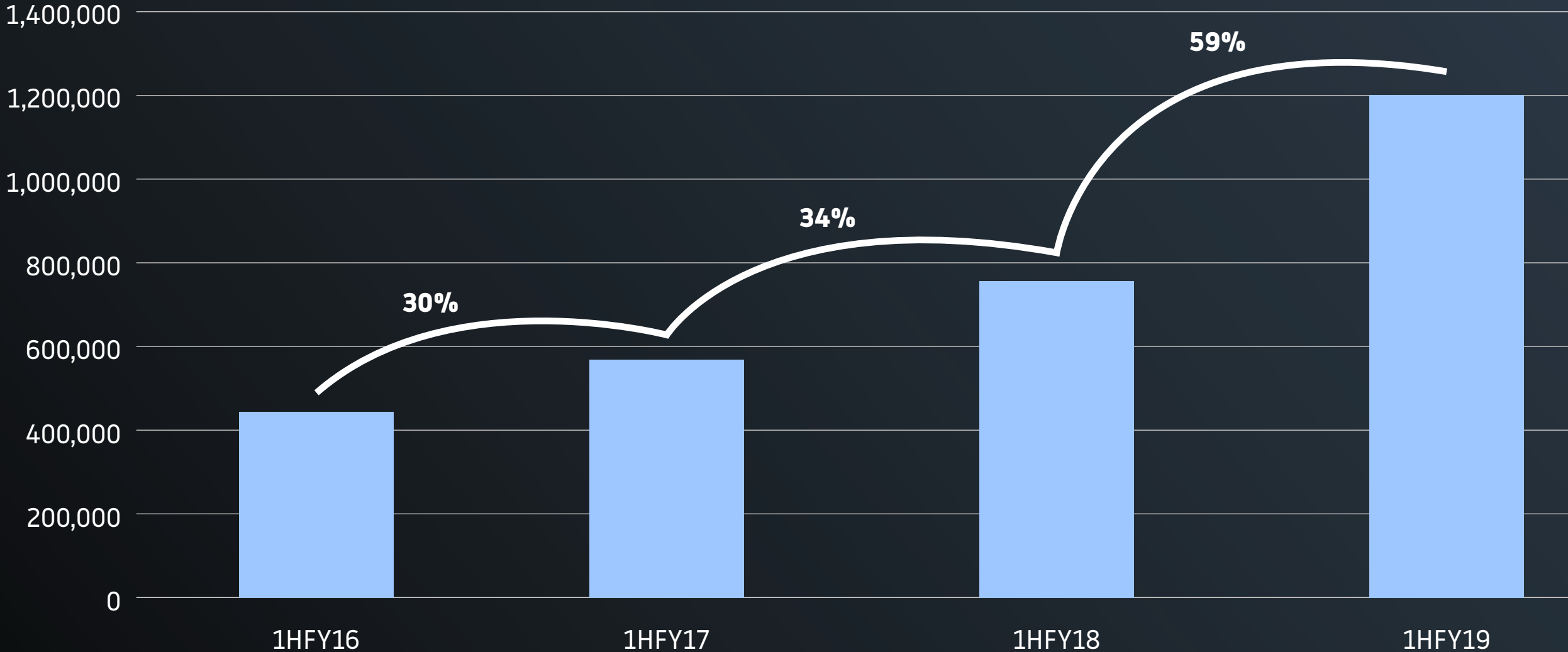
60+ Net Promoter Score average across the business means customers more likely to recommend than other lenders.

# Wisr annualised gross default rate.

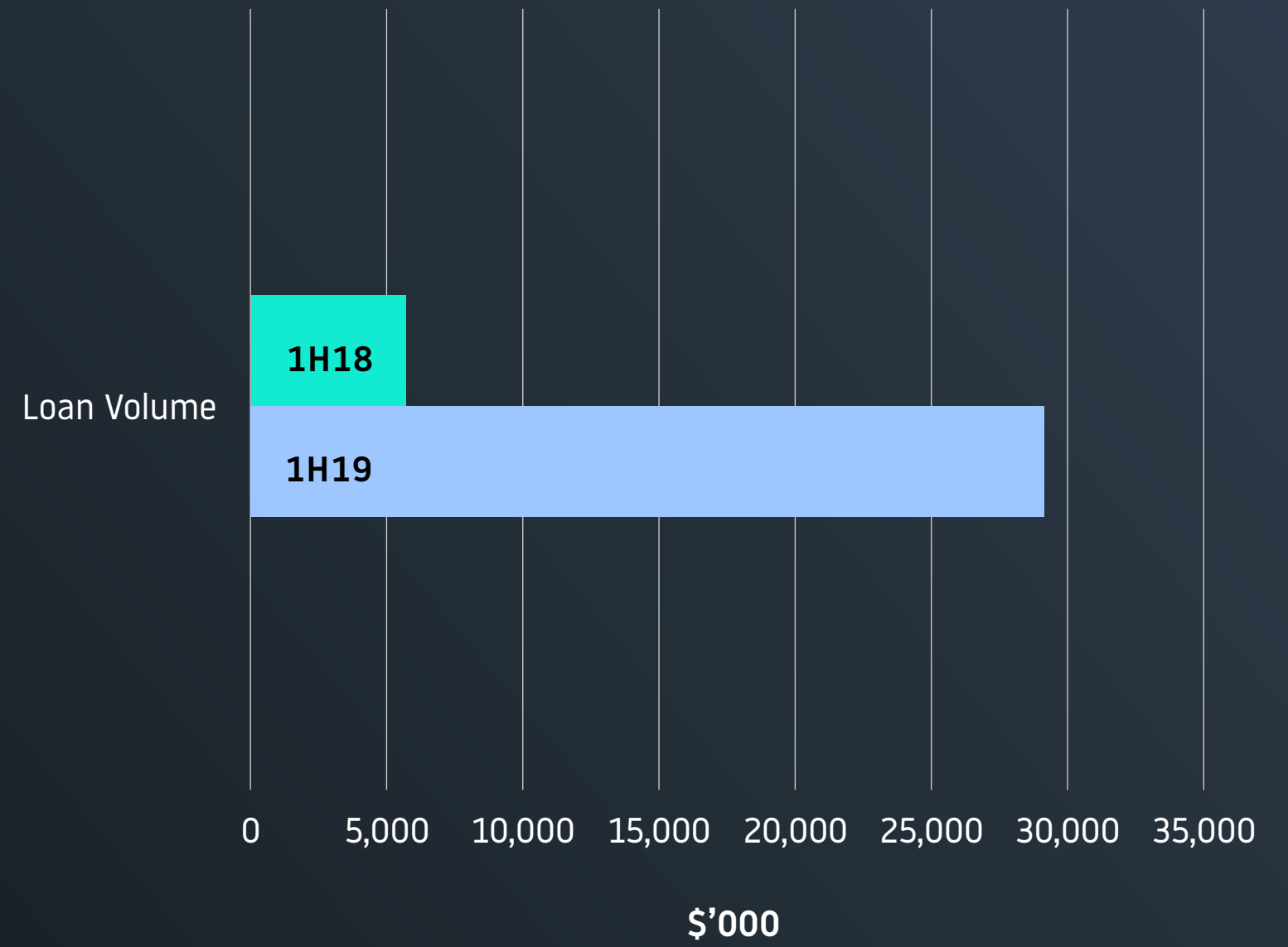
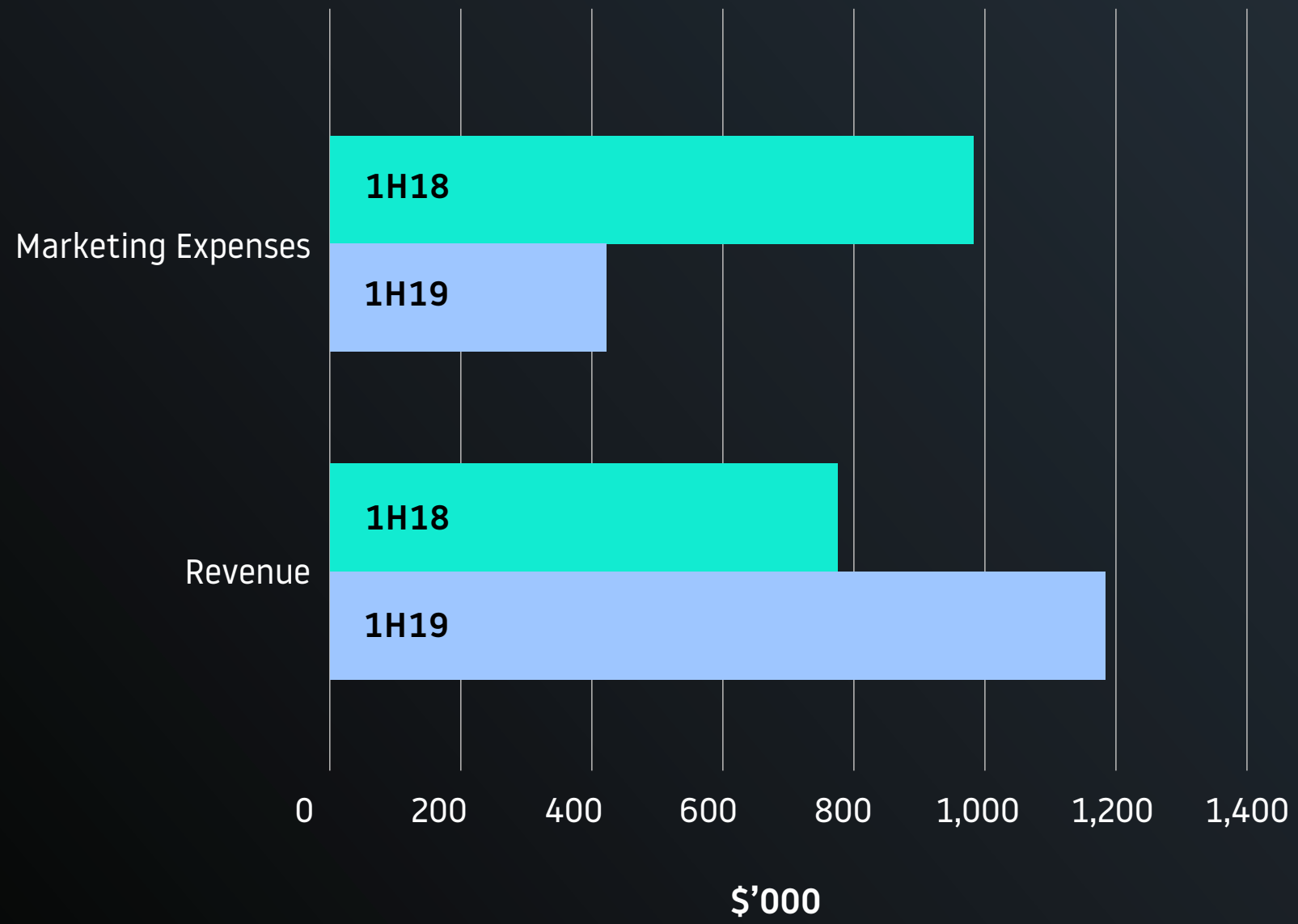


Gross default rate = (written off loans + loans over 90 days in arrears) / total origination amount of that cohort

# Revenue growth.



# Scaling efficiently.



# Regulatory change creates opportunity.



## POSITIVE CREDIT REPORTING

From 1 September 2018 major banks have begun providing a wider range of data to credit agencies.

### Potential Wisr Impacts include:

- Streamline loan application process
- Better risk-based pricing
- Heightened interest in Credit Scores



## OPEN BANKING

Customers will be able to access credit and debit card, deposit and transaction account data available from 1 July 2019. Personal loans from July 2020.

### Potential Wisr Impacts include:

- Allows Wisr to receive detailed data
- New products can be created
- Reduction in lending costs



## ROYAL COMMISSION

Current Royal Commission into banking practices to concluded public hearings by early July with report handed down in February 2019.

### Potential Wisr Impacts include:

- Banks tighten lending practices
- Industry broker landscape changes
- Consumer push for alternatives
- Wisr approach to credit & lending adopted more broadly

# Recognition.



AUSTRALIAN LENDING AWARDS



# Our growth strategy.

1

## SHORT/MEDIUM TERM

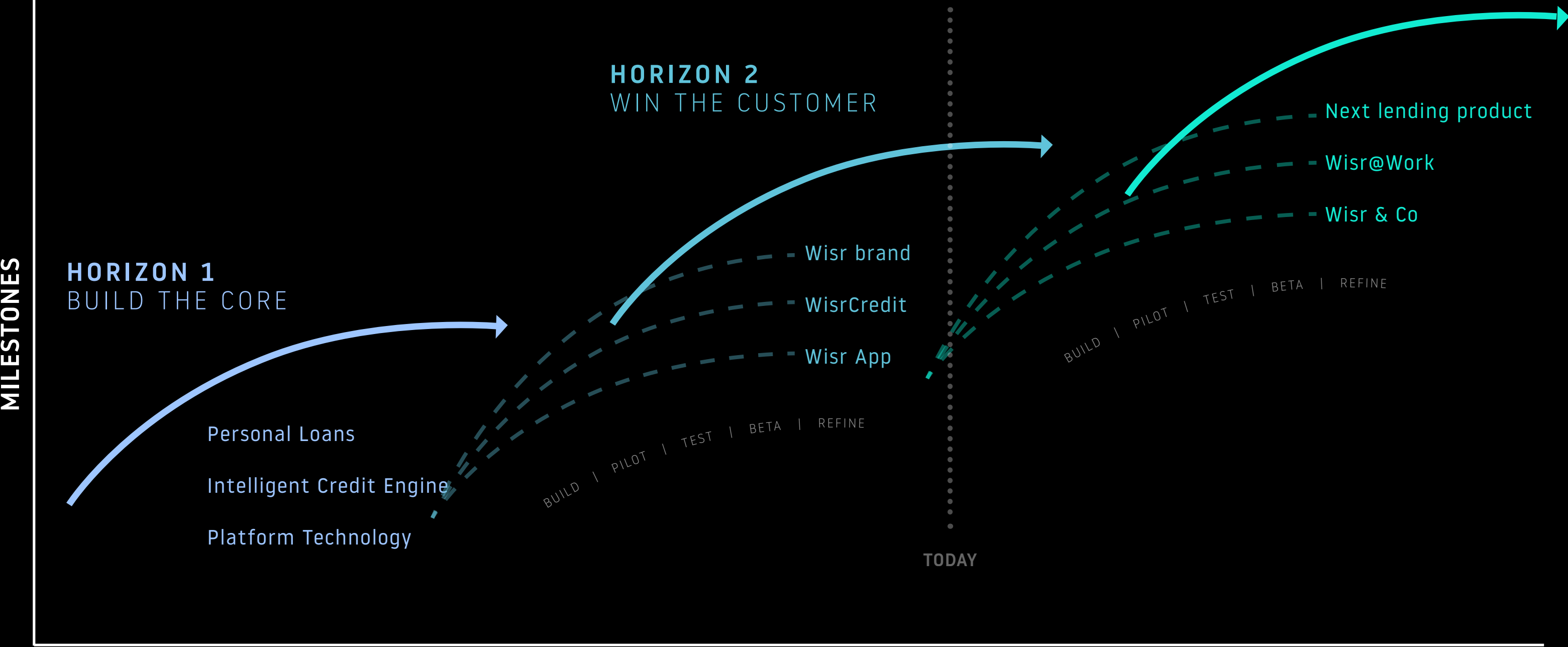
Win in our competitive channels through a superior brand, go-to-market strategy, customer experience, price point and capability of our highly-talented team.

2

## LONG TERM

Build defensible channels which we own, to provide us with an unfair competitive advantage and a platform to diversify our product offering, increase share of wallet and touch points to more Australians

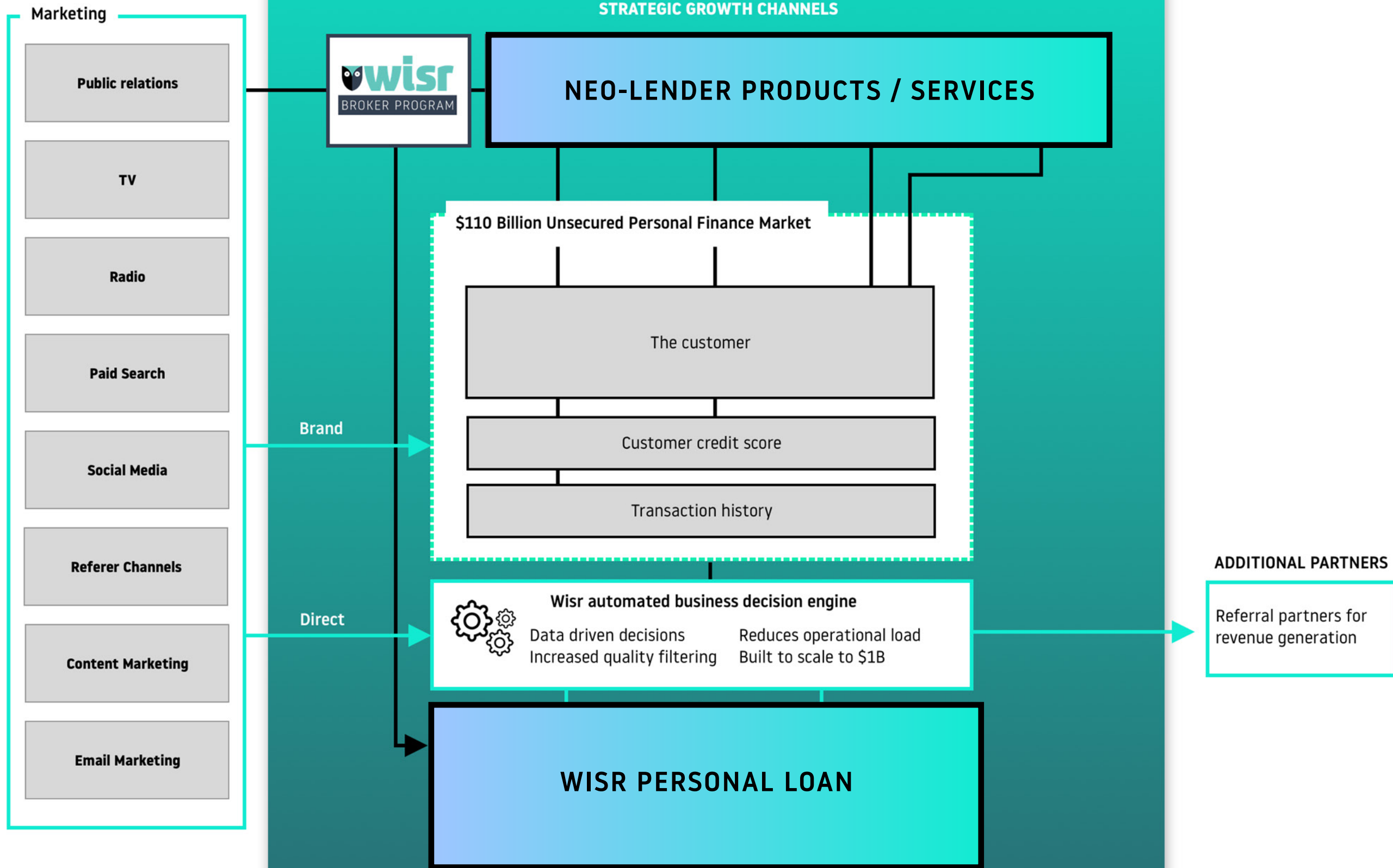
# New horizons.





# Wisr Owned Ecosystem

## STRATEGIC GROWTH CHANNELS



**Horizon 2**

**B2C:  
Win the  
Customer**

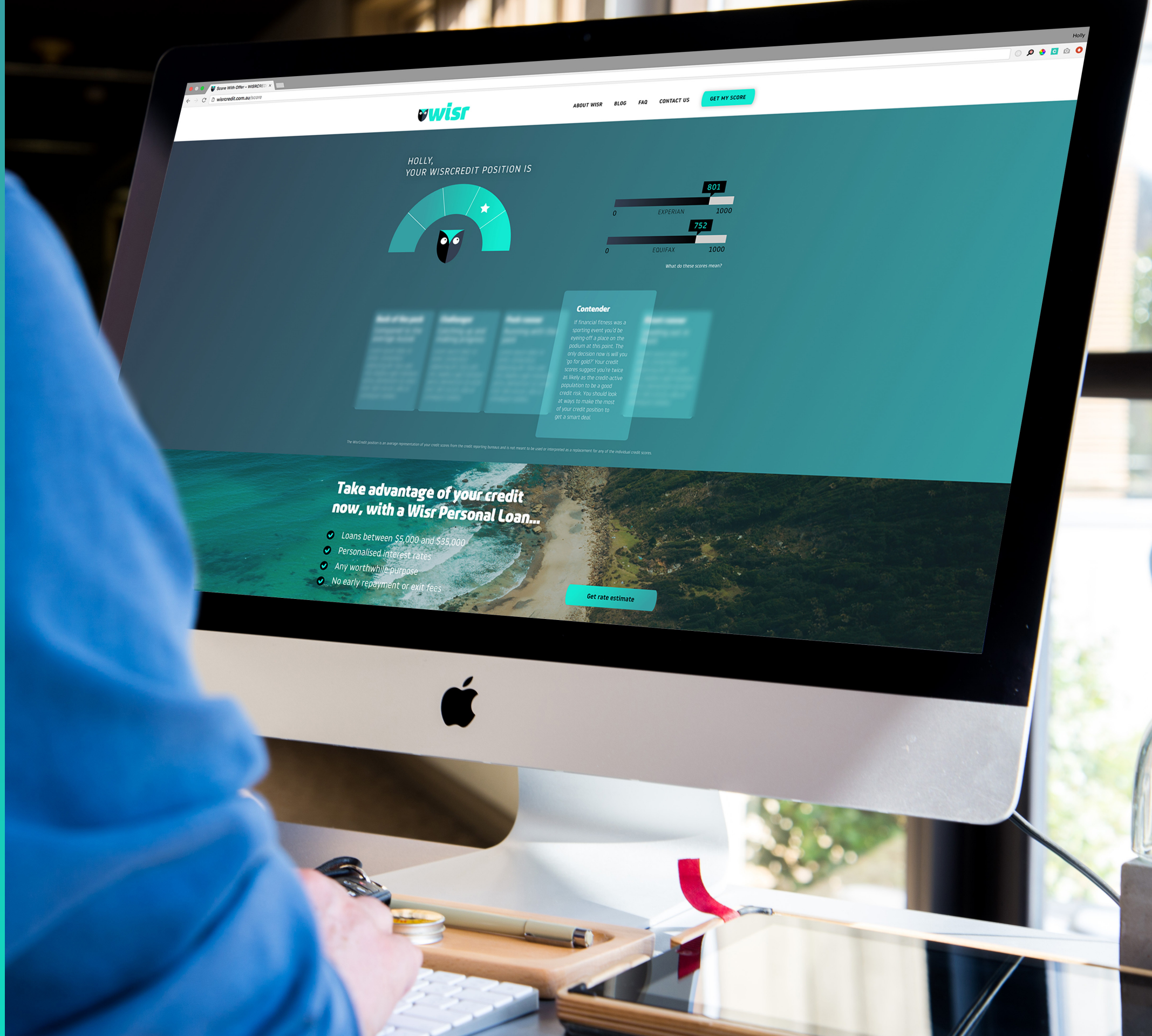


# WizrCredit.

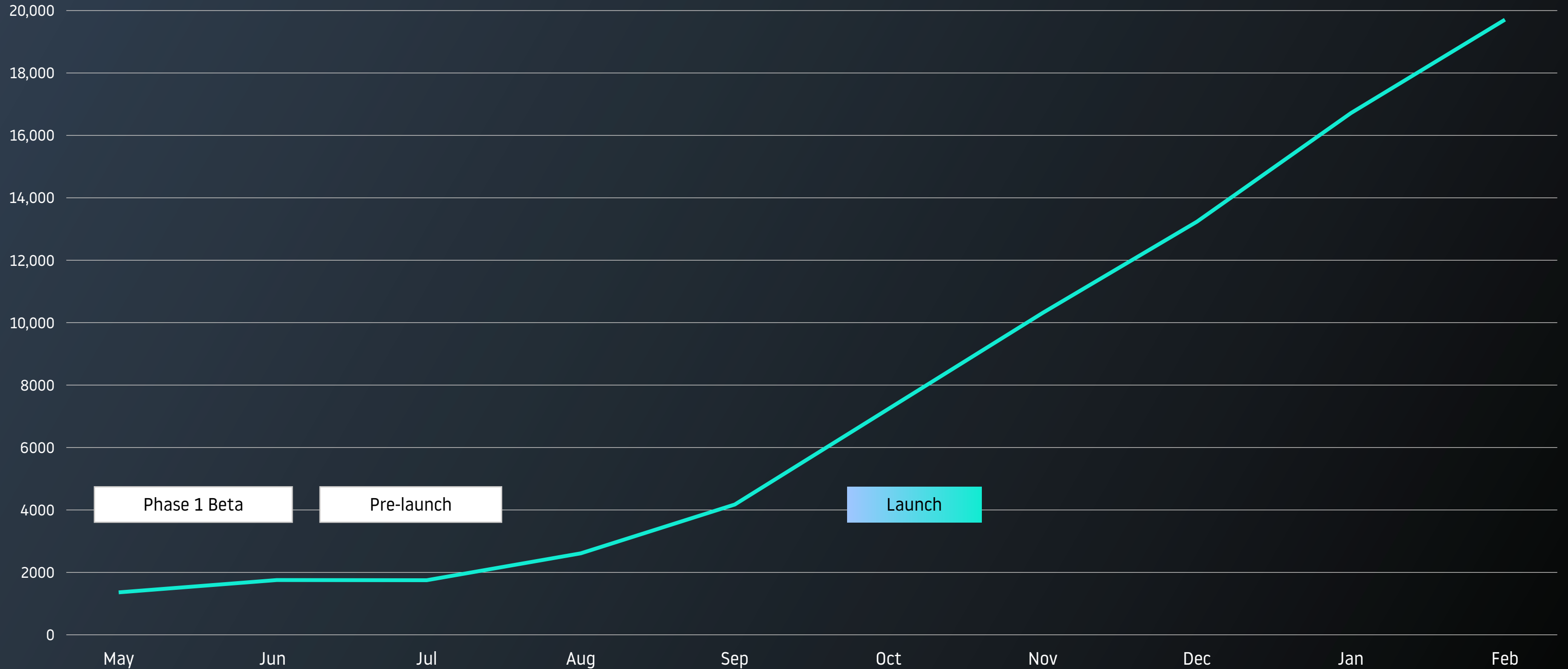
WizrCredit is Australia's first credit score comparison site.

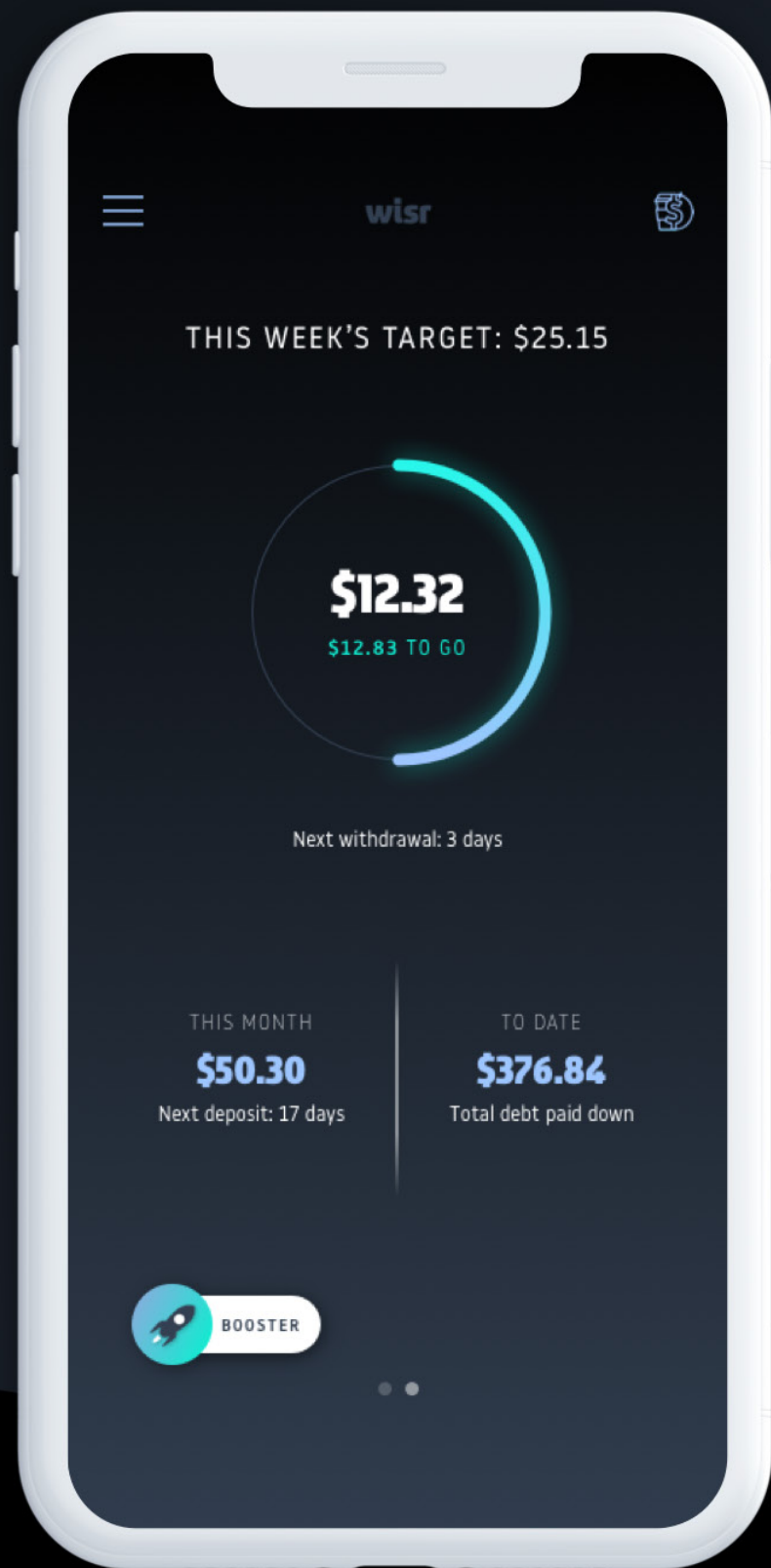
It works by displaying credit scores from key reporting bodies, allowing consumers to compare and contrast variations in their scores, as a good indication of financial wellness.

- Similar to the Credit Karma model in the USA and ClearScore in the UK (both valued at circa \$100-\$150 per user).
- USP: The ONLY site in Australia that allows a consumer to compare scores from multiple bureaus.
- Will lower the overall CAC, and build a long term asset of value.
- Current CAC = \$6.17 per customer on platform.



# WisrCredit active user growth.





# Automatically pay down your debt whenever you spend... that's Wisr!

Wisr App is the best way to tackle your debt without having to think about it. It's Australia's first app that lets you round-up your digital spare change to pay down your debt faster.

On average users pay off an extra \$100 a month of credit card or mortgage debt.

Simply link an existing bank account, nominate a Debt Account to pay down and Wisr takes care of the rest.

Help

**\$1,200**  
TARGET AMOUNT TO PAY DOWN

TARGET DATE  
**11 months**  
Time taken to pay down

1 month 24 months

WEEKLY ROUND-UP TARGET  
**\$25**  
Round-up amount per week

\$5.00

**SET TARGET**

This is an estimate, not a prediction.

HOW WISR WORKS

**Shoot for the stars.**  
You choose what kind of debt you want to pay down and set a goal amount and timeframe.

**Set & forget, pay extra off your debt. Yeah, baby!**  
Wizr tracks your daily transactions and rounds them up to the nearest dollar. It's like digital spare change, only more useful.

**LET'S DO THIS**  
Already have any account? [Log in here.](#)

HERE'S THE LOW DOWN

Round-ups are calculated from your transactions daily.

They're withdrawn from your account once a week.


And deposited into your debt account once a month.

**LET'S GET IT**

**Horizon 3**

**B2B:  
Leverage New  
Distribution  
Players**





**48%**

of Australians have  
suffered stress  
at work because  
of their personal  
financial situation.



SO WE CREATED...



**Our financial wellness program to help businesses combat one of the biggest causes of workplace stress.**

# Wisr@Work Wellness Program.

Program Plan

Financial Fitness Evaluation

Bootcamp

Wellness Locker

Membership Options

Cheer Squad



Budgeting Buddies



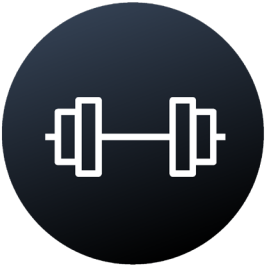
Message Notifications



Educational Material



Wellness Locker.



Wisr Credit Bootcamp



Spending Tracker



Podcasts



Salary Packaging Loans



Financial Wellness Surveys



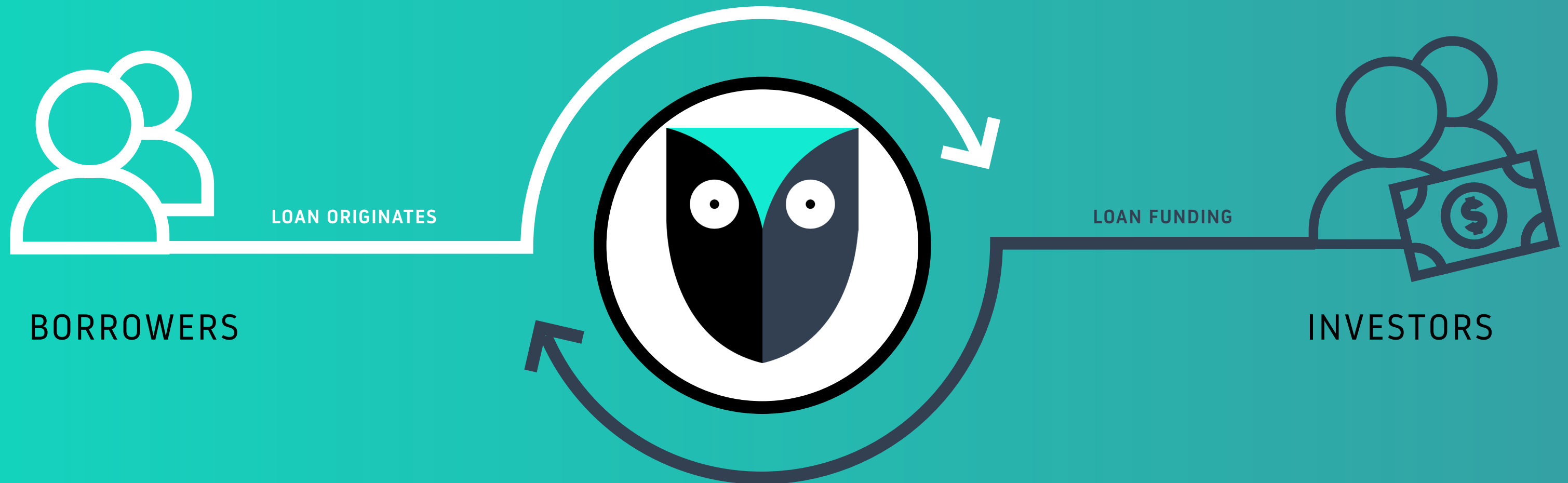
Financial Personality Quiz



Financial Literacy Workshops



Through WISR&Co. we can deliver Australia's first full turn key white label or co-branded solution for any company wanting to distribute a consumer finance product.



WISR provides an end-to-end turn key solution for provision of consumer finance products: such as Origination, Credit, Risk, Contracts, Customer Care, Loan Servicing, Collections and Funding.

# Wisr Owned Ecosystem

## STRATEGIC GROWTH CHANNELS

- Marketing
  - Public relations
  - TV
  - Radio
  - Paid Search
  - Social Media
  - Referrer Channels
  - Content Marketing
  - Email Marketing

Wisr BROKER PROGRAM   Wisr App   Wisr CREDIT   wisr & Co.   wisr AT WORK

\$110 Billion Unsecured Personal Finance Market

The customer

Customer credit score

Transaction history

Brand

Direct

**Wisr automated business decision engine**

⚙️ ⚙️ ⚙️

Data driven decisions   Reduces operational load  
Increased quality filtering   Built to scale to \$1B

### ADDITIONAL PARTNERS

Referral partners for revenue generation

**WISR PERSONAL LOAN**

# Senior management.



**ANTHONY NANTES**  
Chief Executive Officer

Anthony has a proven record in financial innovation. Prior to joining Wisr he was the Chief Operating Officer at fintech Prospa, Director of sales at CSC's UXC and CEO at Planpower.

In late 2018, Anthony was awarded the Business Leader of the Year at the Optus Business Awards.



**ANDREW GOODWIN**  
Chief Financial Officer

Andrew has over 15 years experience in the financial services industry, including investment banking and principal investment with Macquarie Capital, as well as having worked across Europe and Asia.



**MATHEW LU**  
Chief Operating Officer

Mathew brings a wealth of financial services experience twinned with a deep technology background where he started his career as an IT management consultant with Accenture. Prior to joining Wisr, Mathew was with the Commonwealth Bank as Executive Manager for the Retail and Commercial Credit Cards business.

# Board.



**JOHN NANTES**  
Executive Chairman

Mr Nantes has over 20 years of experience in Financial Services. Prior to being the Chief Executive Officer of Adcock Private Equity, Mr Nantes was Group Head of Financial Services at Crowe Horwath, which held over \$10b in funds under management and was Australia's largest SMSF provider with over 10,000 funds.

Mr Nantes is also currently a non-executive director and responsible manager for Cashwerkz, a financial services company. Mr Nantes has three bachelor degrees in Law, Commerce, and Arts as well as holds a Diploma in Financial Planning.



**CRAIG SWANGER**  
Non-executive Director

Craig Swanger has 20 years' experience in financial services. He was Executive Director of Macquarie Global Investments, responsible for managing around \$10bn in client funds across Asia, North America and Australia. Craig has direct experience in structuring and raising funds from retail investors, including through managed funds, structured products and listed vehicles in several jurisdictions.

He has extensive board experience, including Macquarie Bank's major funds management entity, Macquarie Investment Management Limited and a total of 15 internal and external boards since 2003.



**CHRIS WHITEHEAD**  
Non-executive Director

Mr Whitehead was previously the CEO of Credit Union Australia and Bank West-Retail. Mr Whitehead has broad experience in financial services, information technology and other industries in a wide range of roles.

Mr Whitehead has previously served as a non-executive Director for Cuscal Limited, St Andrew's Insurance Group, Unisys West and a number of financial service, technology and community organisations.

# Corporate overview.

## CAPITAL STRUCTURE

Share price as at  
12 March 2019

Shares on issue

Market capitalisation

Cash balance at  
31 December 2018

Board & senior  
management holding

ASX: WZR

\$0.076

547.73m

\$41.08m

\$3.82m

7%

## MAJOR SHAREHOLDERS

Adcock Private Equity 42%

Macquarie Bank 6%

Alceon 4%

Regal Funds Management 4%

255 Finance 2%

## SHARE PRICE DATA



**smarter,**

**fairer,**

**WILSR**

**Australia's first neo-lender**

