



WISR.

MACQUARIE EMERGING LEADERS FORUM 2019



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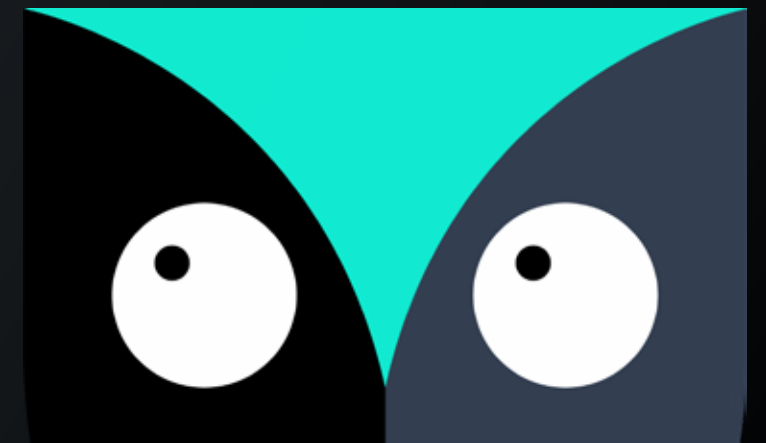
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DOLLAR ESTIMATES

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



One of Australia's most recognised Fintechs.

24 NOMINATIONS AND 6 WINS IN THE PAST 12 MONTHS.



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

Wiser is reinventing what a consumer lending company can be.

1

A Purpose-led company, which will be known for focusing on the financial wellness of Australians (we aim to own the financial wellness space).

2

A globally unique and innovative business model and ecosystem that redefines what a consumer lending company can be (not a me-too model), in order to win long term in consumer lending in Australia.

3

Innovative distribution channels that will provide access to millions of Australians (the rails), delivering **market leading unit economics and margin for the company**.

4

More credit products and innovative financial wellness features to extend on the proof points shown throughout FY19.

5

A brand new experience for Australian finance consumers, with deep, data rich relationships with customers (like a bank has), without being a bank. Delivering smarter, fairer credit products along with data driven platforms to take advantage of the opportunities emerging with data in banking and finance.

Our core product.

RISK BASED PRICING PERSONAL LOANS

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

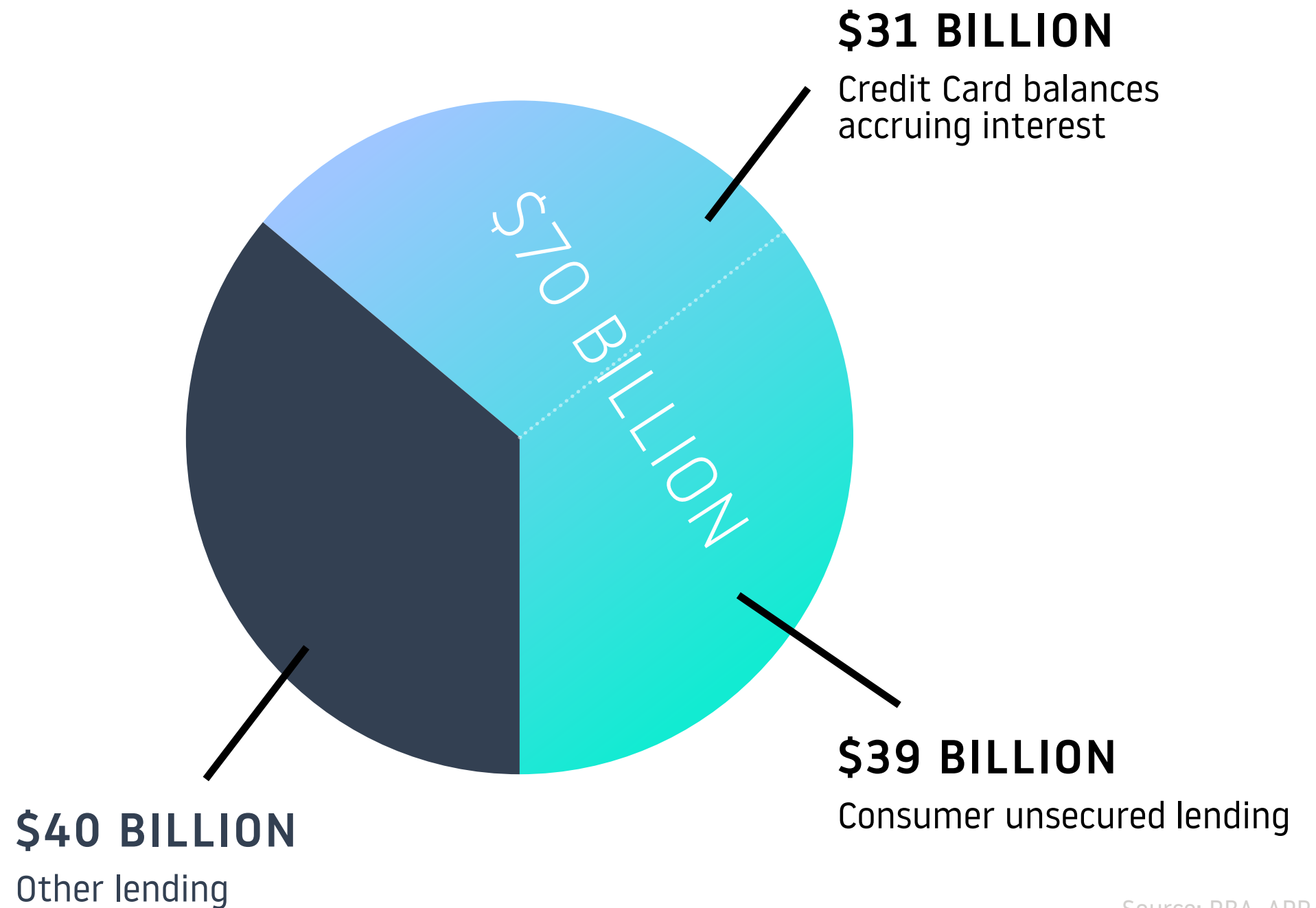
AVERAGE LOAN SIZE

Circa \$25,000 over 4 years

GROSS YIELD ON BOOK

Circa 13%

Consumer Lending market size: \$110 billion



Source: RBA, APRA

There's never been a better time to build a purpose-led business in consumer finance.

Global trends.

	USA	UK	Australia
FINTECH ONLINE LENDING LAUNCHED	2006	2006	2014
MARKET SHARE AT YEAR 3	0.5% (2009)	0.5%	0.5% (2017)
MARKET SHARE AT YEAR 4	Market Share at year 4 1% (2010)	2%	1% (2018)
MARKET SHARE AT YEAR 6	4% (2012)	5%	?
MARKET SHARE AT YEAR 11	38% (2018)	25%	?

Local factors.



OPEN
BANKING



POSITIVE CREDIT
REPORTING

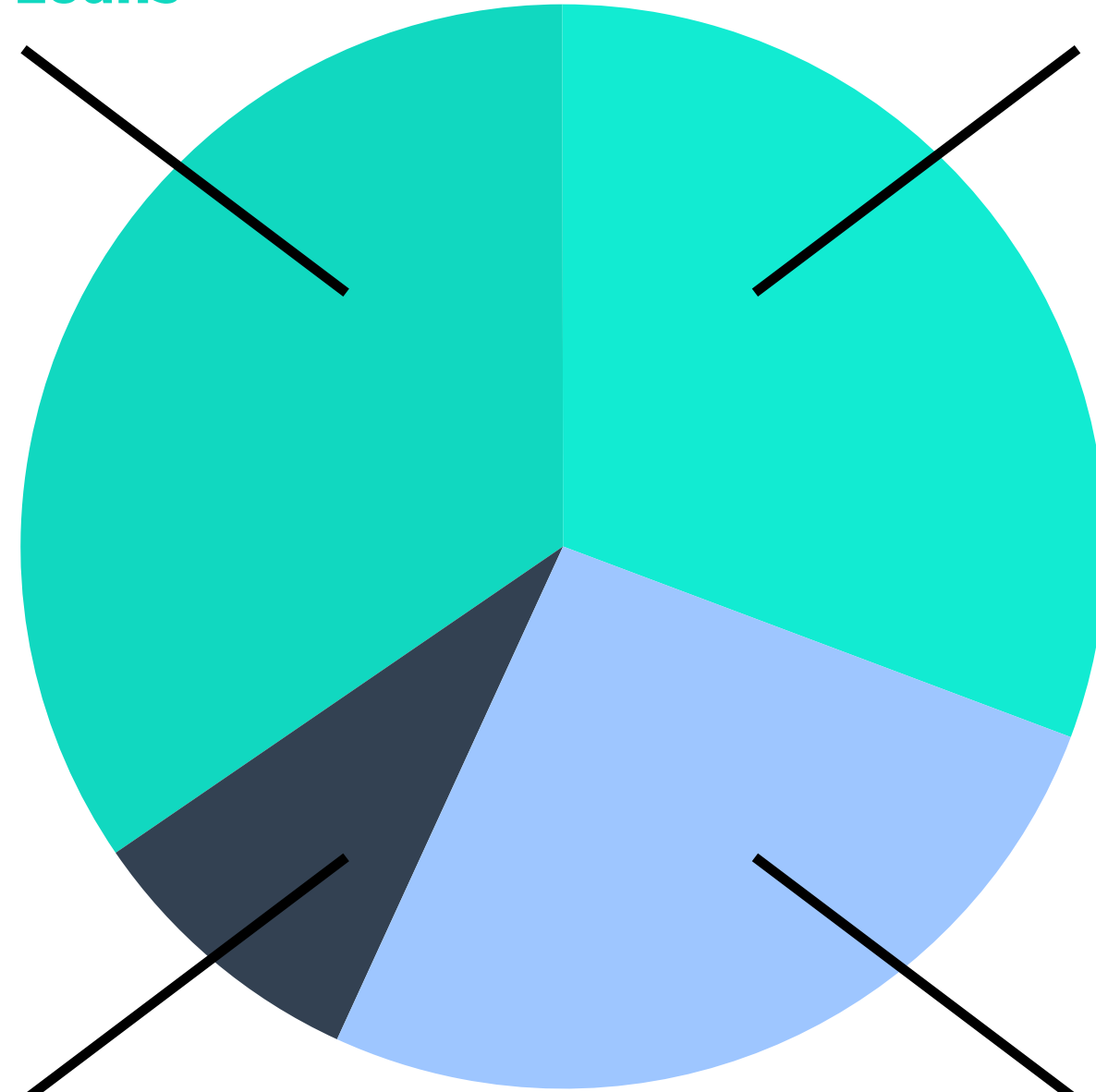


ROYAL
COMMISSION

**4.4 million
applications for
consumer credit
expected in the
next six months.**

1.53M
Personal Loans

1.36M
Credit Cards



374,000
Auto Loans

1.15M
Home Loans

A Significant opportunity exists for Wizr.

Approximately 3 million personal loan applications expected per annum.

0.22%

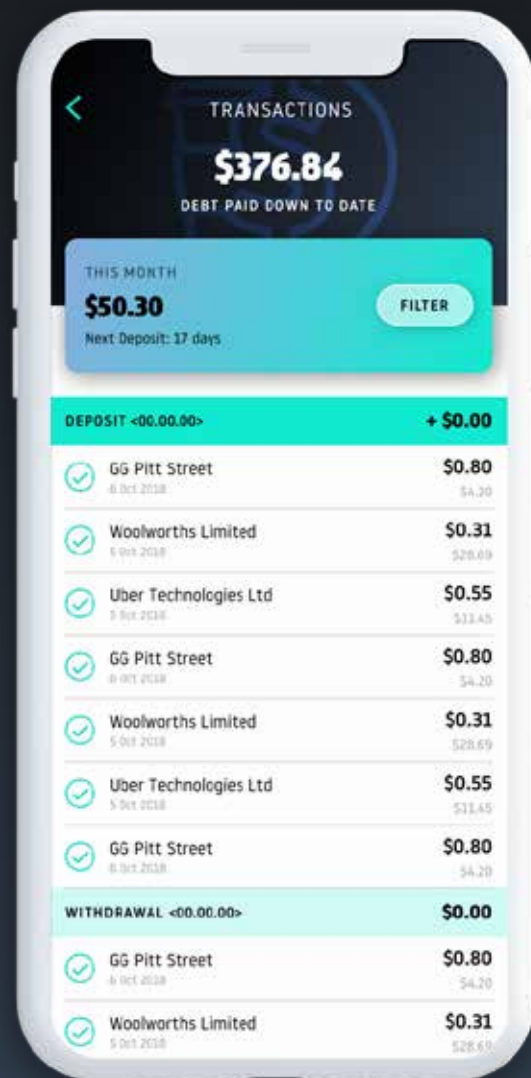
(CURRENT WISR PENETRATION)

Wizr personal loan applications in FY19 as a share of potential expected personal loan applications.



3M PERSONAL LOAN APPLICATIONS

Using customer transaction data for better outcomes.



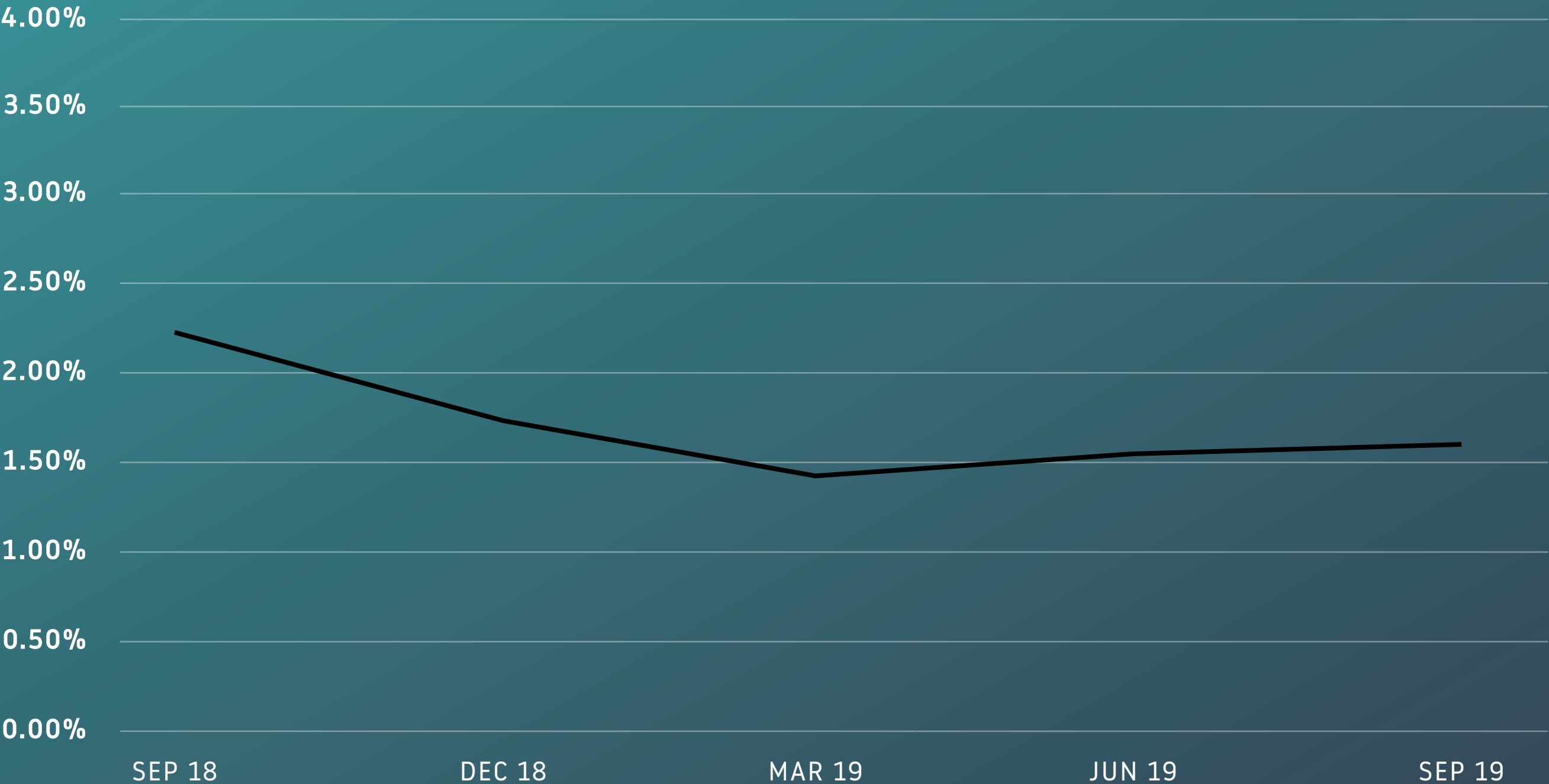
WISR INTELLIGENT CREDIT ENGINE
(ICE)



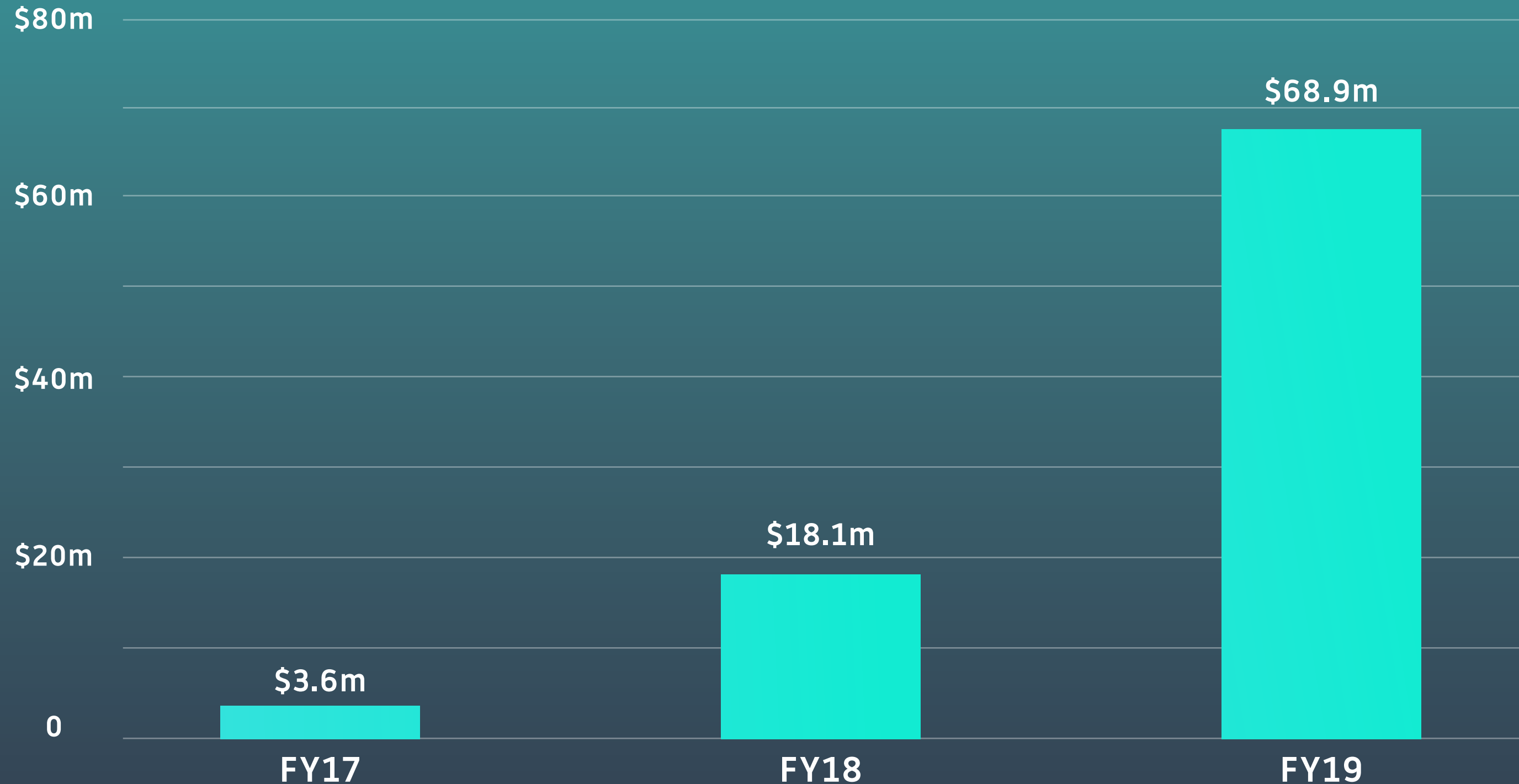
- Keeps us ahead of regulatory changes
- Reinforces our commitment to ethical, responsible lending
- Automatically verify income and liabilities
- Identify undisclosed liabilities
- Faster verifications
- Deeper understanding of the customer

Credit quality.

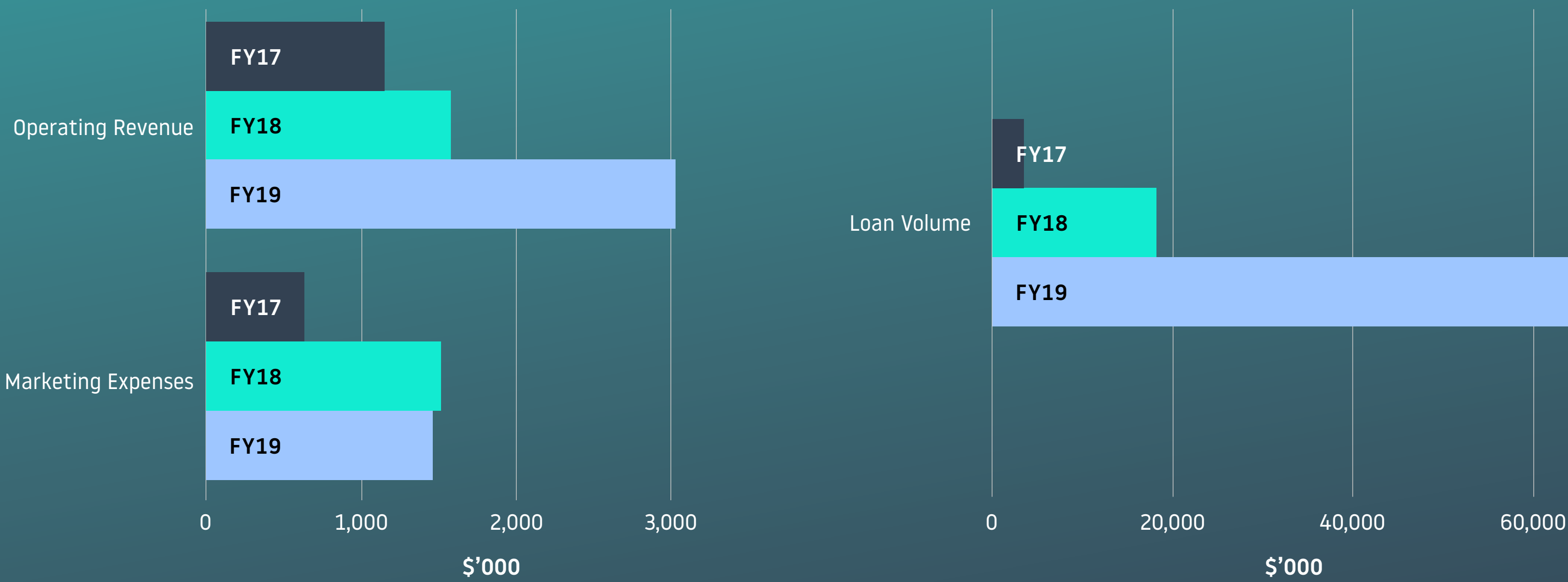
90+ day delinquencies (%).



Year on year loan origination growth.



Building market leading unit economics.



EFFICIENCY AND MARGIN IMPROVEMENT

Wizr continued the efficient scaling of its core personal loans business, delivering 281% loan volume growth and 91% revenue growth despite reducing marketing spend by 4%.

Business evolution.



PHASE 1: FY17-18 “FOUNDATIONS”

- Build market leading proprietary technology to manage end-to-end customer experience.
- Build the right team to deliver the 5 year vision.
- Utilise a low margin, capital light off balance sheet funding model to scale.
- Demonstrate we can write \$100M+ in personal loans, with strong credit performance.

PHASE 2: FY19 “CREATING THE NEO-LENDER MODEL”

- Create a strong brand that resonates in market.
- Build the beginning of the financial wellness Wizr Ecosystem.
- Demonstrate we can attract tens of thousands of Australians into the Wizr Ecosystem at effective acquisition cost levels.
- Demonstrate we can scale the Company effectively and efficiently.
- Extend the team and culture to build the high performance outcomes required.

PHASE 3: FY20+ “SCALING THE COMPANY”

- Diversify our funding structure to significantly increase margin. ✓
- Launch the Wizr Secured Vehicle Finance product to increase total addressable market. ✓
- Activate B2B2C channels with strategic partners to reach millions of Australians.
- Aggressively build the Wizr Ecosystem platforms to scale.
- Continue to innovate features and products to remain market leading.

Wizr Ecosystem highlights.

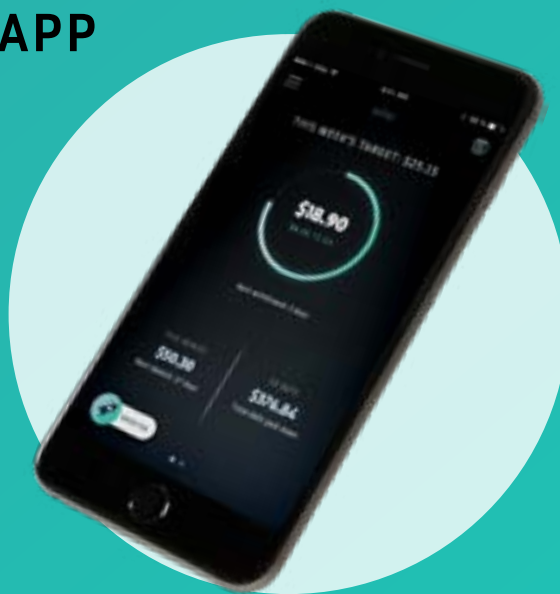
In Wizr delivered on the preliminary rollout of the Wizr Ecosystem, acquiring over 85,000 Australians into its channels in 2019. The Wizr Ecosystem includes the launch of a number of individually powerful, and collectively unique products aligned to financial wellness.

WISRCREDIT



- Launched WizrCredit, Australia's first and only credit score comparison site
- 52,000+ Australians compared their credit score in FY19
- Over 40% of users fall in the top credit tiers

WISR APP



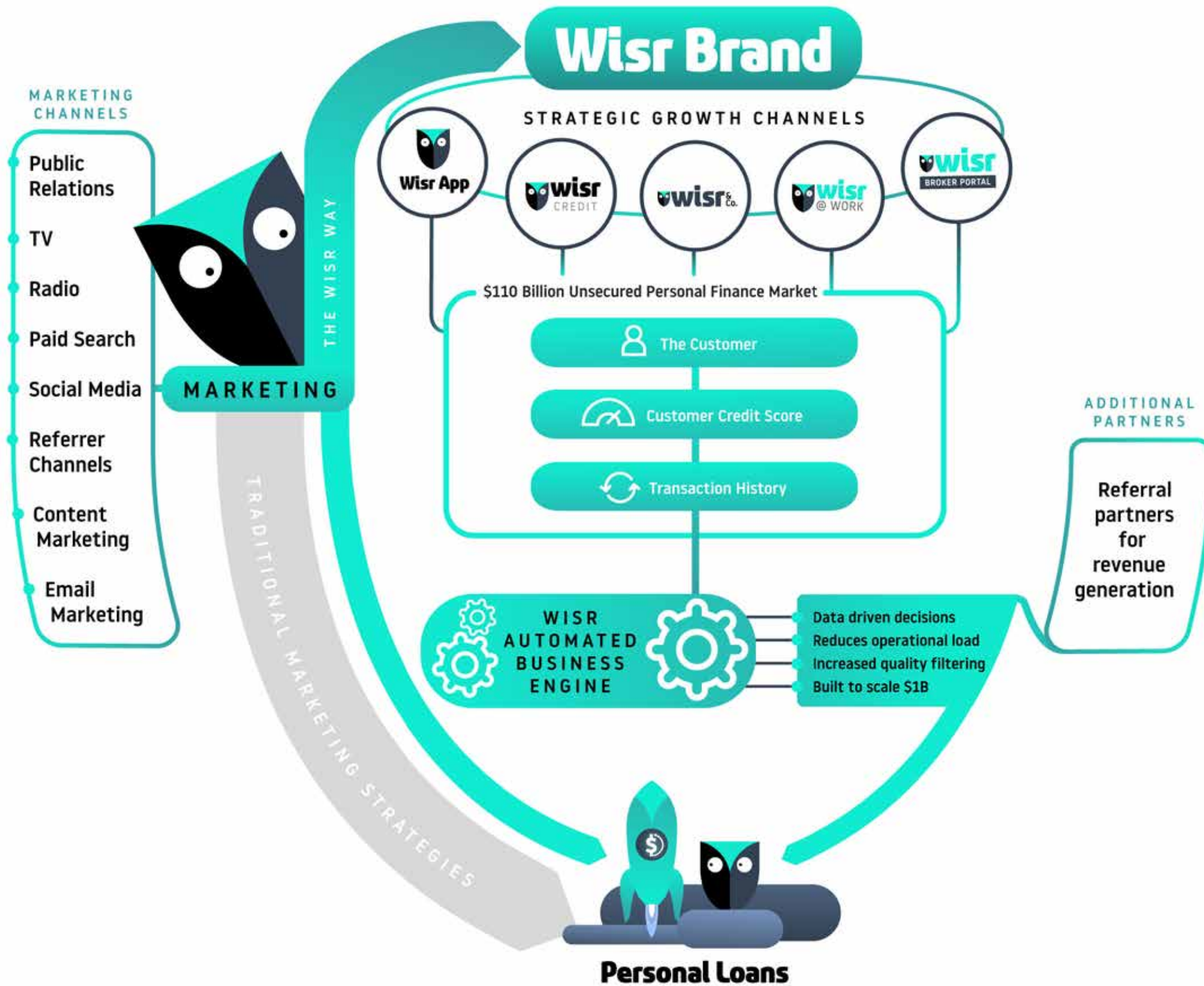
- Launched Wizr App to deliver more financial wellness and encourage debt reduction for more Australians
- 35,000+ Wizr App downloads in its first few months of launch
- Wizr App reached the top 10 in finance on The App Store

PARTNERSHIPS



- Launched Wizr@Work and Wizr&Co B2B2C partnership models
- Strategic partnership announcements including Smartgroup (ASX: SIG)
- Distribution of Wizr products to potentially millions of Australians

The Wisr Ecosystem.



Debt funding model.

SIGNIFICANTLY IMPROVING WISR MARGINS, WITH ROOM TO GROW.

FY16 TO FY17 - ORIGINS

- Peer to Peer model origins
- Retail Fund
- Difficult to scale
- Low margin

FY18 TO FY19 - WISR 1.0

- Initial wholesale funding
- Capital light
- Platform play
- Scalable
- Off balance sheet
- Low margin
- Management fee structure

FY20 ONWARDS - WISR 2.0

- Hybrid model including Wizr 1.0
- Diversification of debt funding models through new structures and facilities
- NIM Model
- Significantly improved loan unit economics
- Provides clear runway for growth
- Provides avenue for Wizr to launch more lending products





Business update.



FY20 update.

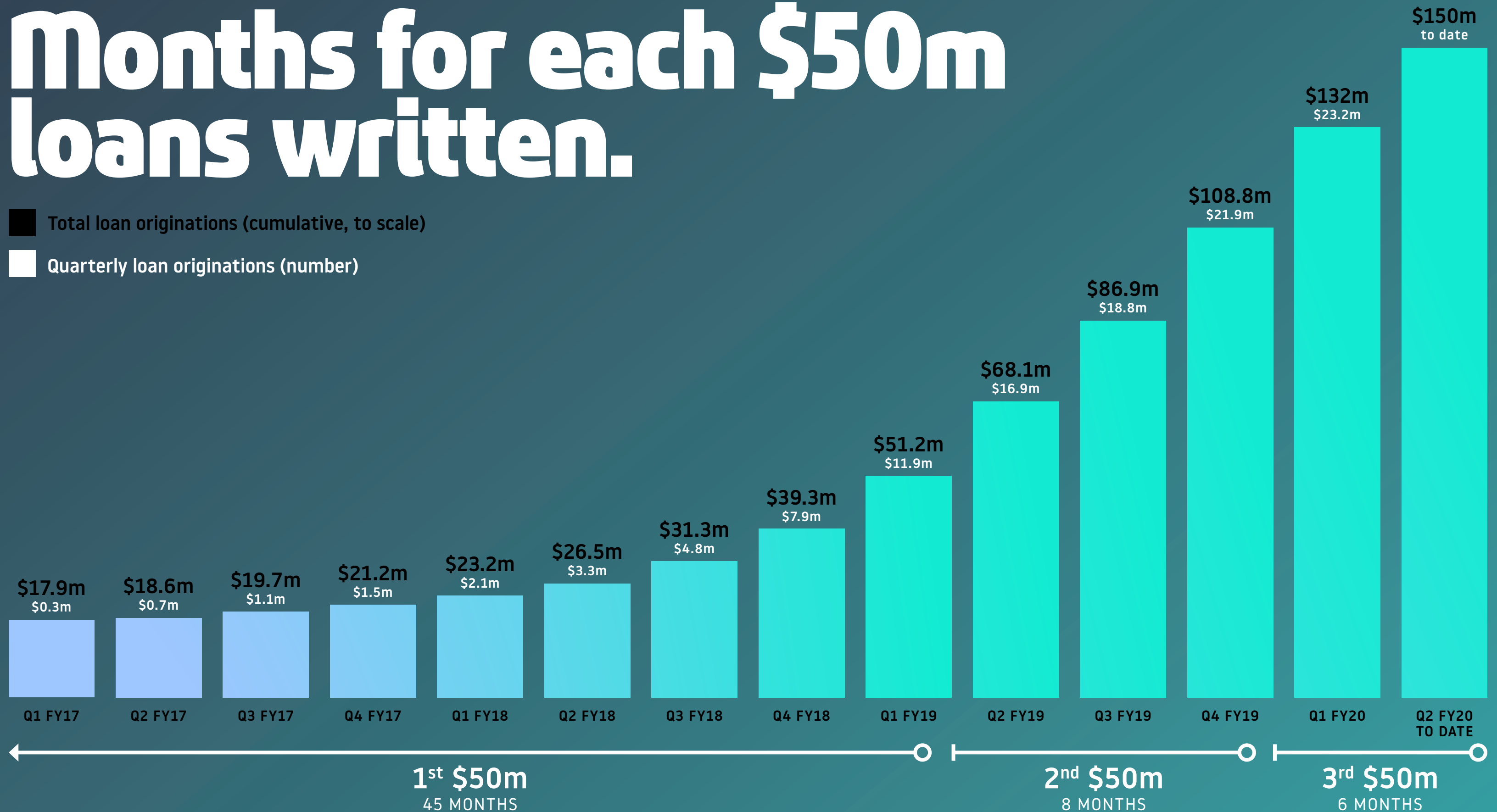
1. Executed NAB partnership deal - will more than triple current margin for the Company
2. Surpassed \$150 million in total loan originations
3. Successful launch of new lending product: secured vehicle finance generating first revenue in Q1FY20
4. Rollout of Smartgroup partnership now generating revenue
5. Over 85,000 Australians now introduced to the Wizr Ecosystem
6. Significant product upgrade with major release of the WizrCredit platform delivered, with deeper insights and features to leverage comprehensive credit reporting data for customers, setting a new standard in the Australian market
7. Successful release of Wizr App for Android (100% coverage of market now) Over 35,000 Wizr App downloads with app users on path to have paid of \$1 million of debt by early 2020
8. Wizr wins award for Fintech Innovation in Lending at the 2019 Fintech Australia Awards and received 9 new award finalist nominations across leadership, innovation and technology



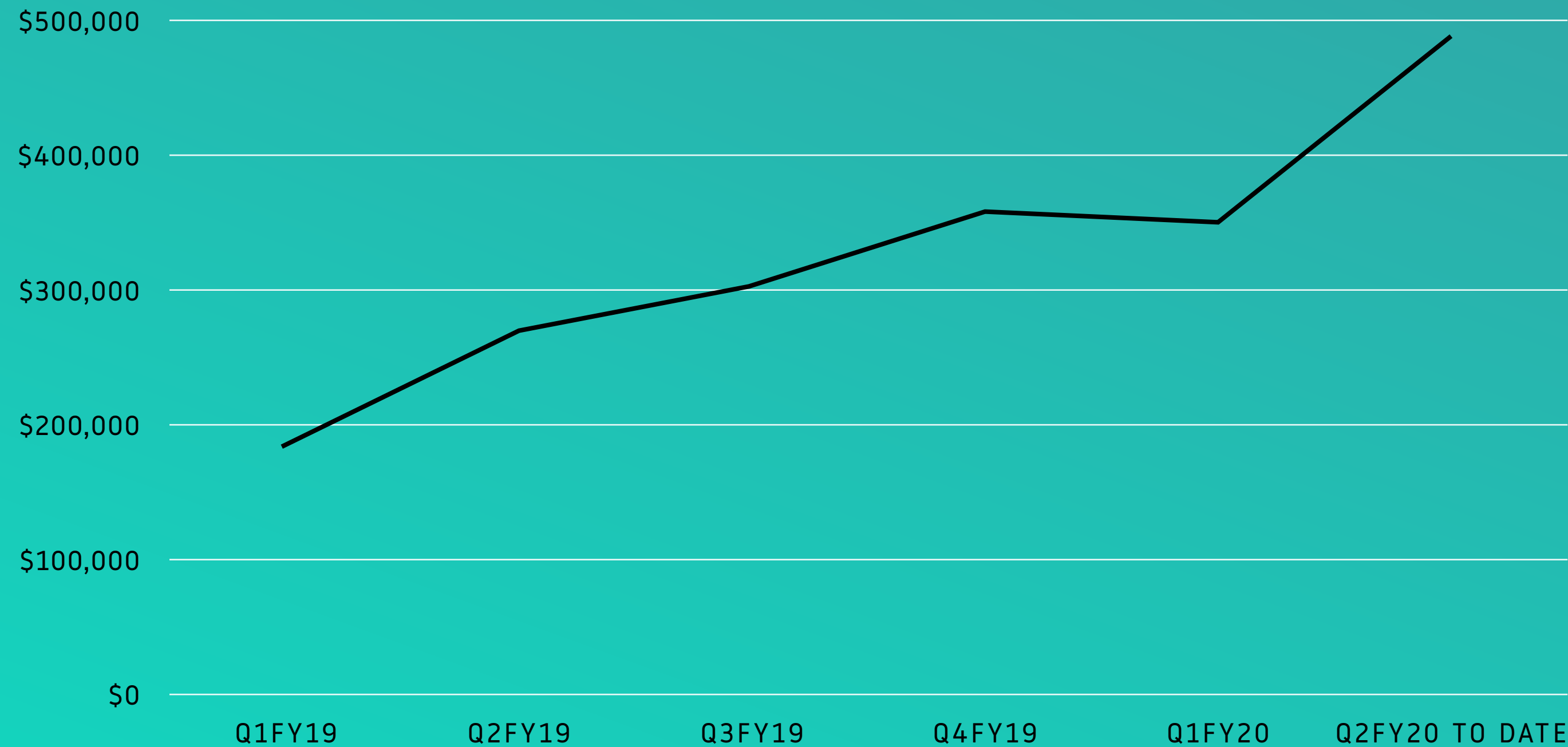
Months for each \$50m loans written.

■ Total loan originations (cumulative, to scale)

■ Quarterly loan originations (number)

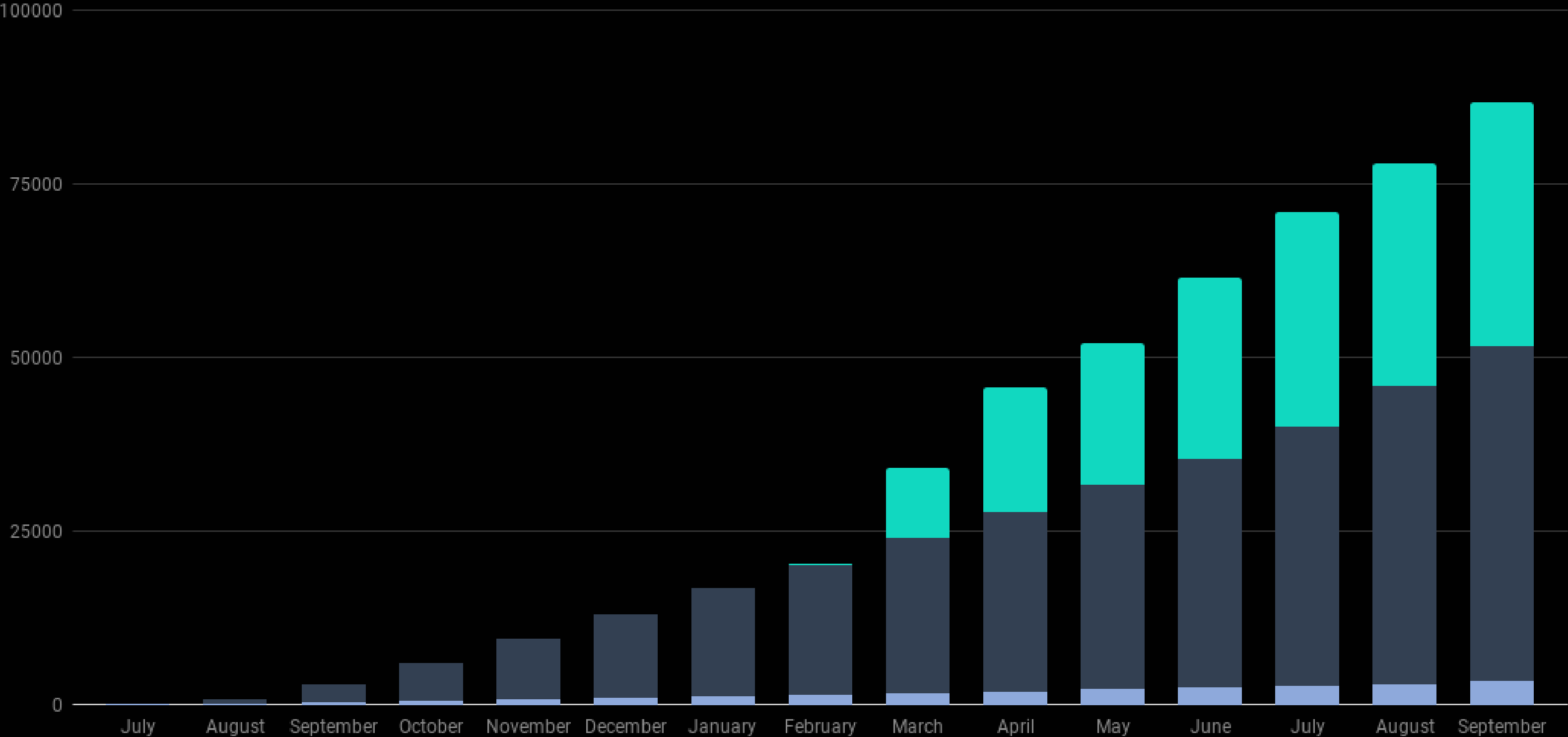


Average daily settlements by quarter.



Over 85,000 Australians entered the Wisr Ecosystem.

WisrApp downloads WisrCredit Personal Loans



Our growth strategy.

1

SHORT TERM

- Continue to win in our competitive channels through superior tech, a strong brand, go-to-market strategy, customer experience, price point and capability of our highly-talented team – but continually monitor loan unit economics and not chase short-term non-viable loan origination growth (i.e. not spending into ineffective channels to chase loan growth).
- We will aggressively protect capital, credit quality and loan unit economics and grow the company safely.

2

LONG/MEDIUM TERM

- Continue to aggressively ramp the build of our defensible distribution channels as core assets, to provide us with competitive advantage and allow us to win long term.
- Utilise the rich data from our channels to drive increased margin, best in class loan unit economics and conversion to credit products.
- Build our strategic partnerships channel to provide access to the Wizr Ecosystem for millions of Australians.



Business momentum.



LOAN BOOK GROWTH

- Proprietary end-to-end origination platform
- Operational and marketing efficiency
- Ability to rollout new lending services
- Wizr Secured Vehicle Finance product launched in FY20



WISR ECOSYSTEM

- Launched WizrCredit and Wizr App B2C products
- Introduced over 85,000 new customers into the Wizr Ecosystem
- Launched Wizr@Work and Wizr@Co to enable strategic partnerships



DIVERSIFIED DEBT FUNDING

- NAB funding now live
- Highly scalable
- Hybrid model in FY20 to significantly improve loan unit economics



STRATEGIC PARTNERSHIPS

- Highly scalable distribution of Wizr Ecosystem
- Founding partnerships with Smartgroup (ASX:SIQ)
- Opportunity size in the millions of potential customers



**smarter,
fairer,**

wilsr

Australia's first neo-lender

