



Q3FY20 Business Update.

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EMERGING LEADERS CONFERENCE

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1.

Q3FY20 Business

update

Business evolution.

Model proven - now scaling.



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
- ✓ Create building blocks of the Wizr Financial Wellness Ecosystem (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
- ✓ Expand the team and culture to build the high performance outcomes required

PHASE 3: FY20+ “SCALING THE COMPANY”

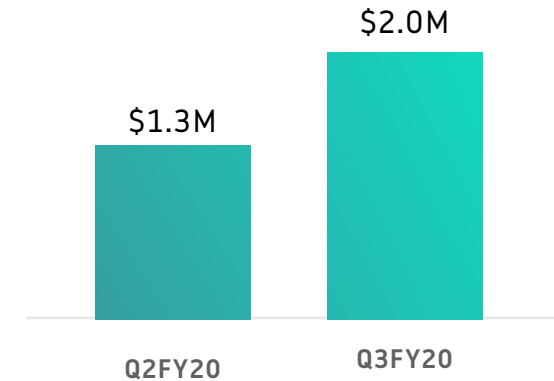
- ✓ Diversified funding structure that will significantly increase margin
- ✓ Activate B2B2C channels with strategic partners to reach millions of Australians
- ✓ Aggressively build the Wizr Ecosystem platforms to scale
- ✓ Continue to deliver innovative features and products to remain market leading
- Launch the Wizr secured vehicle finance product to increase total addressable market

Key numbers.

Delivering on milestones, keeping promises.

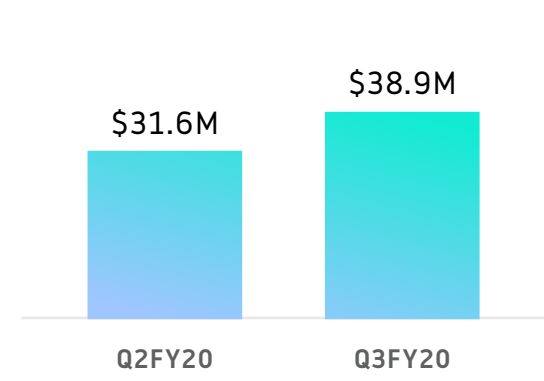
REVENUE GROWTH

↑ UP 50%



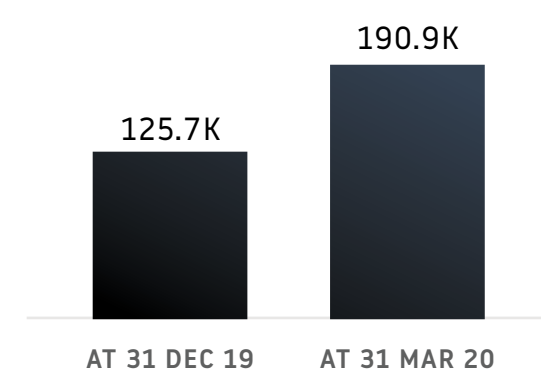
LOAN ORIGINATIONS

↑ UP 23% QoQ



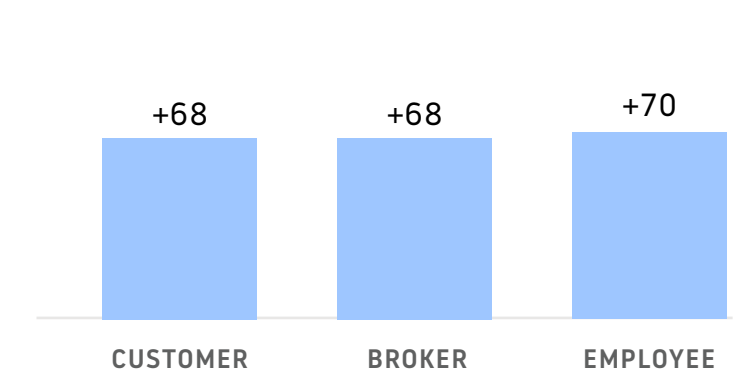
WISR ECOSYSTEM

↑ UP 51.9%



NET PROMOTER SCORES

✓ +69 OVERALL



LOAN FUNDING

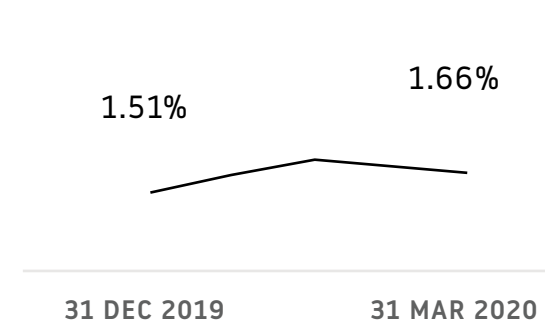
✓ TRIPLED MARGIN



New loan funding – approximate tripling of average loan unit economics.

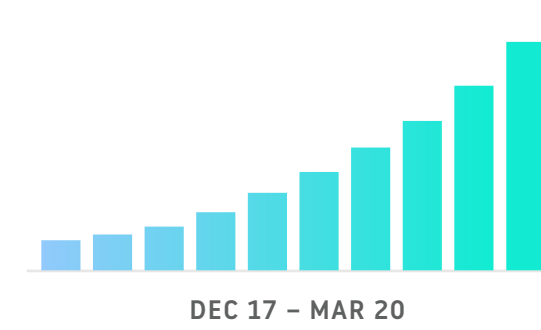
90+ DAY ARREARS

↑ UP 0.15% BUT STABLE



LOAN VOLUME GROWTH

✓ OVER \$202M IN LOANS WRITTEN TO DATE



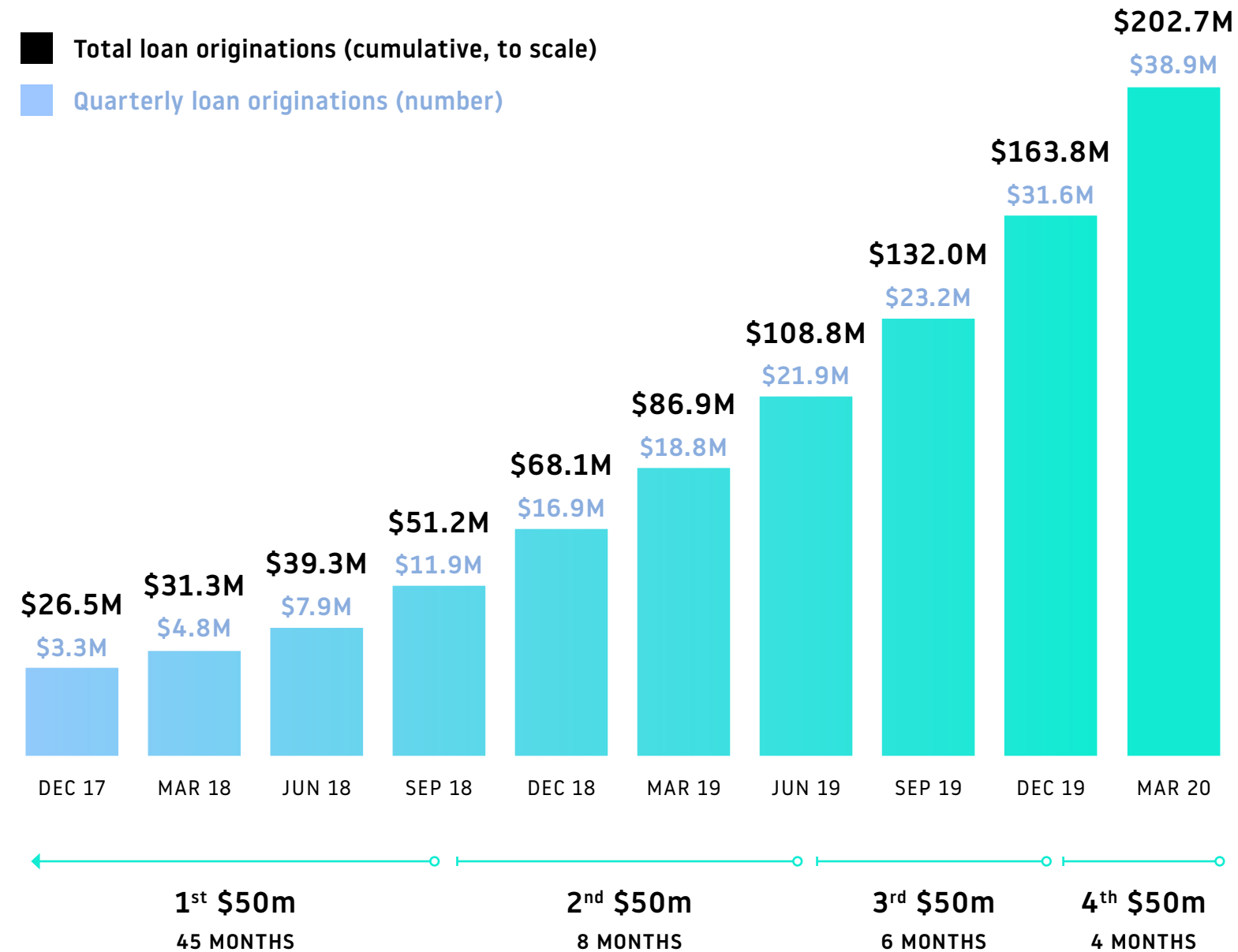
WELL CAPITALISED

✓ \$42.4 MILLION CASH AND LOAN ASSETS

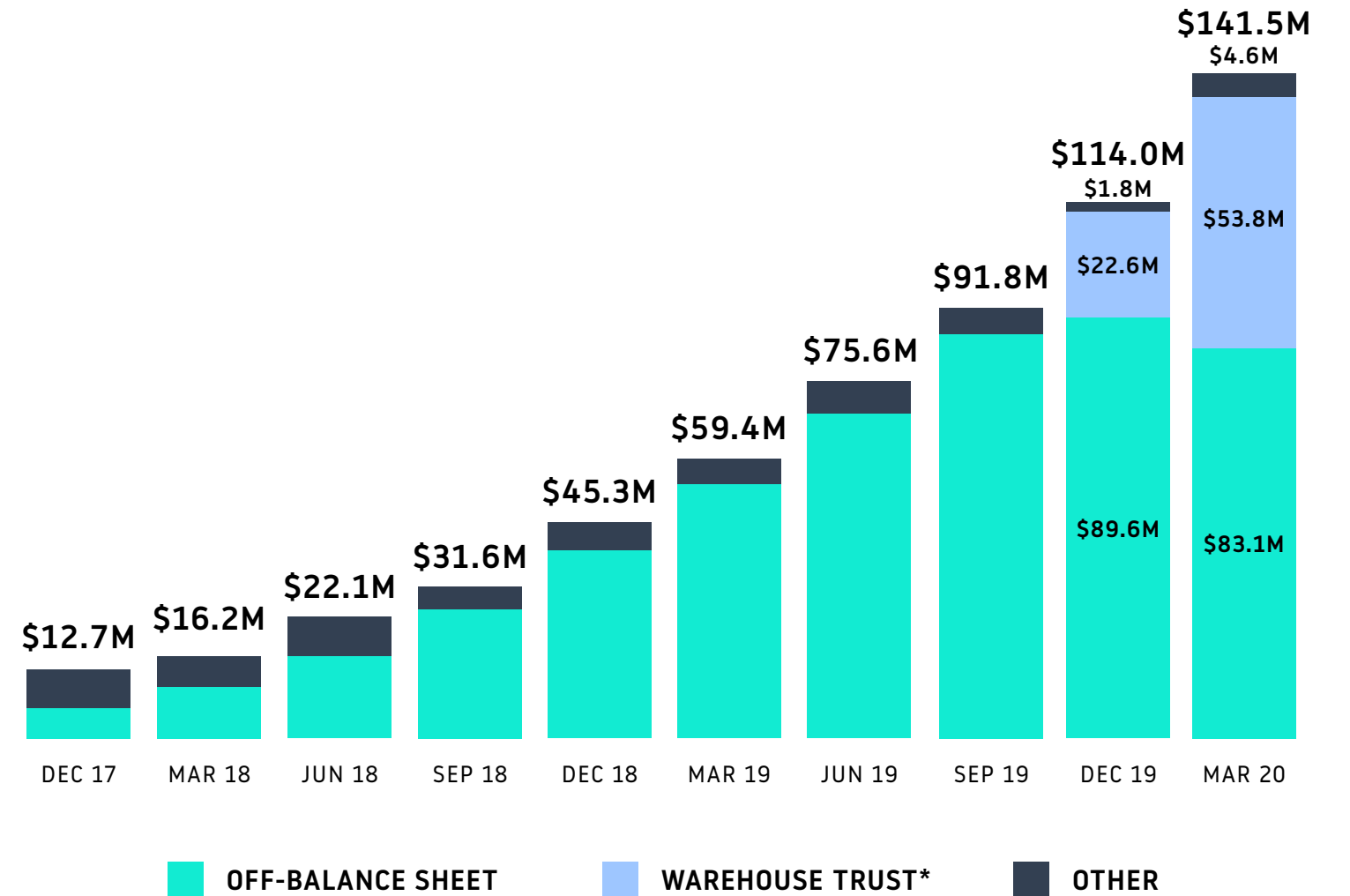


Consistent growth of high quality loan book.

Loan originations (\$M).

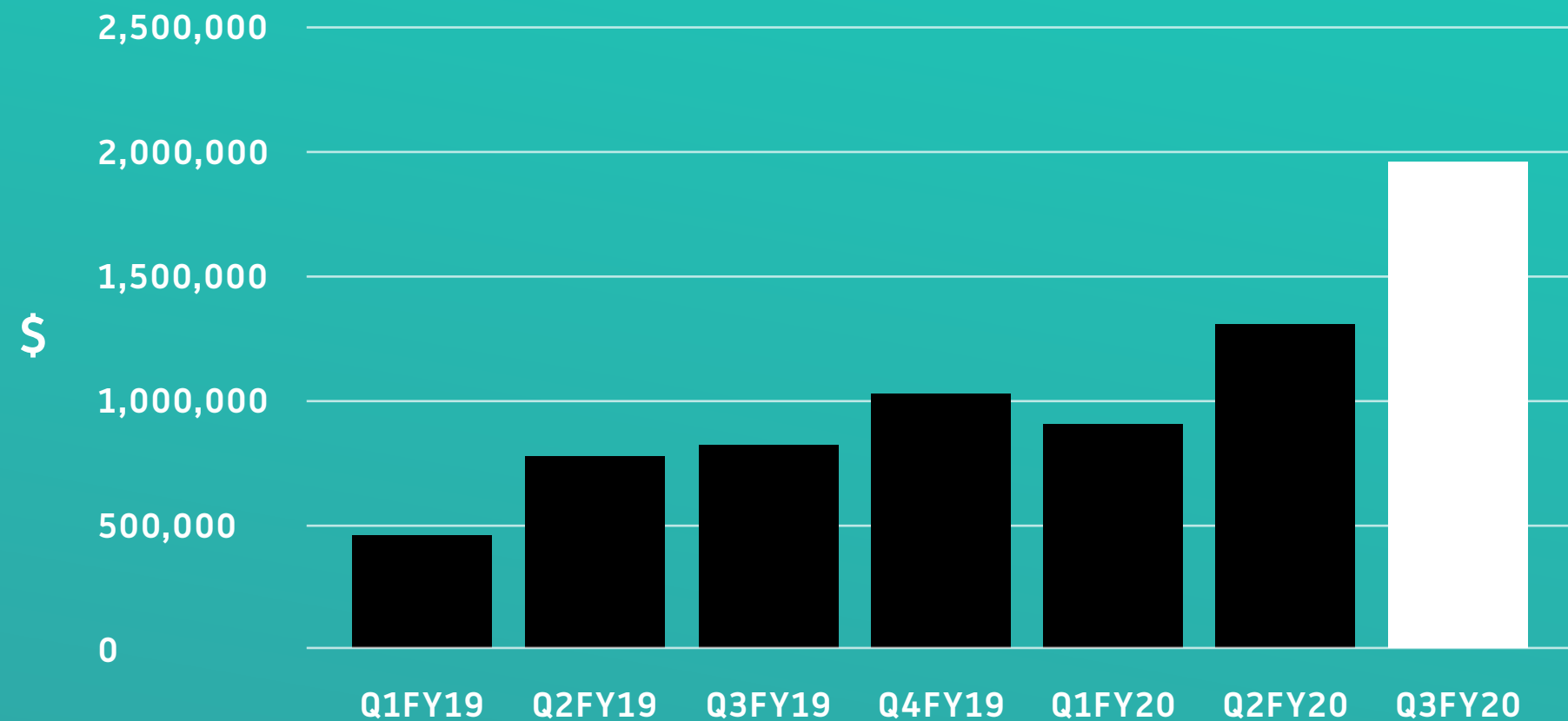


Loan book (\$M).



*NAB are senior funder

New model driving significant revenue growth.



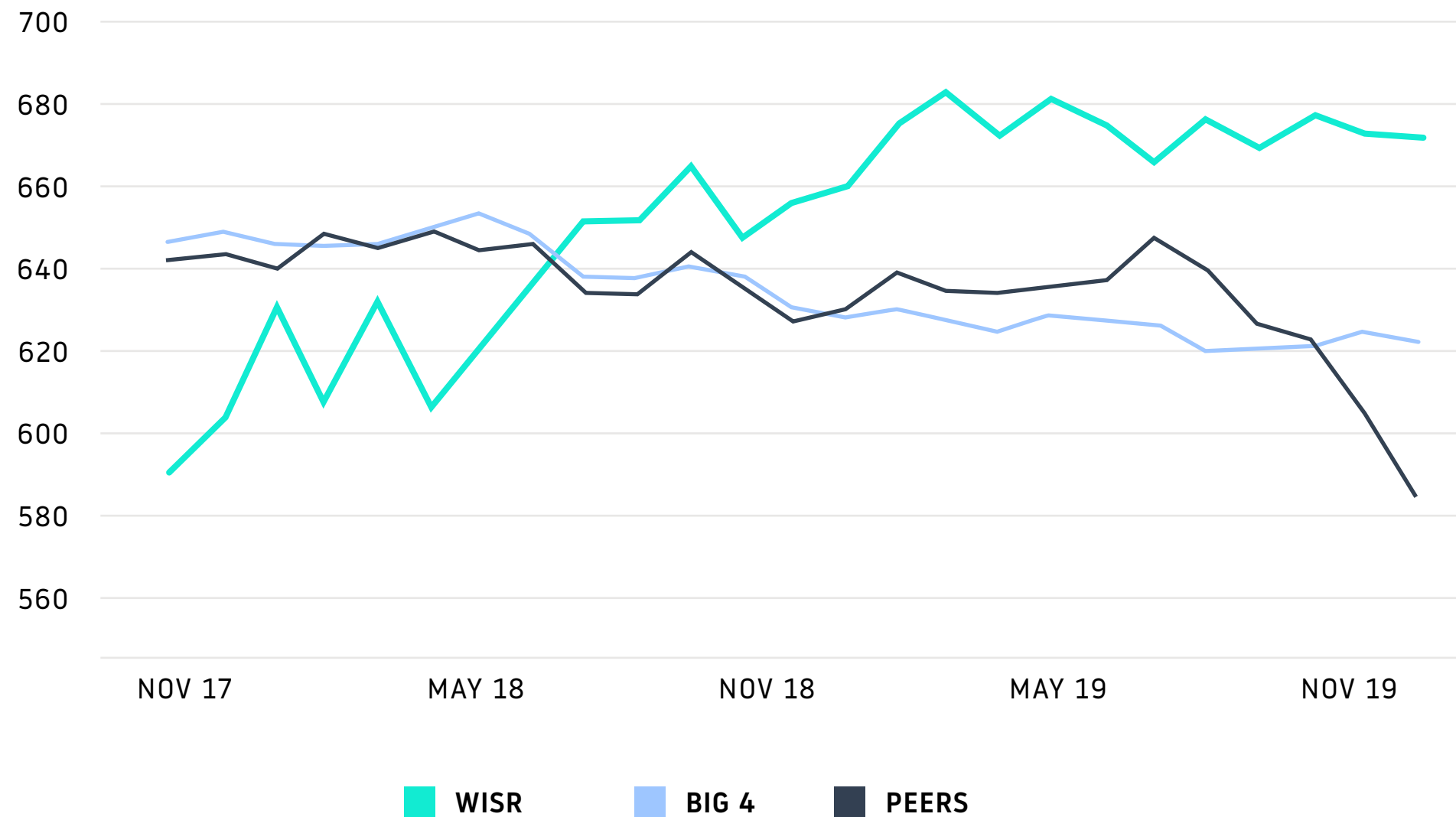
REVENUE GROWTH COMMENTARY

Q3FY20 is the first quarter Wisr has run its business model with the new funding facility. Noting only \$22.6 million was in the warehouse at the start of the quarter, and \$53.8 million in the warehouse by 31 March 2020. This new model and unit economics will deliver significant revenue growth over the coming quarters.

Winning Australia's best customers.

Market leading, consistent credit quality lead indicators.

AVERAGE EQUIFAX 1.1 CREDIT SCORES

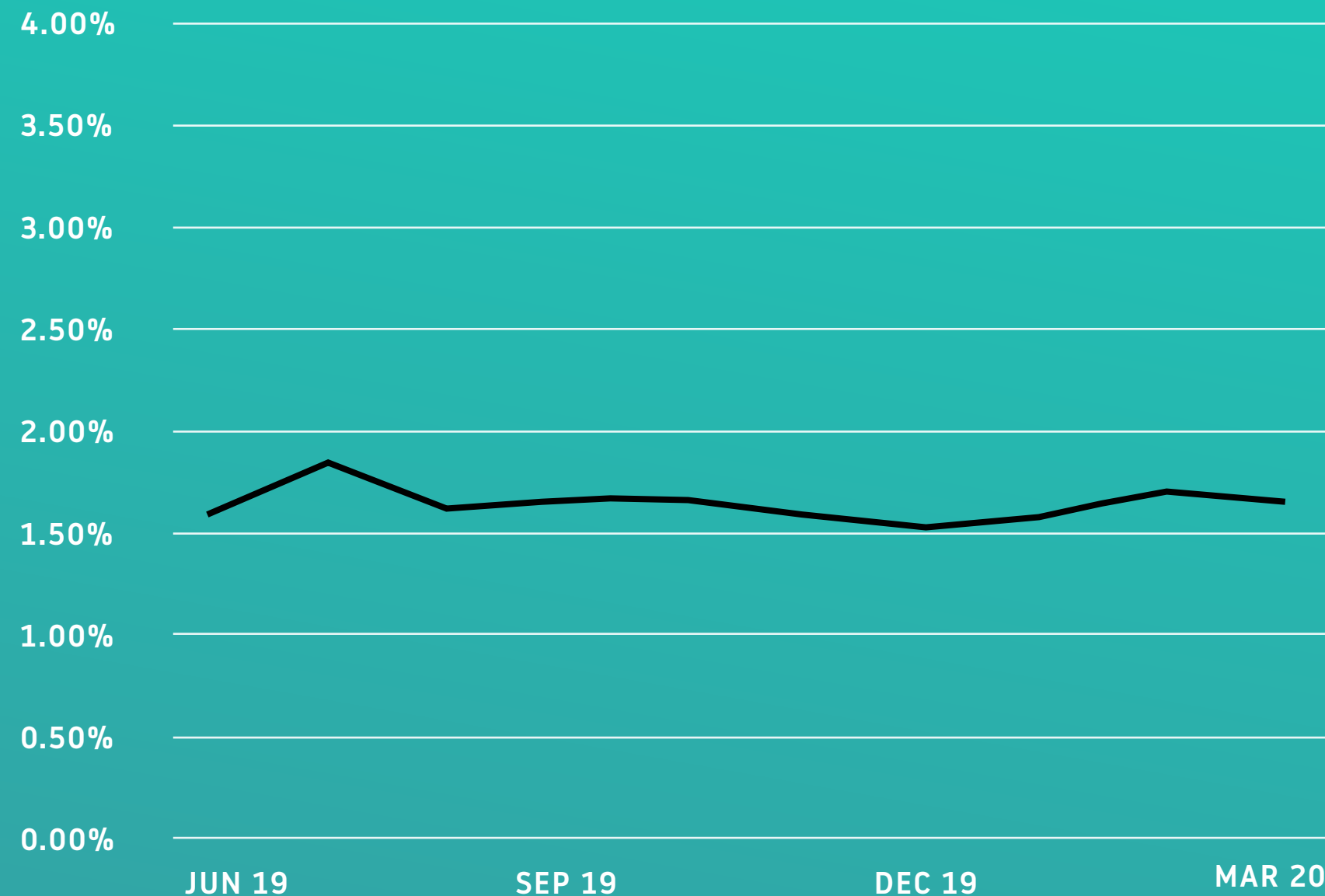


PERSONAL LOAN ENQUIRIES – CUSTOMER SCORE COMPARISON

Based on Equifax credit score comparisons for personal loan enquiries, Wisr continues to attract consumers with higher credit scores across the industry, including the Big 4 Banks and category peers.

Maintaining credit quality.

Credit quality of Wisr's loan book remains strong.



90+ DAY ARREARS

COVID-19 COMMENTARY

Stress testing analysis confirms very low balance sheet exposure to high risk categories that have been or likely to be most impacted by COVID-19.

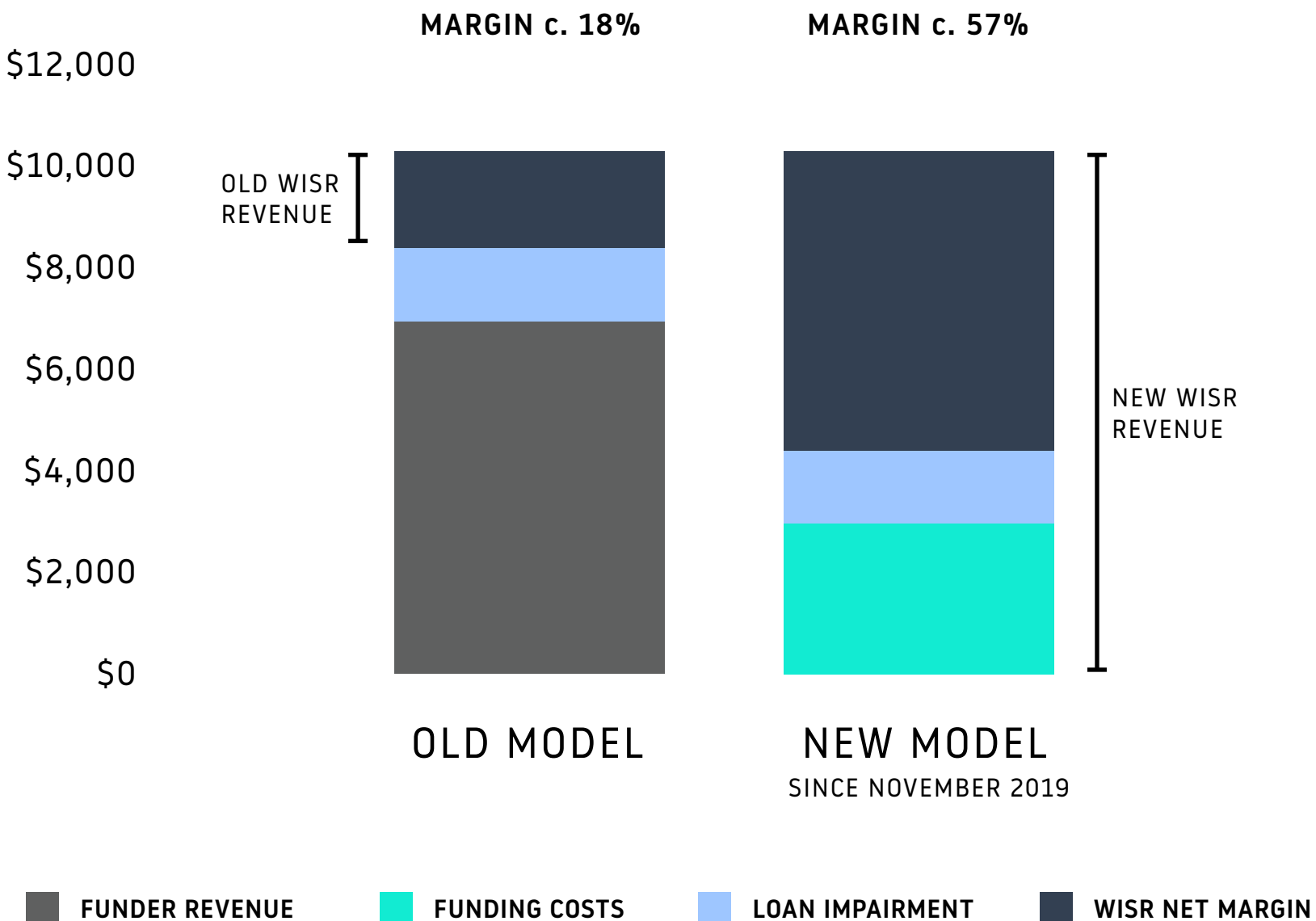
Total portfolio arrears are stable with 90+ Day arrears of 1.66% at 31 March 2020, well below internal risk appetite triggers.

PRIME CUSTOMER BASE

Wisr continues to automate, simplify and optimise its credit policy and underwriting process. The Company will maintain an ongoing review of credit policy and risk appetite delivered through its proprietary Intelligent Credit Engine (ICE).

Significantly improved unit economics.

Illustrative customer value and revenue model.

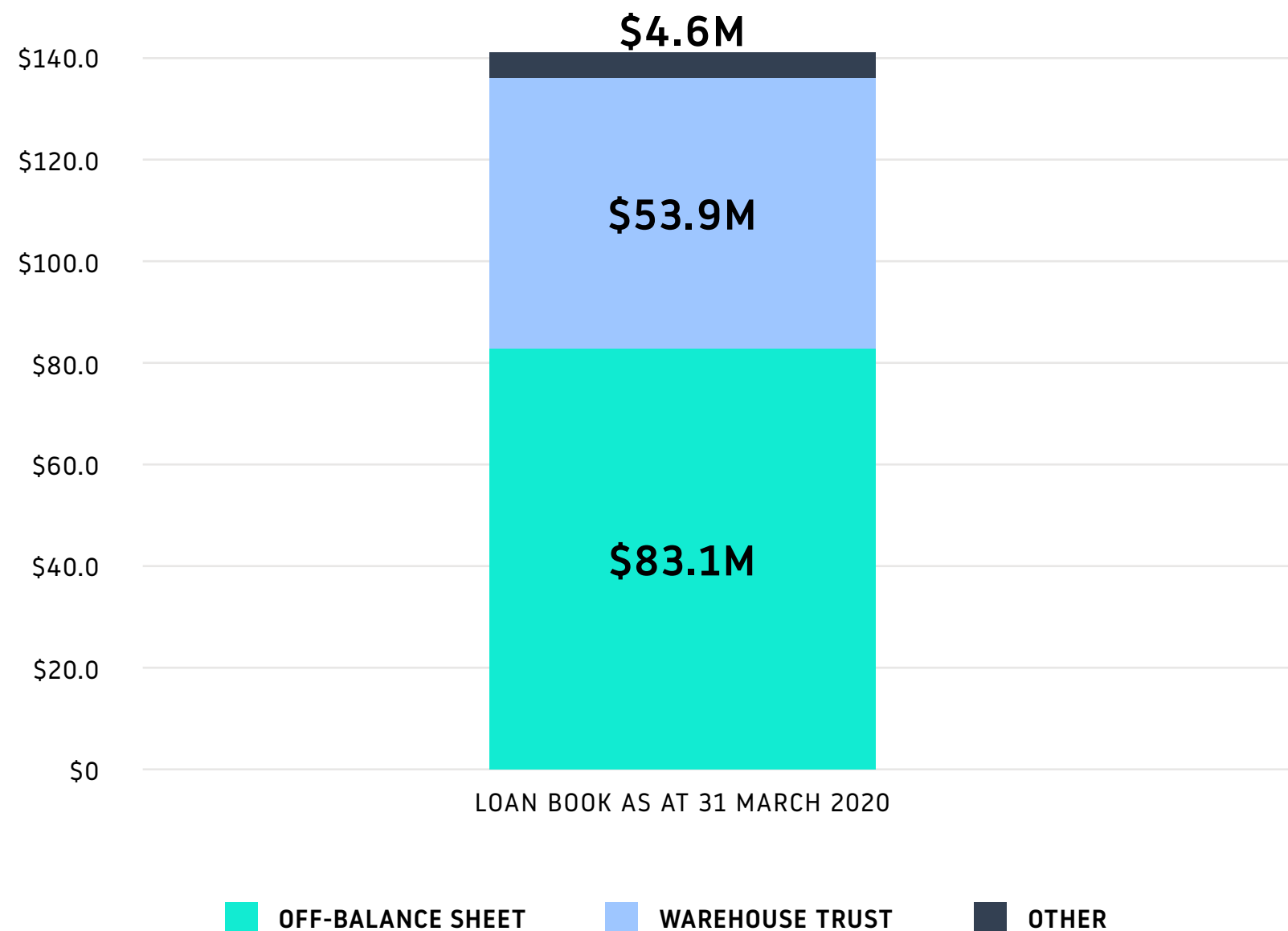


NEW MODEL ASSUMPTIONS (EXAMPLE ONLY)

- Total loan revenue: \$10.2K
- Loan size: \$30,000
- Tenor: 60 months
- Gross yield: 12.5% p.a. (recognised in P&L)
- Loan impairment: 1.75% p.a.
- Funding costs: 3.5% p.a.

Scalable, profitable model live.

First full quarter with significantly improved margin in place.



LOAN FUNDING COMMENTARY

- \$141.5M total loan book as at 31 March 2020
- A dual funding model strategy has been adopted in light of COVID-19, with off-balance sheet funding being utilised alongside the loan warehouse to manage risk and optimise capital management
- The warehouse trust is the go forward funding source with vastly improved loan unit economics
- Warehouse trust – 4 classes of notes:
 - Class 1 NAB
 - Class 2 & 3 Blue Chip Australian Financial Institution
 - Class 4 Wisr (5% of capital structure)
- \$95M committed funding for warehouse trust
- Secured vehicle loans to be funded via existing warehouse trust with potential for dedicated facility at scale

COVID-19 Commentary.



LOAN BOOK

- The strength in the Balance Sheet positions the Company very well through the COVID-19 period and beyond
- After successfully filling over \$50 million into the NAB loan warehouse facility during Q3FY20, a dual funding model strategy has been adopted, with previous off-balance sheet funding being utilised alongside the warehouse to reduce risk and optimise capital management during the period of COVID-19 disruption
- Deliberate moderation in loan originations through Q4FY20, as the Company takes a conservative view on the outlook of COVID-19



RISK EXPOSURE

- Stress testing analysis confirms very low balance sheet exposure to high risk categories that have been or likely to be most impacted by COVID-19
- High risk COVID-19 categories have been expanded to ensure the Company's risk policy is as effective as needed
- Total portfolio arrears are stable with 90+ Day arrears of 1.66% at 31 March 2020, well below internal risk appetite triggers
- Tightening of the Company's credit policy and proprietary decision engine rules have been implemented
- The Company's Fintech business model is well placed to continue lending, operations and growth of its financial wellness products through COVID-19 disruption and post recovery



2.

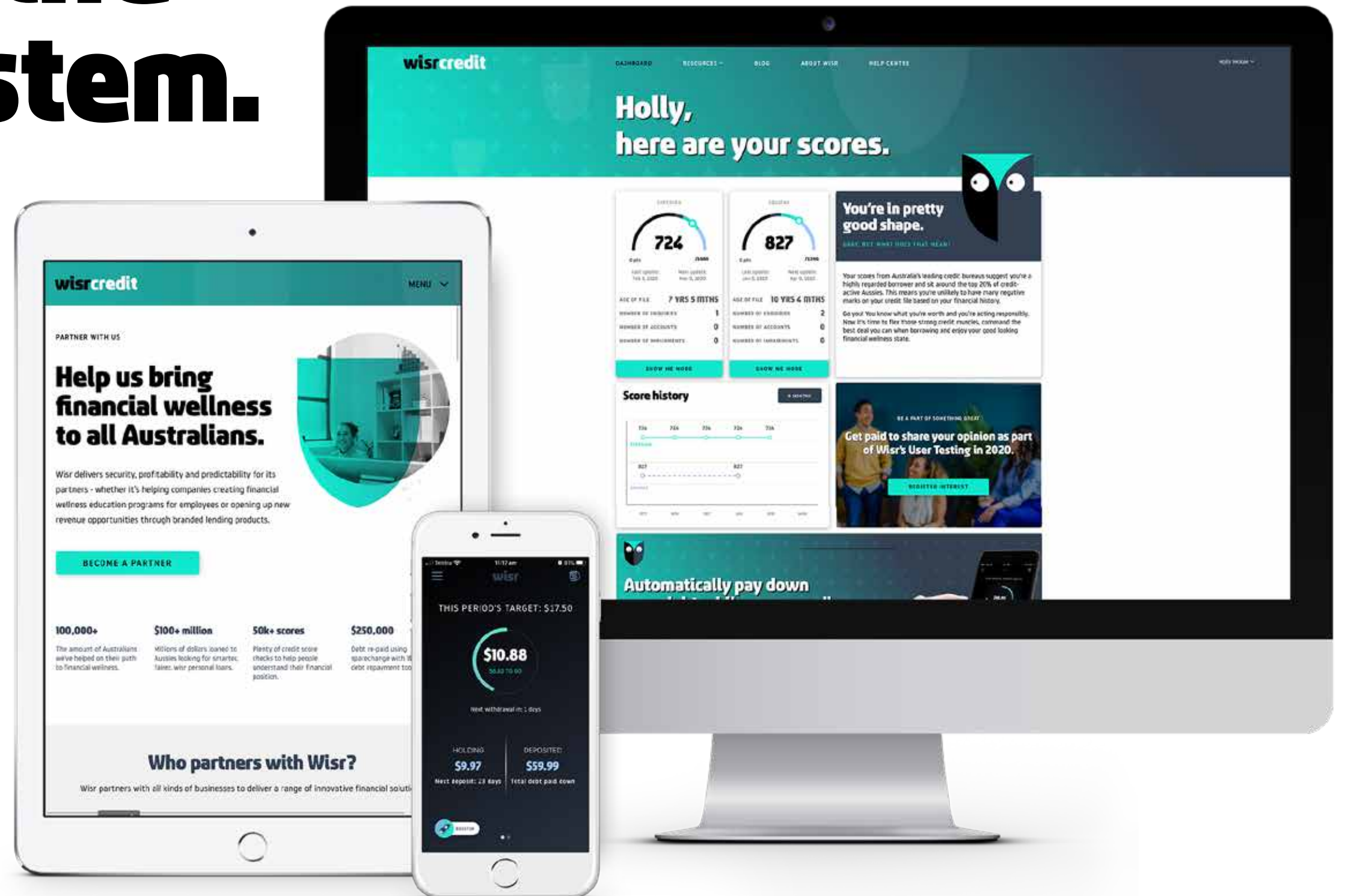
Growth & outlook



Growth via the Wisr Ecosystem.

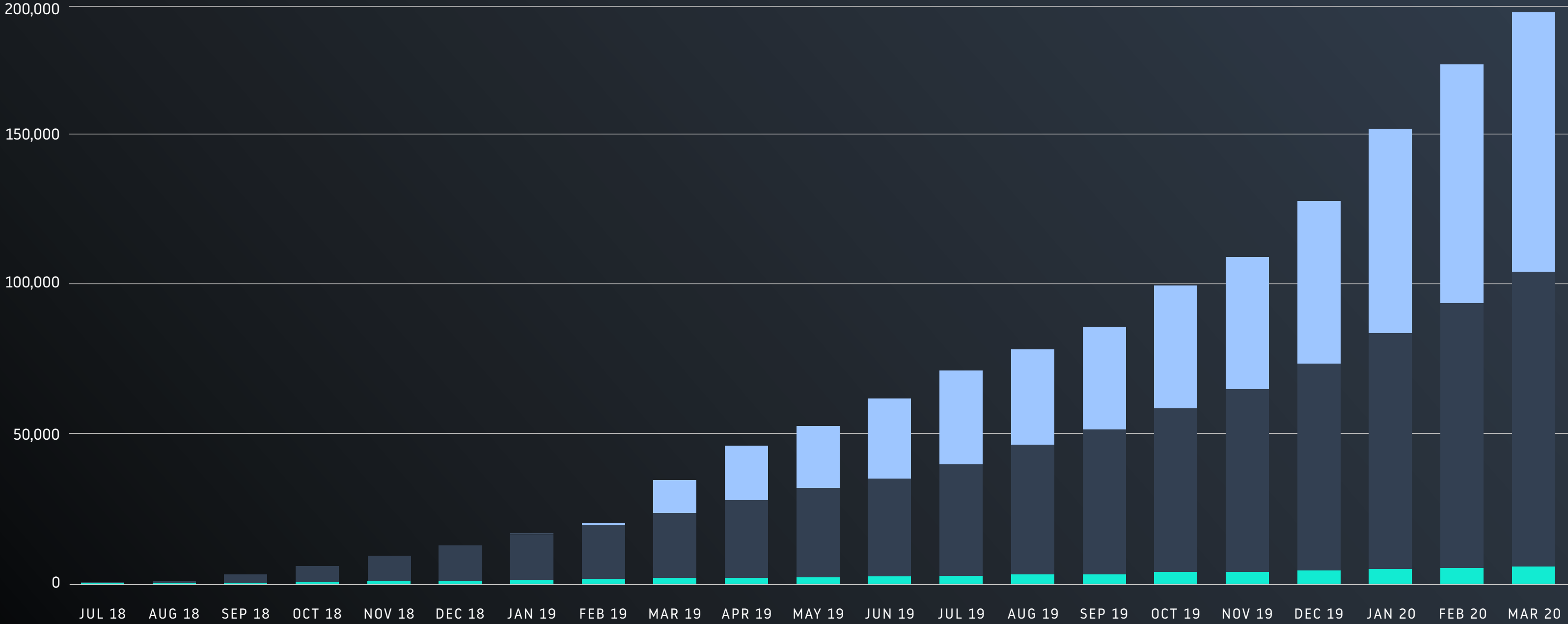
Wisr delivered on the preliminary roll-out of the Wisr Ecosystem, acquiring over 190,000 Australians to 31 March 2020.

The Wisr Ecosystem includes the launch of a number of individually powerful, and collectively unique products aligned to financial wellness.



The Wisr Ecosystem.

Over 190,000 Australians entered the Wisr Ecosystem.



Source: Wisr data April 2020

Wisr@Work Partnerships.

Improving Financial Wellness in the workplace, the largest cause of workplace employee stress.

Wisr has announced a pilot Wisr@Work Financial Wellness program with Guild Super (75,000+ members and 16,000 employers). It is the first partner in the significant superannuation sector.

The Company has also launched a new pilot program with one of Australia's leading member healthcare charities (details to be released in the coming months), as well as on-boarding new strategic partnerships covering the finance, healthcare and mining sectors due to COVID-19.



Industry recognition for reinventing consumer lending.



Secured Vehicle drives 2020 growth.

(Pun intended.)

With a significant opportunity emerging, Wisr is transforming customers' ability to own and maintain their own vehicle.

- After a successful pilot, Wisr is launching a new super competitive secured lending product with market leading flexibility
- \$80B+¹ of annual vehicle sales and \$20B+² annual market for consumer vehicle financing
- The major lenders are retreating, creating opportunity for Wisr to leverage its market leading technology, brand, consumer reach as a disruptive new entrant
- Wisr is already setup for long term growth and scale. Wisr has secured use of its warehouse trust to support the funding and growth of this product

Source: ¹ Roy Morgan: Report - State of the Nation 27: Australian Automotive Industry accelerates towards 'Decade of Upheaval' - March 2017 ² Royal commission into misconduct in the banking, superannuation and financial services industry: Report - Some Features of Car Financing in Australia



Secured vehicle loan product already awarded Gold in the Rate City new car lender category in February 2020.

A compelling investment case.

READY TO SCALE

Phase 1 and 2 of the business delivered on plan, with market leading technology built and a proven business model.

COMPELLING UNDERLYING METRICS

All key numbers trending strongly for growth.

SIGNIFICANTLY IMPROVED UNIT ECONOMICS IN PLACE

Mature model debt warehouse now live, driving significant revenue growth over the coming periods.

OPERATIONALLY STRONG

Our underlying core operations are profitable and we are investing in growth.

WELL CAPITALISED

With \$42.4 million in cash and loan assets at 31 March 2020, positioning the Company very well through the COVID-19 period and beyond.

DIFFERENTIATED STRATEGY PRIMED FOR GROWTH

The unique Wisr Ecosystem (with more innovation in the pipeline), has attracted almost 200,000 Australians, showing the ability for the Company to scale, attract more customers, and offer future credit products.

TRACK RECORD

Delivering to or exceeding our plan, and keeping our commitments. With new senior hires recently joining, improving an already highly capable team.



3.

Q & A.



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