



Q1FY21

Interim Update.

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OCTOBER • 2020



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We've built a scalable business model that is...

Purpose-led

A vision to bring financial wellness to all Australians

OMNI-CHANNEL CUSTOMER REACH

Smarter, fairer, fully-digital products with market-leading customer experience

Australia's leading credit score comparison platform, utilising positive credit reporting data

Wizr App banking transaction data helps customers pay down debt, with any bank (or Wizr) faster

Financial literacy initiatives and innovative new features to leverage open banking regime

Fast-growing

New model already delivering a profitable operational outcome

Since Q1FY20, we've delivered:

↑ **358% Revenue Growth**

↑ **132% Loan Originations**

↑ **193% Ecosystem Growth**

Innovative Wizr Ecosystem: fast-growing and data driven channel

Consumer marketing (B2C)

Broker channel (B2B)

Strategic partnerships (B2B and B2C)

CUSTOMER DATA POWERS
INTELLIGENT CREDIT ENGINE

Efficient

Market-leading proprietary tech platform backed by great customer service

Automated business engine

Strong funding platform and loan unit economics

Unique Wizr Ecosystem channel delivering market-leading economics

with massive opportunities ahead

New product launch taking advantage of sizeable market opportunity



Huge opportunities to scale from small but growing share of the \$120B consumer finance market¹



September launch of new secured product expands reach to \$33B² market opportunity



Innovation and growth in Wizr Ecosystem to deliver financial wellness to more Australians

Source: ¹Equifax Credit Pulse 2019 (published August 2019), RBA, APRA

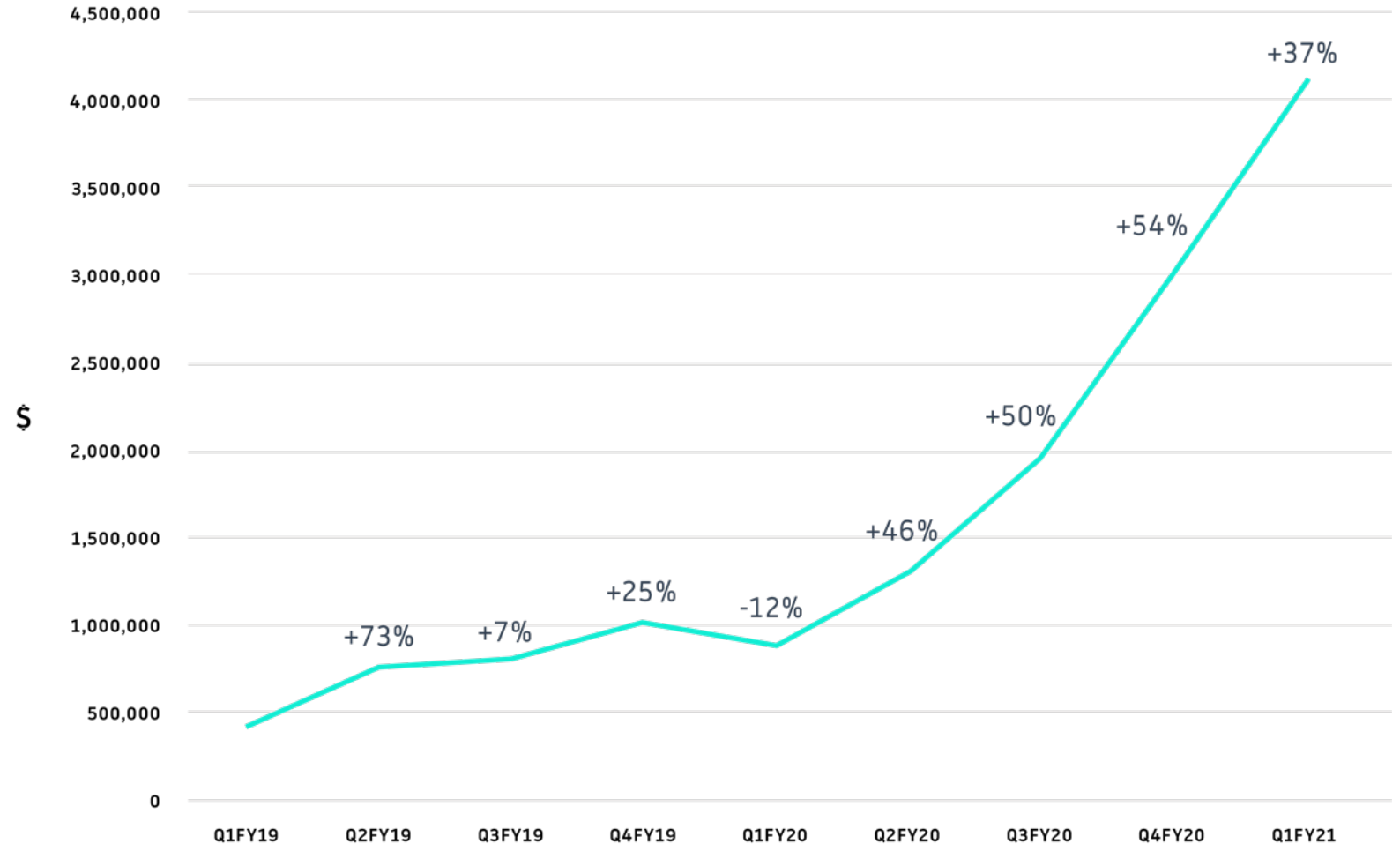
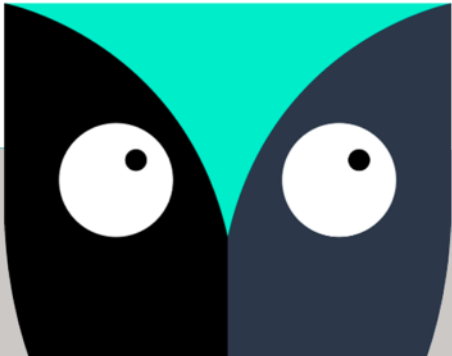
² Includes consumer and commercial lending segments. ABS 5601.0 LTM to Dec-19, and ABS 5671.0 LTM to Nov-18; ABS discontinued ABS 5671.0 in Nov-18.

Strong revenue growth.

Key turning point reached¹.

- 37% revenue growth in Q1FY21 vs Q4FY20
- 358% revenue growth in Q1FY21 vs Q1FY20
- 136% revenue growth in FY20 vs FY19
- Strong revenue growth with Wizr Warehouse funding model now in effect
- Wizr is set up for significant scaling and revenue growth in FY21 and beyond

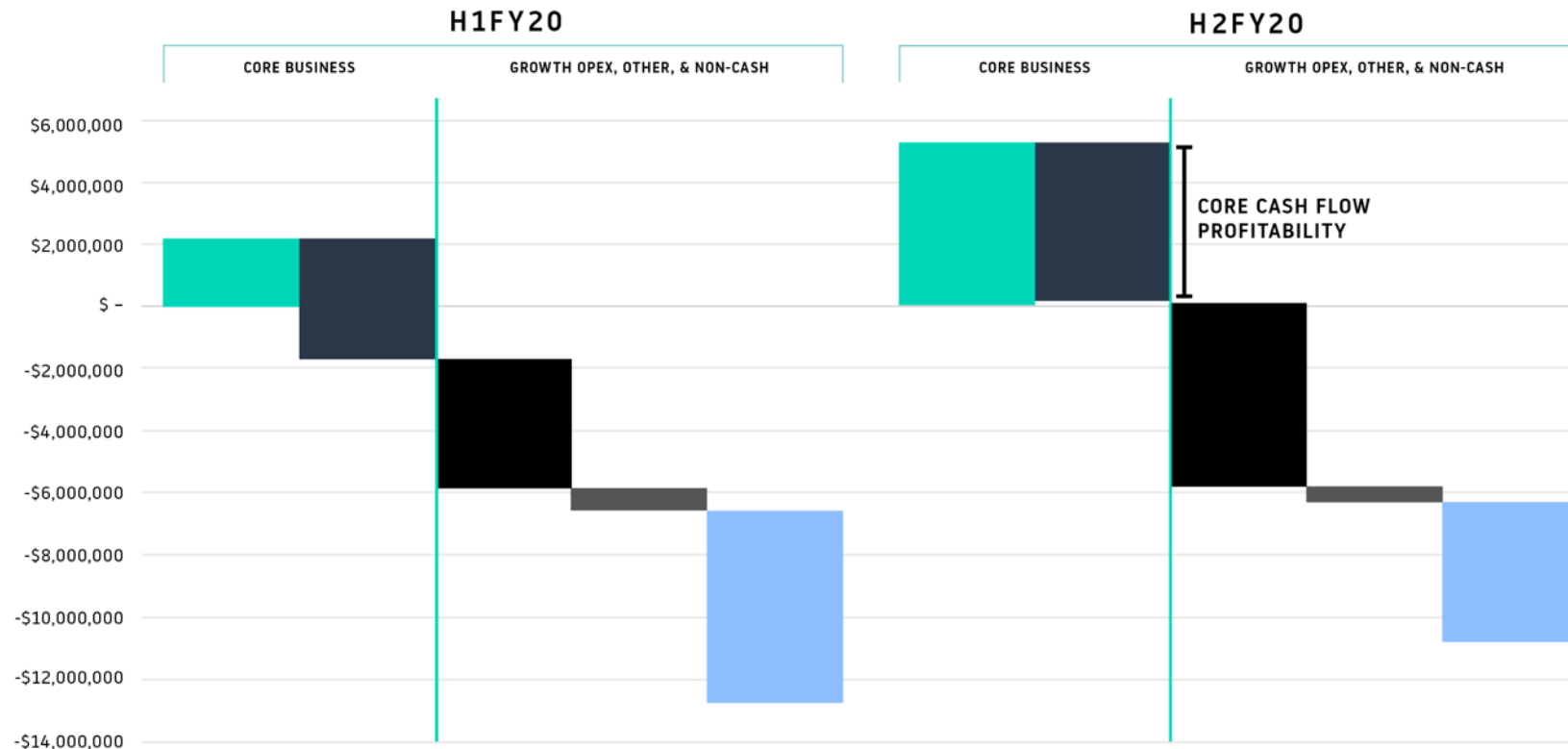
¹ Q1FY21 revenue results unaudited



Core profitability & investing for growth.

FY20 P&L Waterfall.

Core business cash flow profitability achieved in H2FY20, as loan volume and revenue scales under the new funding model, while delivering operational leverage

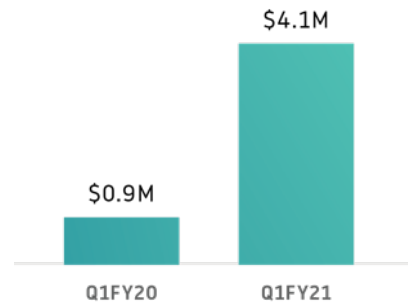


- REVENUE**
Strong revenue growth achieved and well positioned for further growth going forward. Result achieved despite the dual funding model approach adopted in response to COVID-19
- CORE OPEX**
Opex related directly to the core personal loan business
- GROWTH OPEX**
Predominantly consists of investment into the Wizr Ecosystem (WizrCredit, Wizr App & Strategic Partnerships) along with preliminary roll-out of the secured vehicle loan product. These investments are expected to build an asset of material value and deliver sustained competitive advantage and revenue growth
- OTHER**
Includes Public Company costs and one-off items
- NON-CASH**
Share based payments: \$6.1M total (one-off and upfront recognition relating to FY20, FY21 & FY22). Expected credit loss provision: \$4.1M total (upfront recognition for future expected credit losses)

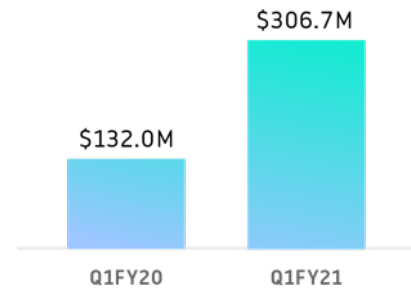
Key numbers.

Delivering on milestones, keeping promises.

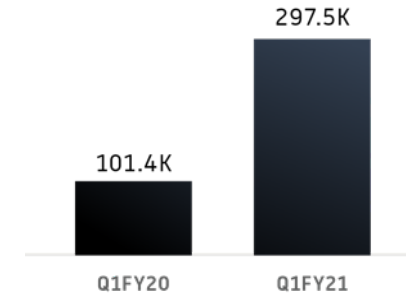
↑ REVENUE GROWTH
UP 358%



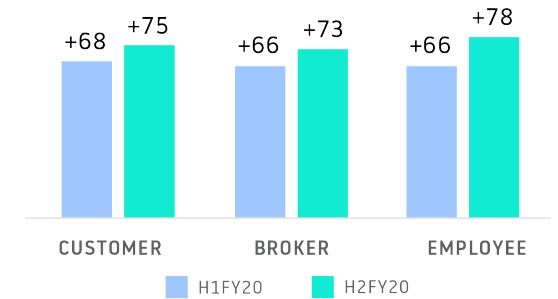
↑ LOAN ORIGINATIONS
UP 132%



↑ WISR ECOSYSTEM
UP 193%



✓ BEST IN-CLASS NET
PROMOTER SCORES

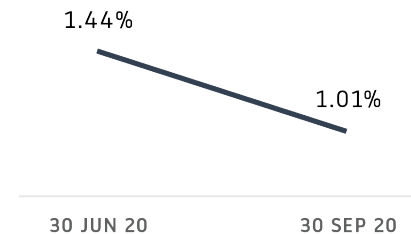


↑ 500%+ INCREASE IN
LIFETIME REVENUE
RECOGNITION PER LOAN

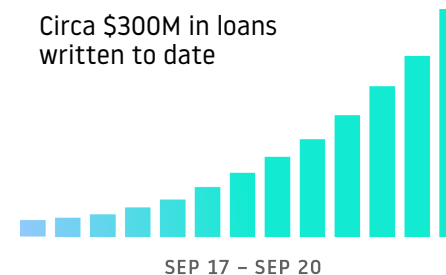


The Wizr Warehouse went live in H2FY20 – a game-changing business pivot for loan funding

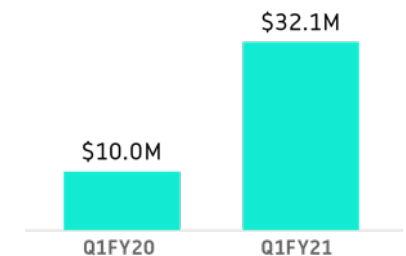
↓ 90+ DAY ARREARS
DOWN 0.43%



✓ CONSISTENT QOQ
GROWTH TREND



✓ WELL CAPITALISED
\$32.1M CASH AT 30 SEP 2020





Business Update and Financial Performance.

Prime quality customer base.

Attracting Australia's most desirable creditworthy customers.



\$86,686
AVERAGE INCOME



714
AVERAGE CUSTOMER
CREDIT SCORE



+75
CUSTOMER NET
PROMOTER SCORE



The customer service is efficient and friendly, and in many ways a 100 times better than the Big 4 banks. I highly recommend Wizr.

DEAN | TRUSTPILOT



Wizr were brilliant with helping me get a personal loan. Smooth sailing all the way through from start to finish. Excellent staff with great experience, more than helpful guiding me through e-signing documents.

HEATHER | TRUSTPILOT



**3M PERSONAL LOAN
APPLICATIONS**

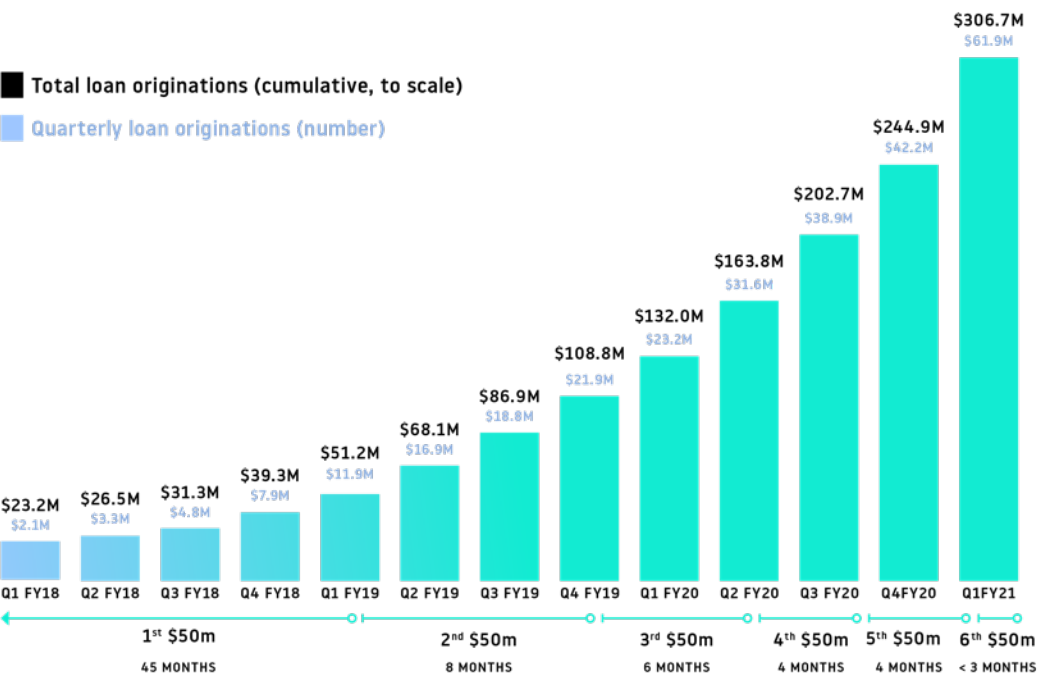
0.45%

Current Wizr Penetration

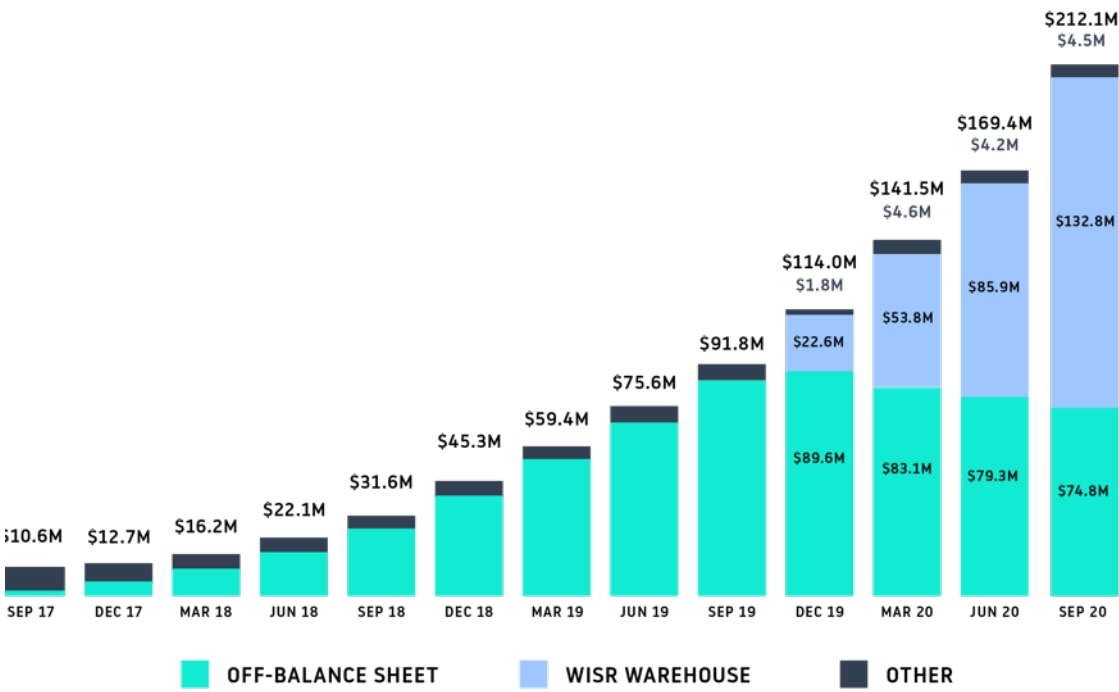
Wizr personal loan applications in FY20 as a share of estimated total personal loan applications¹.

Consistent growth of high-quality loan book.

Loan originations (\$m).



Loan book (\$m).



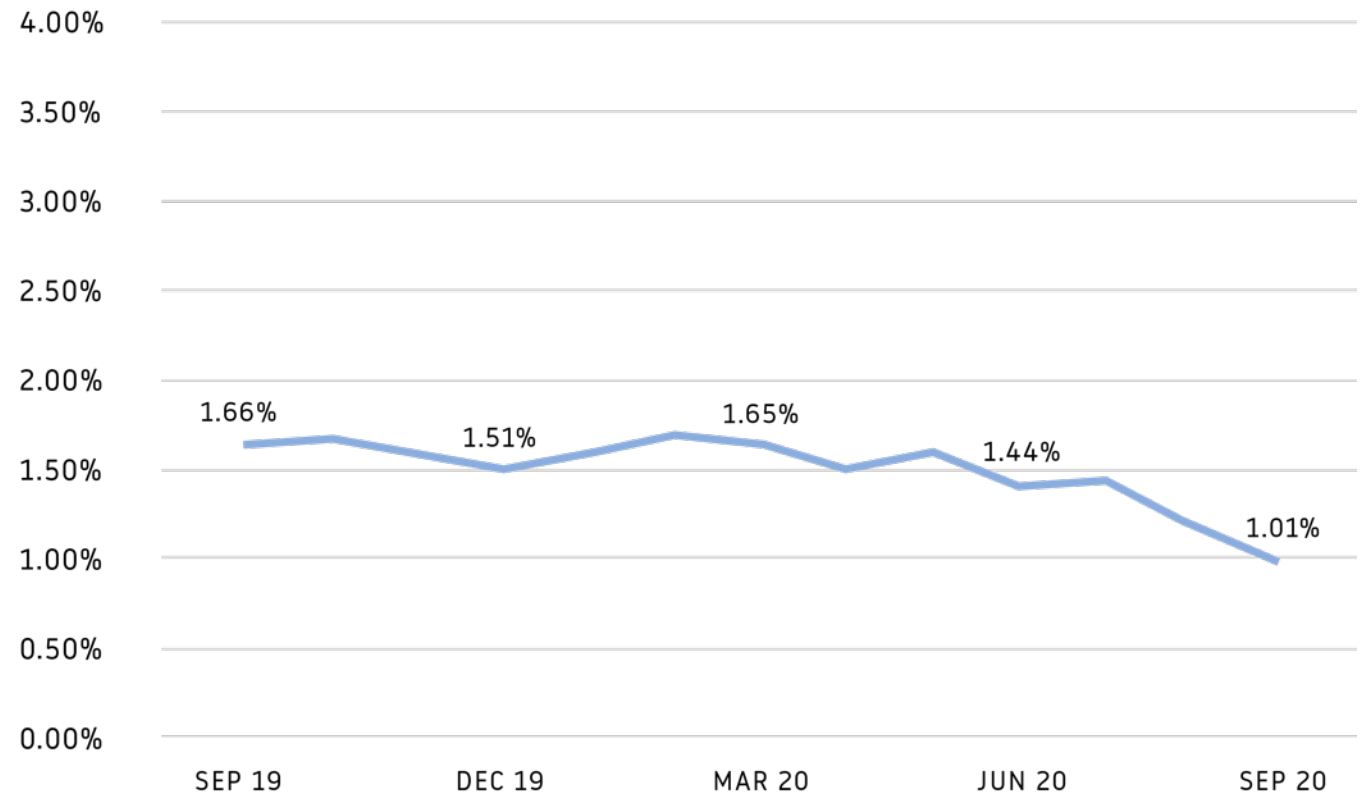
Improving credit quality.

Credit quality of Wizr's loan book remains strong.

LOAN ARREARS

Arrears remained low. In line with APRA's regulatory approach and Wizr COVID-19 arrears policy, loans deferred as part of our COVID-19 support packages are not included in arrears, where the loans were otherwise performing (defined as <90 days).

90+ DAY ARREARS

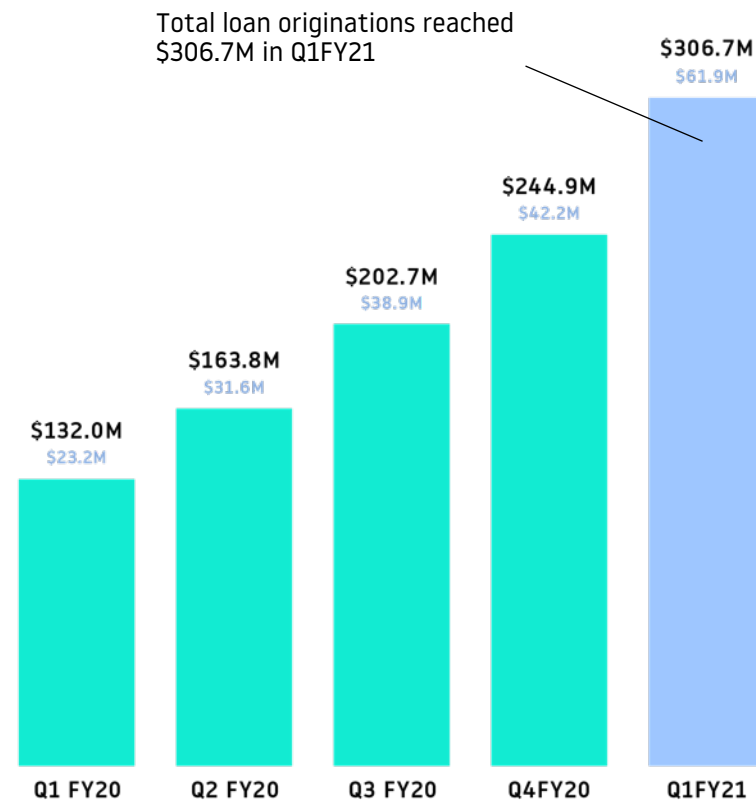


COVID-19 Impact.

Shift to full-digital services and products benefits Wizr.

COVID-19 has brought unprecedented macroeconomic change for Australia. Our purpose-led, fully digital and agile fintech business-model ensured we could rapidly respond to COVID-19 conditions and adjust our models instantly.

As Australians have become more conscious of their own financial situation, Wizr witnessed a shift to our business from the incumbents, delivering record growth across Q4FY20, as did many other e-commerce and digital-first players across every industry in Australia.

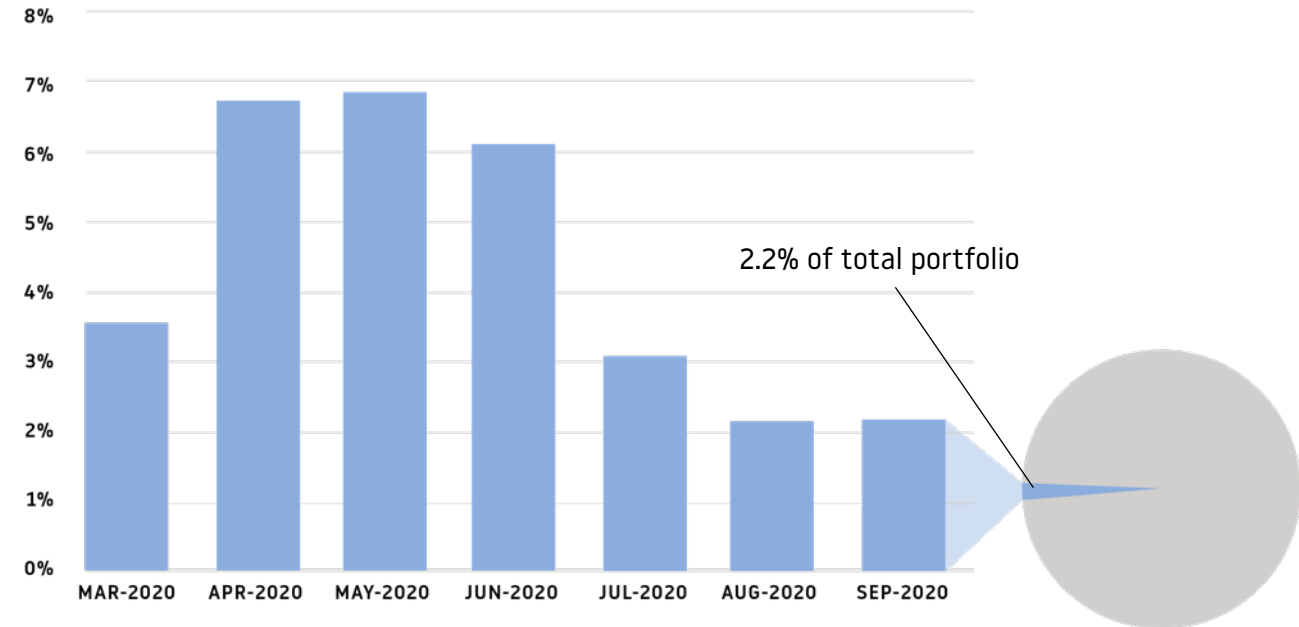


COVID-19 Impact.

Rapid response delivers low exposure.

- As at 30 June 2020, \$10.3M or 6.12% of total portfolio loan balances were on COVID-19 specific payment assistance, this approximately halved to this approximately halved to \$5.6m (3.09%) by 31 July 2020 and reduced further to \$4.6M (2.2%) by 30 Sep 2020
- The average Equifax CCS score for this group was 678 compared to portfolio average of 728

PORTFOLIO BALANCES UNDER ASSISTANCE

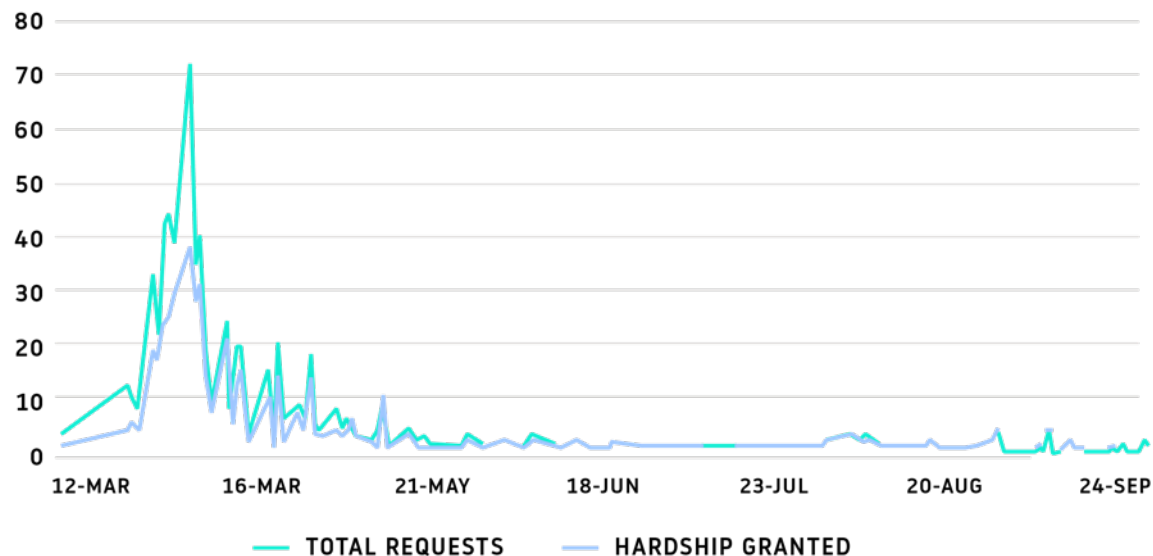


COVID-19 Impact.

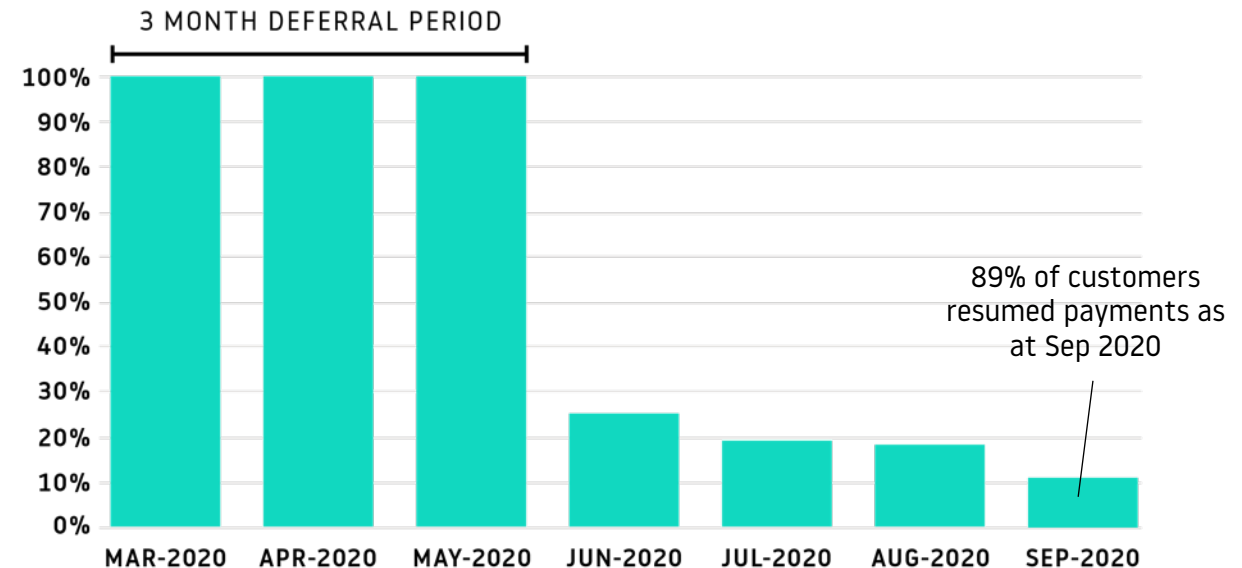
Company back to pre-COVID-19 hardship levels.

- 90% of cases have now come to the end of the initial 3 month payment assistance period and 89% of these have either been remedied or resumed regular payments
- Of the remaining 11% that requires further assistance and can't resume repayment, this represents 48 accounts which is 0.53% of the total portfolio, and 0.39% for the Wisr Warehouse
- Wisr continues to proactively reach out to customers on COVID-19 payment assistance via proactive customer checks-ins
- Due to the tightened credit policy since March 2020, zero COVID-19 payment assistance has been requested by customers originated after this date

DAILY REQUESTS VS HARDSHIPS GRANTED

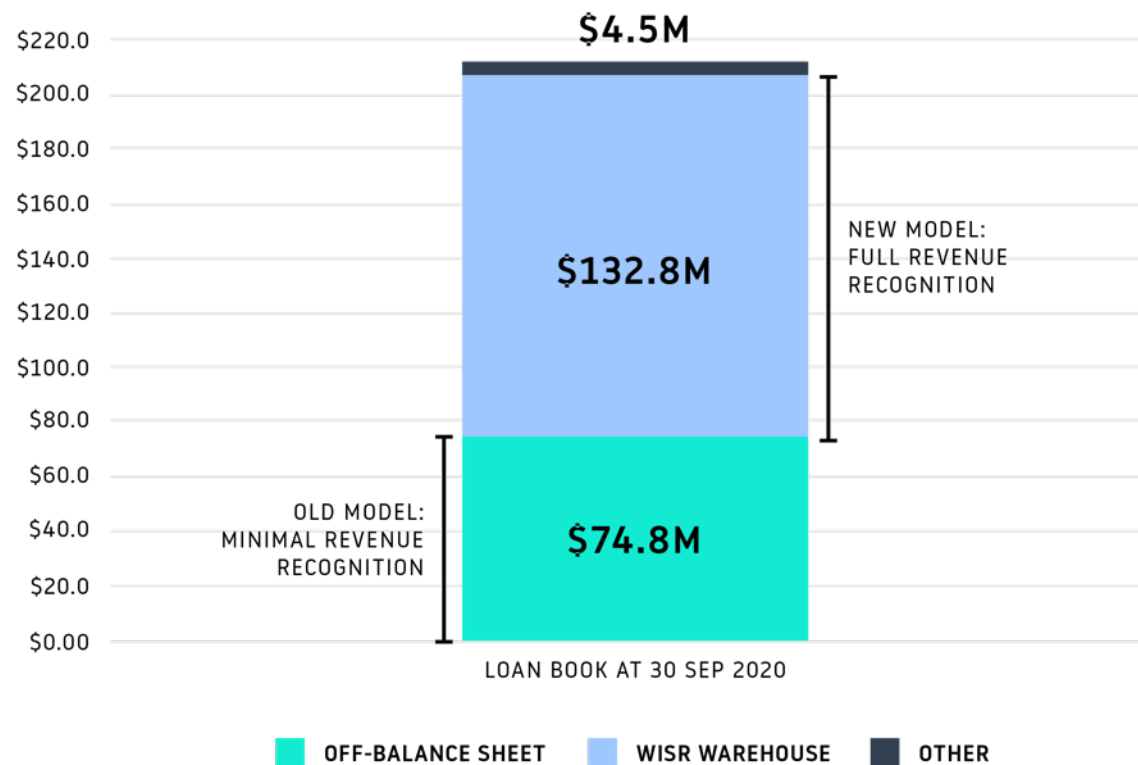


CUSTOMERS UNDER INITIAL COVID-19 PAYMENT ASSISTANCE



Low funding costs with significant runway.

Dual funding model in response to COVID-19 with majority to Wizr Warehouse.



LOAN FUNDING COMMENTARY

- \$212.1M total loan book at 30 Sep 2020
- Dual funding model adopted in response to COVID-19 with majority to the Wizr Warehouse
- The off-balance sheet facility will continue to generate revenue as the book runs off
- The Wizr Warehouse is the go forward funding source with vastly improved loan unit economics and a 3.5% p.a. funding cost.
- Wizr Warehouse – 4 classes of notes:
 - Class 1 NAB
 - Class 2 & 3 Blue Chip Australian Financial Institution and Australian Office of Financial Management
 - Class 4 Wizr (5% of capital structure)
- \$164.3M committed funding for the Wizr Warehouse, expandable to \$200M
- Secured vehicle loans are funded via the Wizr Warehouse with potential for dedicated facility at scale



Growth and Outlook.



Business evolution.

Model proven - now scaling.

FY18 ✓

“FOUNDATIONS”

- Build market leading proprietary technology to manage end-to-end customer experience
- 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

FY19 ✓

“CREATING THE NEO-LENDER MODEL”

- Create a strong brand that resonates in market and building blocks of the Wizr Financial Wellness Ecosystem
- Demonstrate we can attract tens of thousands of Australians into the Wizr Ecosystem at effective acquisition cost levels
- Expand the team and culture to build the high-performance outcomes required

FY20 ✓

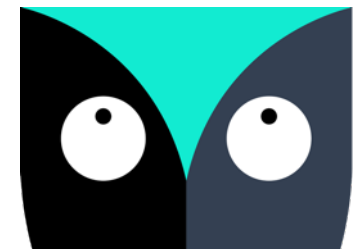
“PIVOTAL MILESTONES ACHIEVED”

- Delivery of Wizr Warehouse, a diversified funding structure, that significantly increases margins
- Raise significant capital to fund growth plans
- Activate B2B2C channels with strategic partners to reach millions of Australians
- Aggressively build the Wizr Ecosystem platforms to scale

FY20

“BREAKTHROUGH YEAR, SET UP FOR GROWTH”

- Continue to aggressively grow market share of unsecured personal loan
- Launch secured vehicle product into \$33B market opportunity
- Opportunity to re-adjust credit model, driving growth and expansion
- Deliver more innovation, features and experiences in the Wizr Ecosystem
- Full effects and revenue from the Wizr Warehouse will become apparent
- Expand the team and culture while continuing to achieve high-performance outcomes



FY21

Execution priorities

- 1 CORE LENDING AND REVENUE GROWTH
- 2 EXPANSION VIA THE WISR ECOSYSTEM
- 3 OMNI-CHANNEL PRODUCT DISTRIBUTION



Core lending products driving strong revenue growth in FY21.

WISR PRODUCT	UNSECURED PERSONAL LOAN	SECURED VEHICLE LOAN
FEATURES	<ul style="list-style-type: none"> • Great low rates based on borrowers' strong credit history • Borrow between \$5,000 and \$60,000 	<ul style="list-style-type: none"> • Loan terms of 3, 5 and 7 years • No ongoing or early repayment fees
UNIQUE SELLING POINT	Access to Wizr Ecosystem providing a deep, data enriched experience, going on the journey with the borrower to help them stay on track with repayments and make extra repayments through round-up transactions	
MARKET OPPORTUNITY	\$39B ¹ Consumer unsecured lending OR Over 3 million personal loan applications expected per annum	\$80B+ ² of annual vehicle sales and \$33B+ ³ annual market for consumer vehicle financing
WISR APPROACH IN FY21	<ul style="list-style-type: none"> • Lead the market in operational and customer experience excellence • Take significant market share 	<ul style="list-style-type: none"> • Launching in Q1FY21 with super competitive secured lending product with market leading flexibility • Omni-channel distribution including Wizr Ecosystem, direct to consumer, partnerships and broker channel
UNIT ECONOMICS AND REVENUE	<ul style="list-style-type: none"> • A near tripling of loan unit economics compared to previous funding structure, with full revenue recognition delivering 136% revenue growth in FY20 vs FY19 – just 8 months under the new funding model • Company set up for continued strong revenue growth and scale in FY21 and beyond 	

Source: ¹ Equifax Credit Pulse 2019 (published August 2019) ² Royal commission into misconduct in the banking, superannuation and financial services industry: Report - Some Features of Car Financing in Australia ³ Includes consumer and commercial lending segments. ABS 5601.0 LTM to Dec-19, and ABS 5671.0 LTM to Nov-18; ABS discontinued ABS 5671.0 in Nov-18.

Wizr Ecosystem.

Key differentiator and competitive advantage.

Over the past 2 years, Wizr delivered on the preliminary roll-out of the Wizr Ecosystem, introducing over 297,000 Australians as at 30 September 2020.

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

Ecosystem highlights include:



Customers introduced through the Wizr Ecosystem are 2.5x more likely to settle a loan



Deep, data-driven relationships with customers



Over \$1M in consumer debt repaid through Wizr App



The Wisr Profile.

Wisr Ecosystem matures from a channel building phase into a unified experience in FY21 via the Wisr Profile.



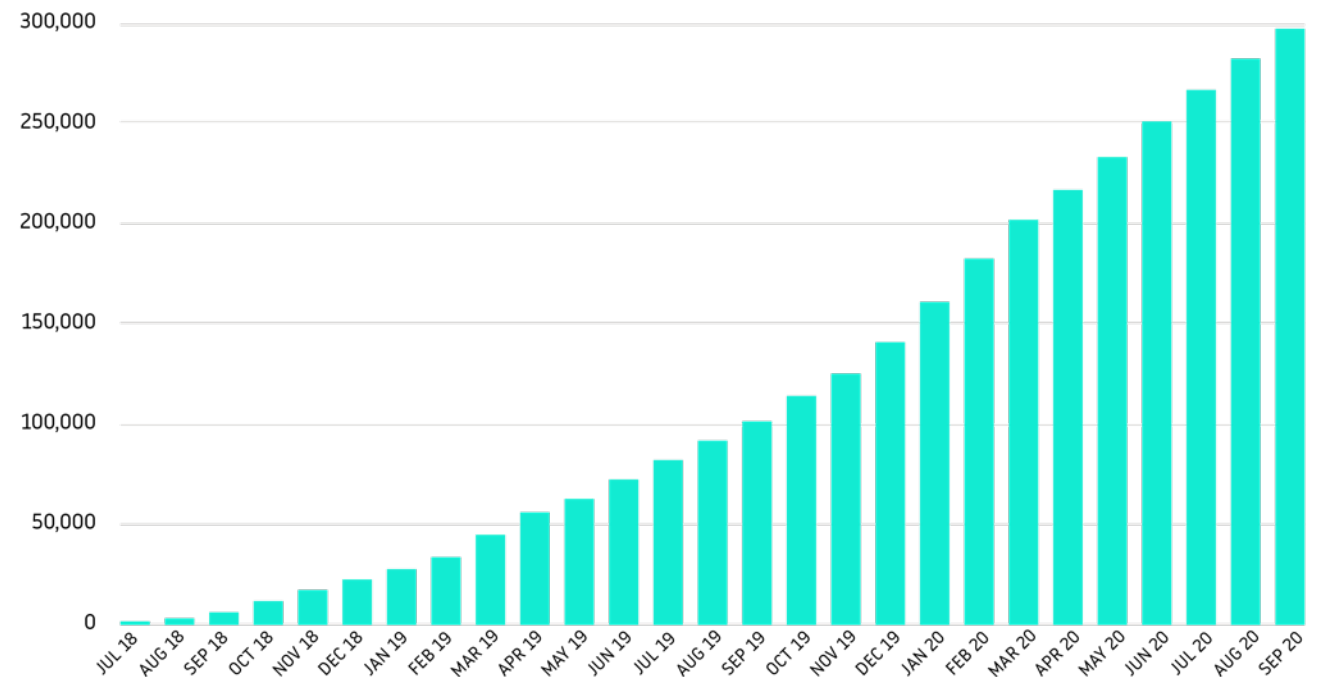
The Wisr Profile is the gateway into lending, credit score and round-up products, and enables the opportunity to build a deep, data-driven understanding of the customer.

WISR PROFILES INCLUDE CUSTOMERS WHO:

- Receive a personal loan estimate
- Take out a loan
- Access their credit scores
- Set up a profile on Wisr App

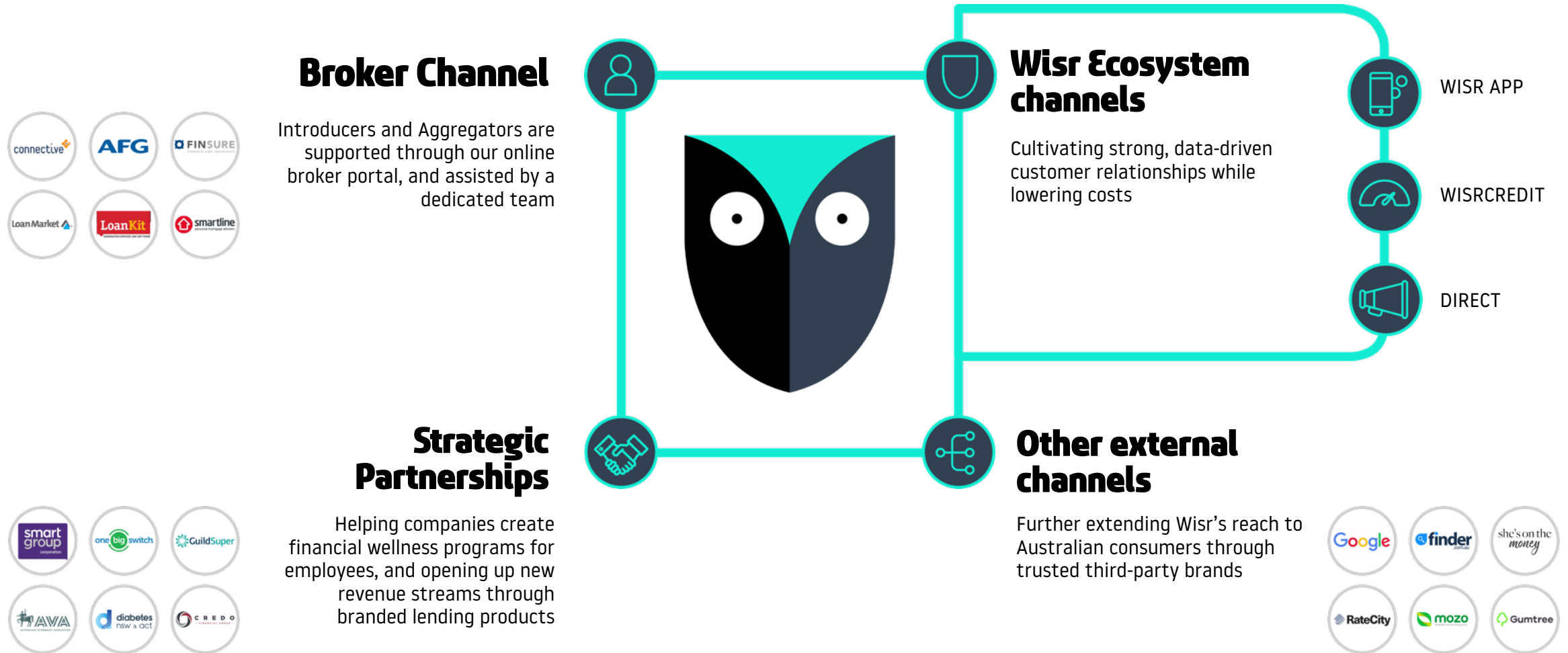


WISR CUSTOMER PROFILES



Source: Wisr data Oct 2020

Omni-channel distribution.



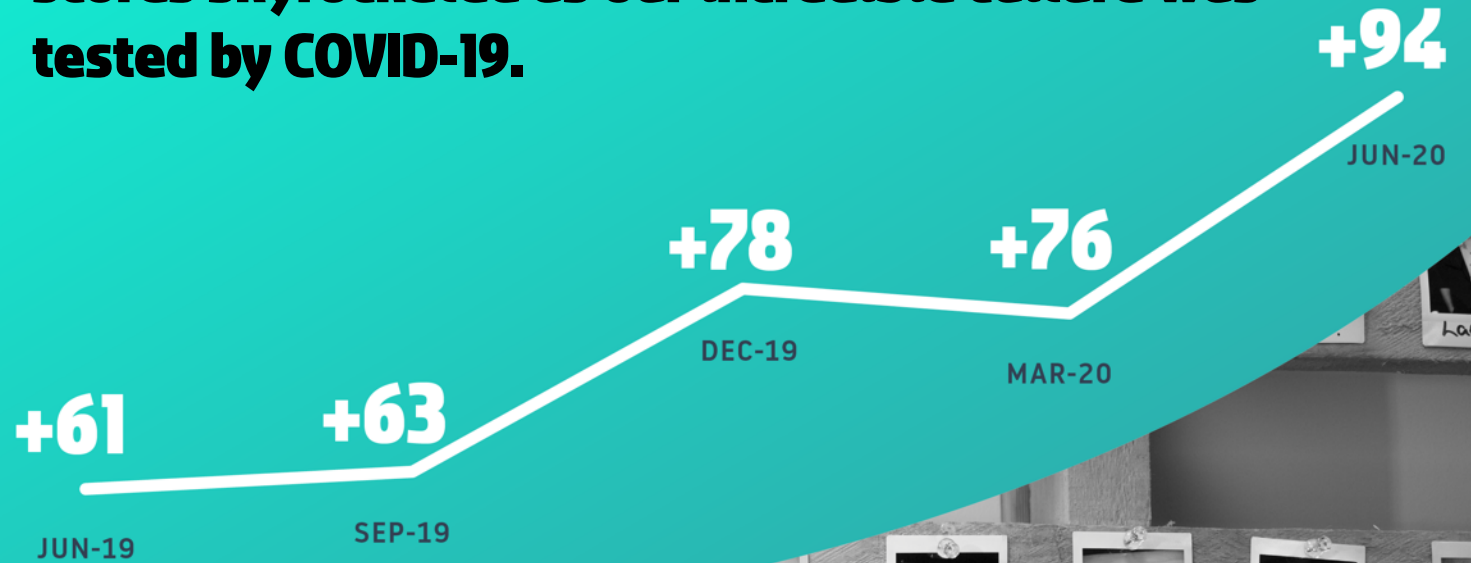
Building a great place to work.

At Wisr, we don't just want to lead the industry, we want to be Australia's #1 place to work. And we're delivering!

Constant innovation of our high-performance culture ensures we deliver phenomenal results through:

- Being customer obsessed
- Helping each other to be amazing
- Taking responsibility and accountability
- Asking the hard questions for continuous improvement and innovation
- Championing inclusion, diversity and social responsibility
- Attracting and retaining the very best talent
- Bringing your authentic self to work every day and enjoying the success that hard work brings

Through FY20, our already market-leading ENPS scores skyrocketed as our incredible culture was tested by COVID-19.



Industry recognition for reinventing consumer lending.



Summary.

A HIGH-GROWTH COMPANY Delivering significant growth across key metrics in FY20; 358% revenue growth, 132% loan origination growth and 193% Wisr Ecosystem growth

SIGNIFICANT MARKET OPPORTUNITY Opportunity to take considerable market share in current products over coming years, and launch more credit products

UNIQUE STRATEGY DELIVERING
CLEAR COMPETITIVE ADVANTAGE Wisr Ecosystem comprising over 297K profiles and delivering 2.5x higher likelihood of loan settlement versus other channels along with significant cost advantages through continuing scale

MARKET LEADING TECHNOLOGY Proprietary end-to-end platform delivering agile, market leading, fully digital customer outcomes

WELL CAPITALISED AND PROFITABLE
CORE \$34.7M of cash (\$32.1M) and liquid loans assets (\$2.6M) as at 30 September 2020 provides a strong balance sheet for growth and with core operational profitability¹

MULTIPLE LEVERS FOR GROWTH
AVAILABLE Secured Vehicle launch on the back of a proven track record scaling the personal loan product along with historical channel investment allowing for rapid go to market and scale

¹ Core business profitability excludes growth opex, Public Company and one-off costs and non-cash items - refer to slide 4

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Dollar estimates

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