



H1FY21

Results Presentation

(unaudited)

INVESTOR PRESENTATION

01 FEBRUARY • 2021



Table of contents.

1 VISION AND KEY NUMBERS

2 BUSINESS PERFORMANCE

3 ROADMAP FOR GROWTH

Wizr Roadmap.

Foundations set, proven ability to execute.

- ✓ End-to-end proprietary platform with market-leading tech
- ✓ Multiple loan origination channels proven out, with individual ability to scale
- ✓ Strong operational capability, with **scalable operating leverage going forward**
- ✓ Proprietary channel (Wizr Ecosystem) model on track to soon scale to 1M Australians, for a clear competitive and economic advantage
- ✓ Built and launched second credit product, Vehicle Finance, opening up \$51B TAM opportunity

Current position.

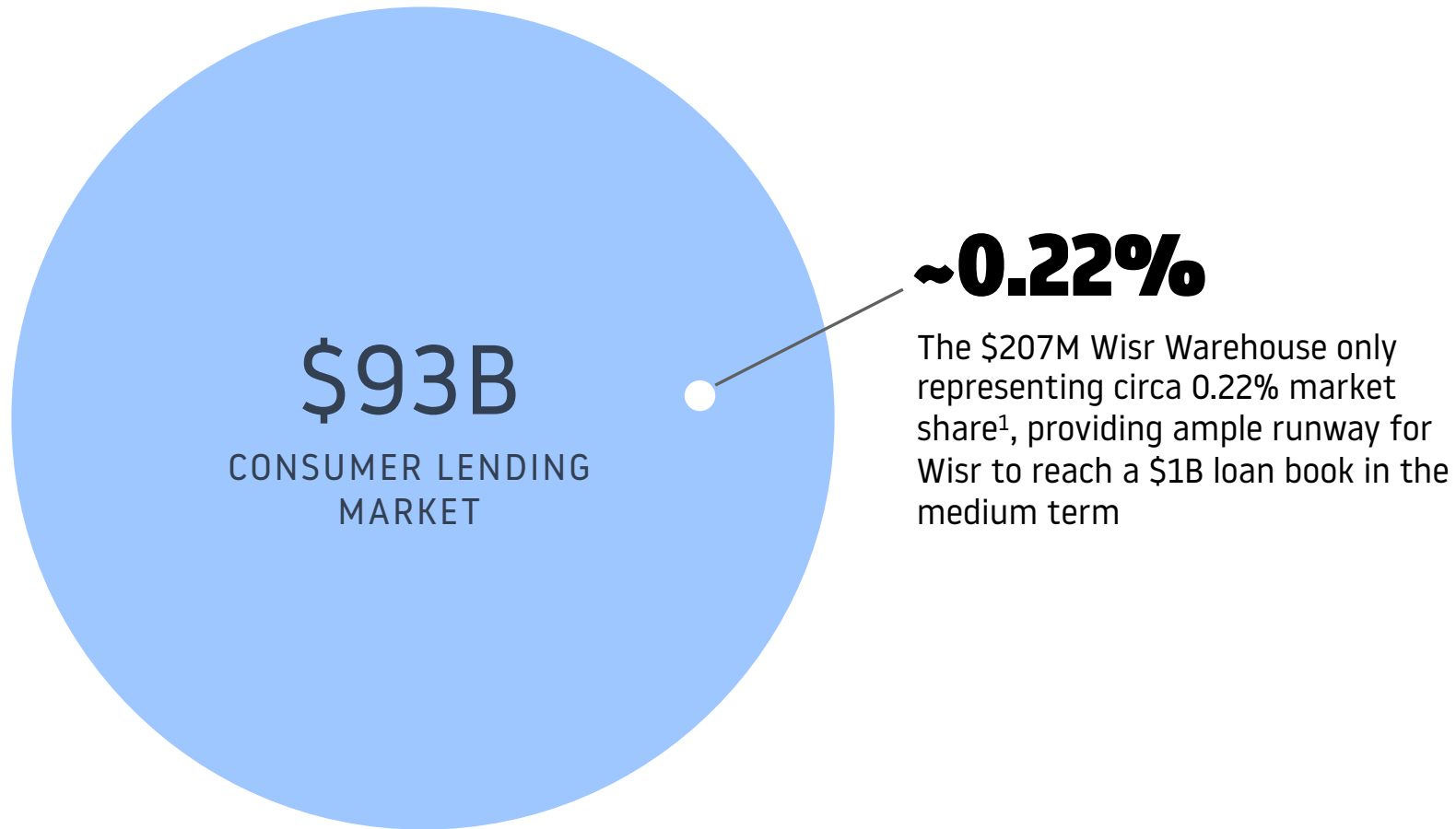
- Q2FY21's exit run rate, key metrics show a clear path towards a \$1B loan book and ability to build a highly profitable company
- Revenue continues to grow rapidly with **costs to remain relatively flat going forward**
- Added exceptional new talent, rounding out the management team
- Existing platform provides multiple levers for organic growth
- Current investment of discretionary spend building additional growth opportunities

Future growth horizons.

- Next 3–5-year plan delivers exciting opportunities for growth beyond current trajectory, as the world of consumer finance changes
- Opportunities exist for leveraging the Wizr platform and brand and ability to **significantly grow TAM in multiple potential ways**, such as:
 - Creative new revenue models (beyond financial products)
 - Additional/innovative credit products
 - Geographic expansion



Significant growth opportunity.



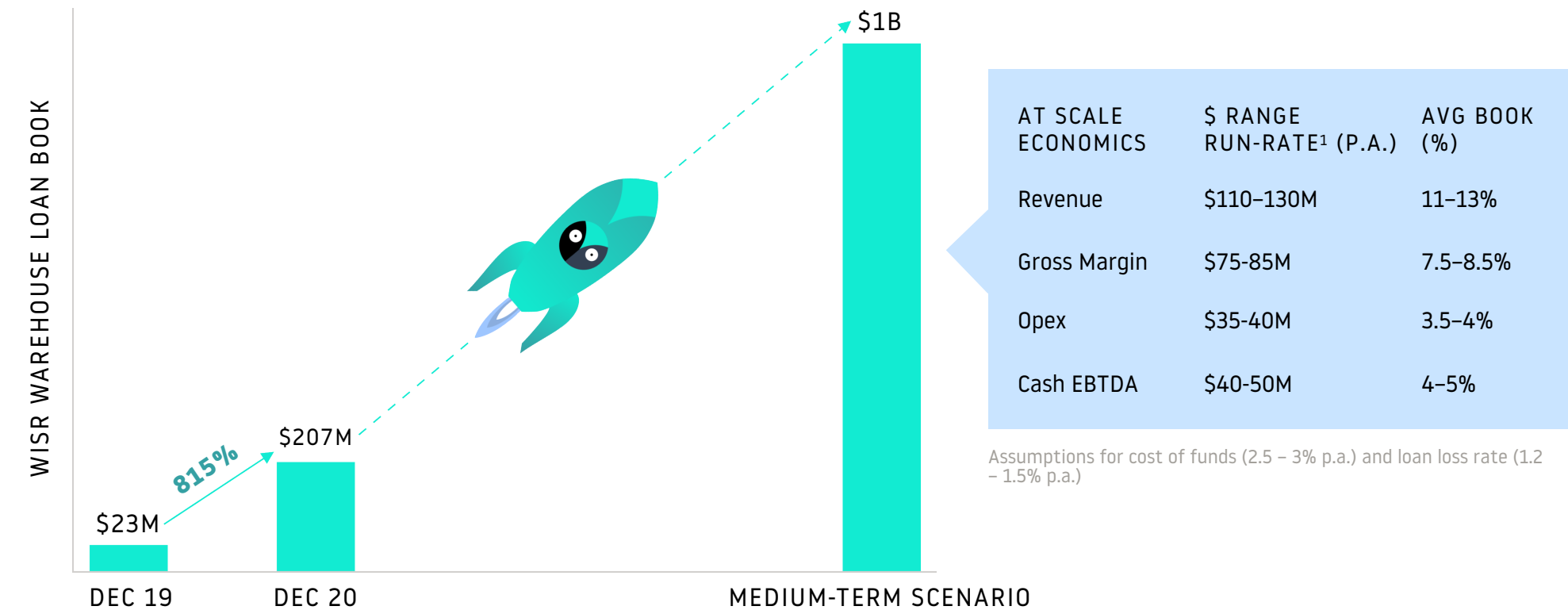
Total addressable market.

Wisr is primed to aggressively capture market share with a long runway of lending opportunity in the \$93B consumer lending market in H2FY21 and beyond

¹Source: ABS, in Nov 2019 - Nov 2020 overall consumer lending fixed loan market wrote \$23B dollars, Wisr conservatively sizes the market to be 4x annual originations to represent total balances

Clear path through profitability.

Indicative model of the Wisr core business at scale.



Revenue yield	c.12%	12% (+/- 1%)
Revenue run-rate ¹ (period end)	\$25-30M	\$110-130M
Cash EBTDA	\$(13)M ²	\$40-50M

¹Annual extrapolation of monthly data ²H1FY21 annualised
Disclaimer: This is not a forecast. The \$1B loan book is an indicative scenario of the economics of the Wisr core business extrapolated to scale. Indicative economics are illustrative only and may vary due to a range of assumptions and variables.

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 core business

In H1FY21 (vs H1FY20), we delivered:

↑ **354% REVENUE GROWTH**

↑ **166% LOAN ORIGINATIONS**

↑ **146% ECOSYSTEM GROWTH³**

Innovative Wizr Ecosystem: fast-growing and data driven channel

Consumer marketing (B2C)

Broker channel (B2B)

Strategic partnerships (B2B and B2C)

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 \$93B consumer finance market¹



September launch of new secured product expands reach to \$51B² market opportunity



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

¹Source: ABS, in Nov 2019 - Nov 2020 overall consumer lending fixed loan market wrote \$23B dollars, Wizr conservatively sizes the market to be 4x annual originations to represent total balances

²ABS, Nov 19 to Nov 20 new vehicle market (\$85B), Wizr conservatively calculates \$51B dollars in consumer vehicle finance per annum, equating to over half of market requiring finance.

³As per 4C October 2020, in FY20, the Company reported entrants to the Wizr Ecosystem as users, this has now changed to the Wizr Profile; a unified experience and gateway into lending, credit score and round-up products

2.

Business Performance.

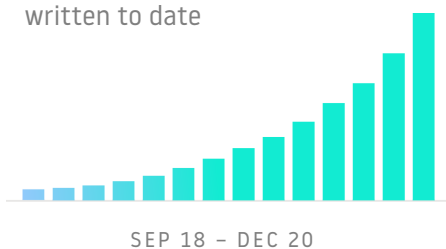


Key numbers.

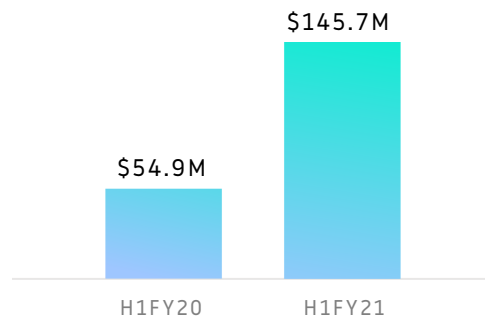
Delivering on milestones, keeping promises.

✓ CONSISTENT GROWTH
TREND CONTINUES

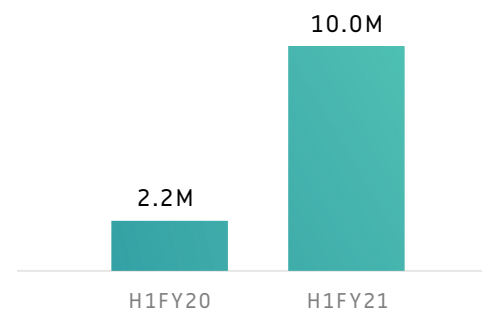
Over \$390.5M in loans
written to date



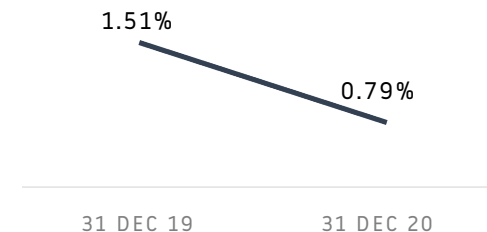
↑ LOAN ORIGINATIONS
UP 166%



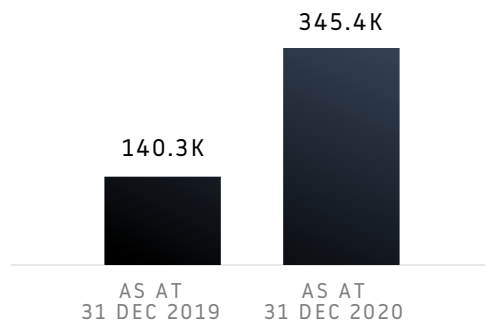
↑ REVENUE GROWTH
UP 354%



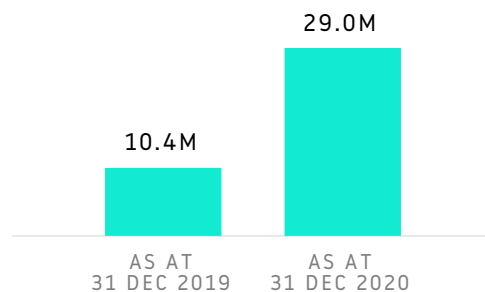
↓ 90+ DAY ARREARS
DOWN 0.72%



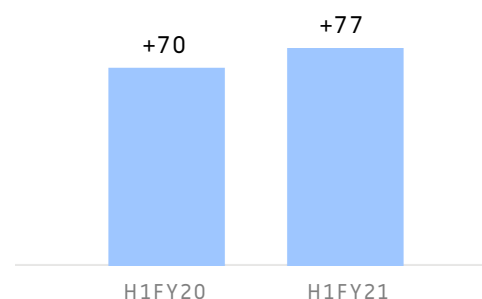
↑ WISR ECOSYSTEM
(PROPRIETARY CHANNEL)
UP 146%¹



✓ WELL CAPITALISED
\$29.0M AT 31 DEC 2020²



↑ BUSINESS NET
PROMOTER SCORES



Note: H1FY21 results unaudited

¹As per 4C October 2020, in FY20, the Company reported entrants to the Wisr Ecosystem as users, this has now changed to the Wisr Profile; a unified experience and gateway into lending, credit score and round-up products

²Includes cash and liquid loan assets

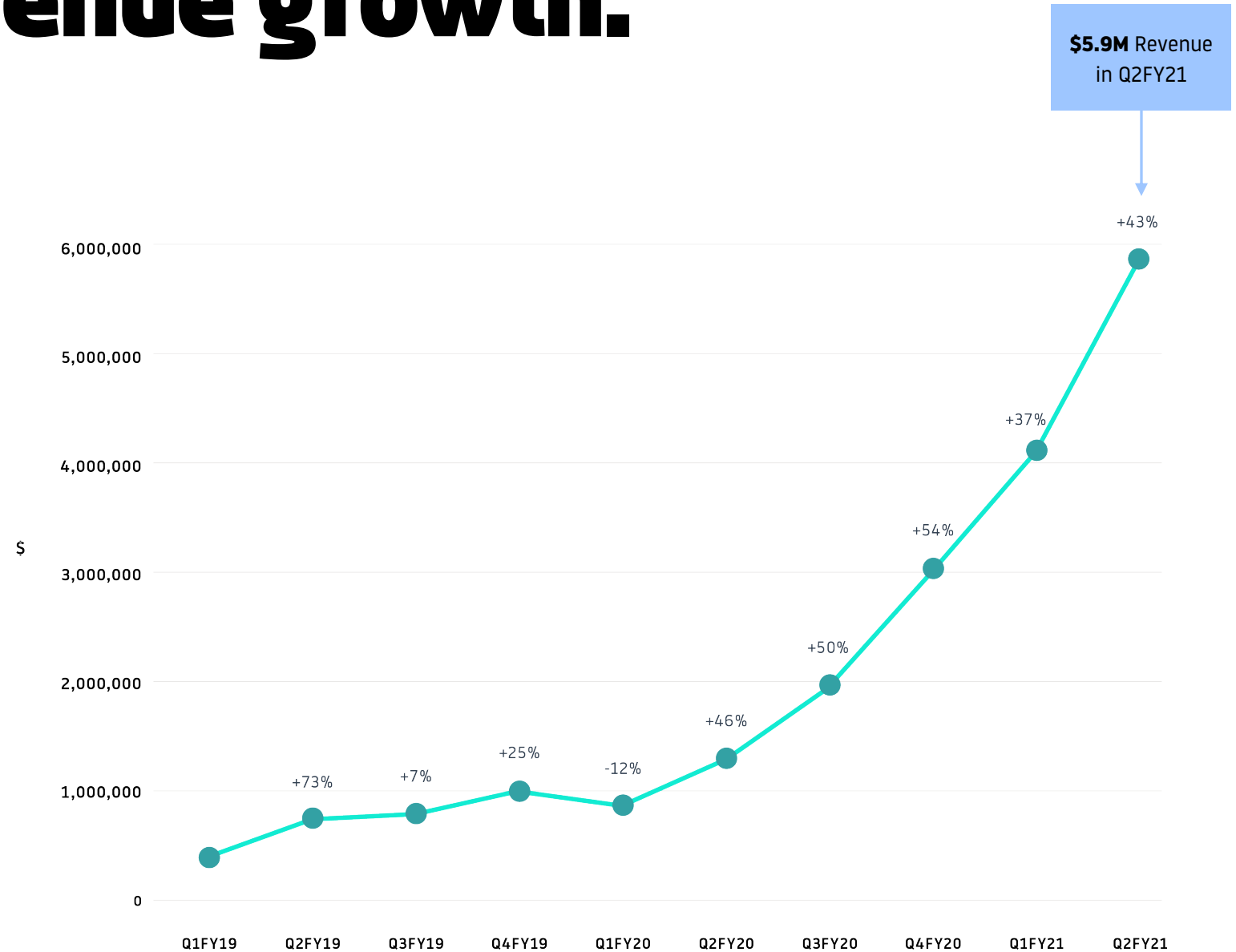
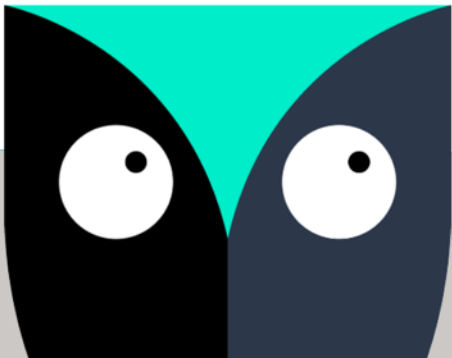


Substantial revenue growth.

Acceleration continues.

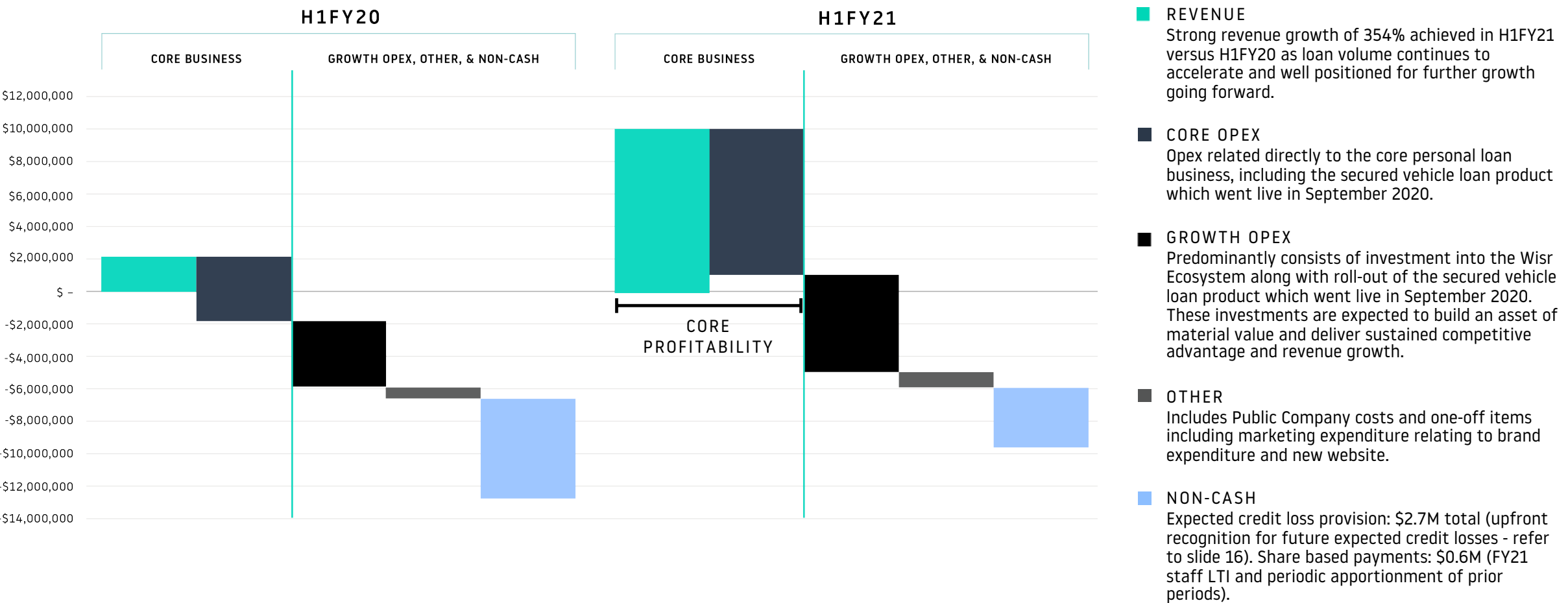
- 101% revenue growth in H1FY21 vs H2FY20
- 354% revenue growth in H1FY21 vs H1FY20
- Strong revenue growth with Wizr Warehouse funding model now in effect
- Wizr is set up for significant scaling and revenue growth in FY21, and beyond

Note: H1FY21 results unaudited



Core profitability & investing for growth.

Core business cash profitability continues to expand in H1FY21 (commenced in H2FY20), as loan volume and revenue scale under the Wizr Warehouse funding model, while delivering operational leverage.



Note: H1FY21 results unaudited

Cash EBTDA.

Significant improvement in quarterly Cash EBDTA, while investing for growth.

In Q2FY21 vs Q1FY21, revenue increased by 43% while operating expenses increased by 9%, highlighting strong operational leverage.

In H1FY21 the Company made a Cash EBTDA loss of \$6.5M and an accounting loss of \$9.4M, due to non-cash items during the period:

- Provision for expected credit loss expense of \$2.7M (\$2.1M net of loan write offs of \$0.6M) driven by growth of the Wizr Warehouse (as per AASB 9, expected life-of-loan losses are recognised upfront). The charge represents c. 1.0% of the loan book.
- Share based payment expense of \$0.6M, relating to the FY21 staff LTI scheme and periodic apportionment of prior periods.

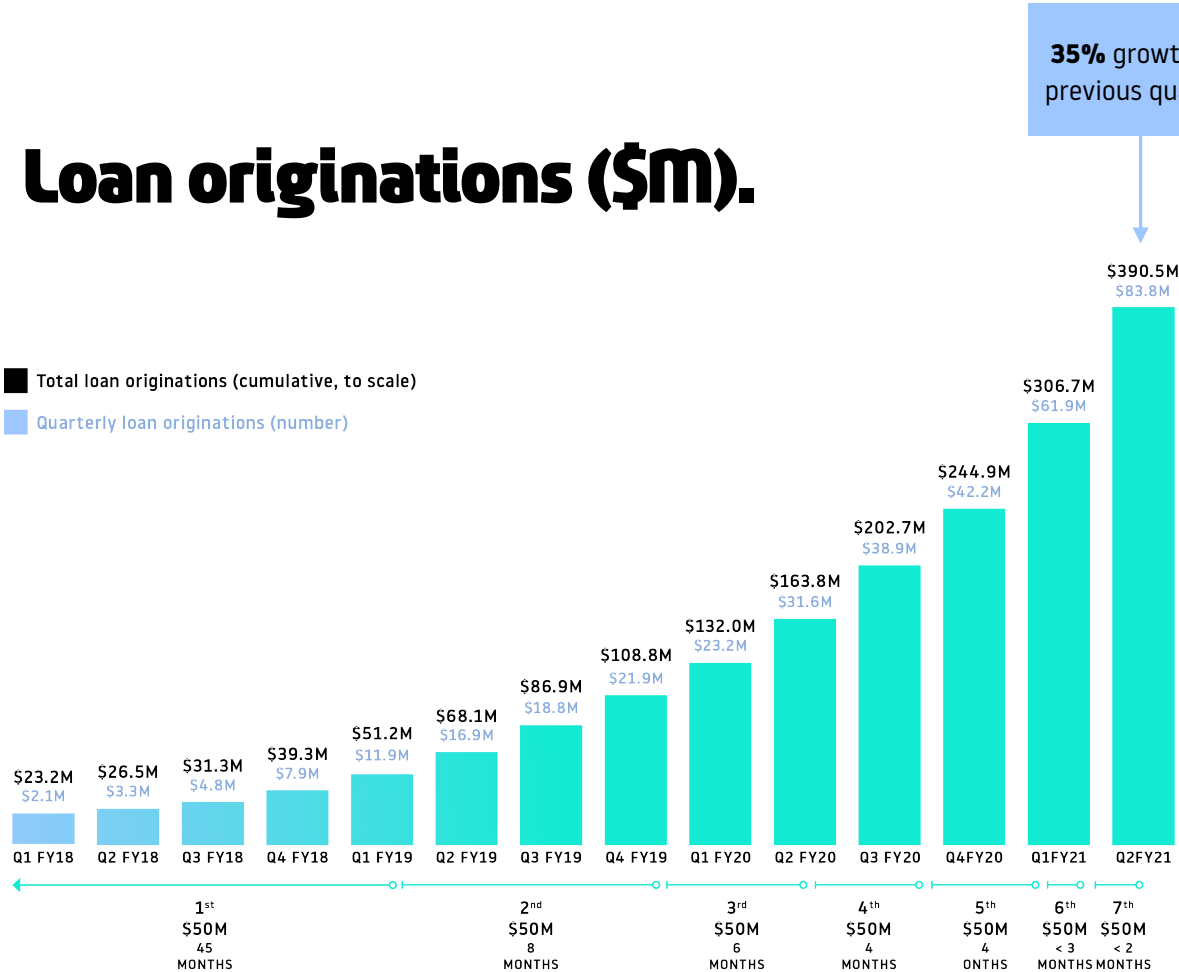
Note: H1FY21 results unaudited
¹Includes loan write-offs

	H1FY21	H1FY20	VARIANCE
Operating Revenue	\$9,987,719	\$2,201,936	354%
Total Revenue	\$10,037,719	\$2,276,562	341%
Operating Expenses	\$(14,466,425)	\$(9,080,745)	59%
Interest Expense	\$(2,090,987)	\$(141,766)	1375%
Cash EBTDA	\$(6,519,693)	\$(6,945,949)	(6%)
Depreciation and amortisation expense	\$(108,703)	\$(61,924)	76%
Provision for expected credit loss expense	\$(2,097,386)	\$(890,521)	136%
Share based payment expense	\$(637,442)	\$(4,955,997)	(87%)
Profit (loss) for the half	\$(9,363,224)	\$(12,854,391)	(27%)

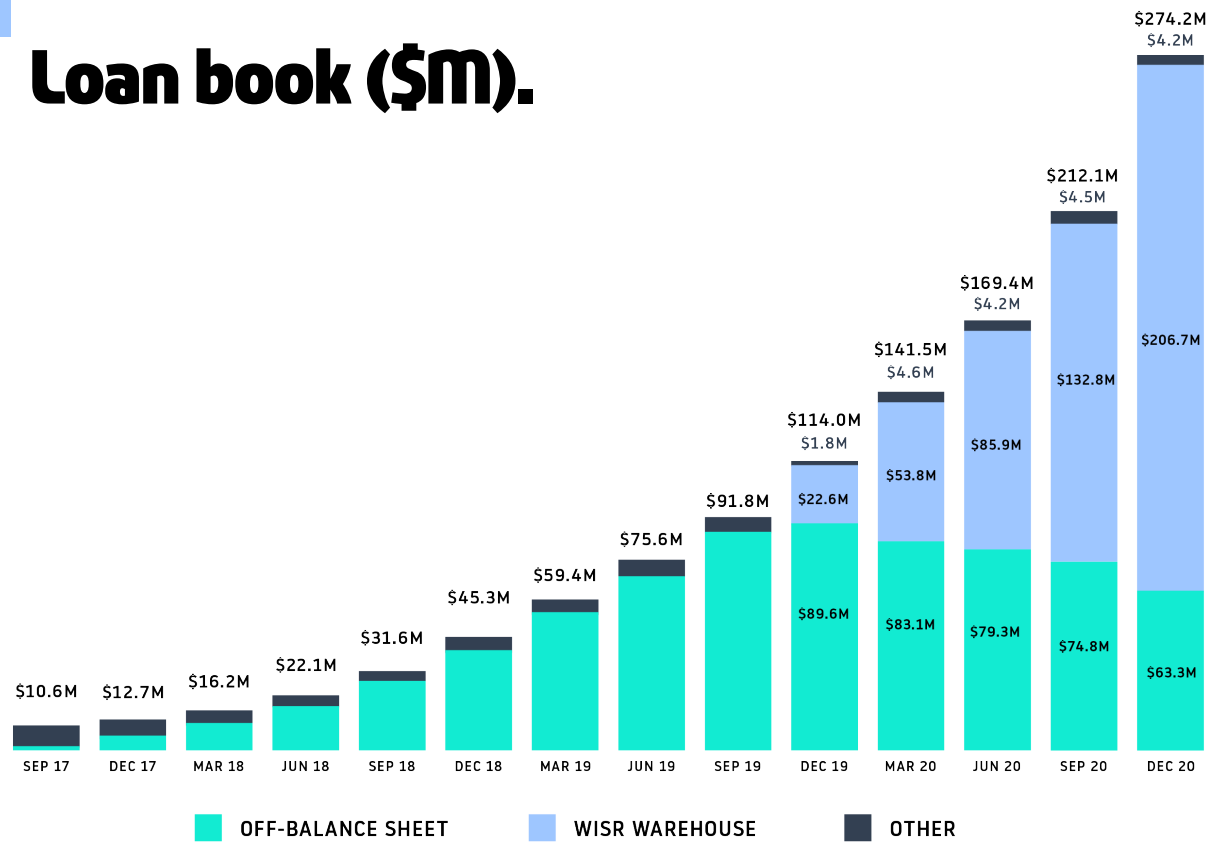
	Q2FY21	Q1FY21	VARIANCE
Revenue	\$5,891,221	\$4,146,498	43%
Operating Expenses ¹	\$(7,553,645)	\$(6,912,780)	9%
Interest expense	\$(1,289,218)	\$(801,769)	61%
Cash EBTDA	\$(2,951,642)	\$(3,568,051)	(17%)

Continued acceleration of high-quality loan book.

Loan originations (\$M).



Loan book (\$M).

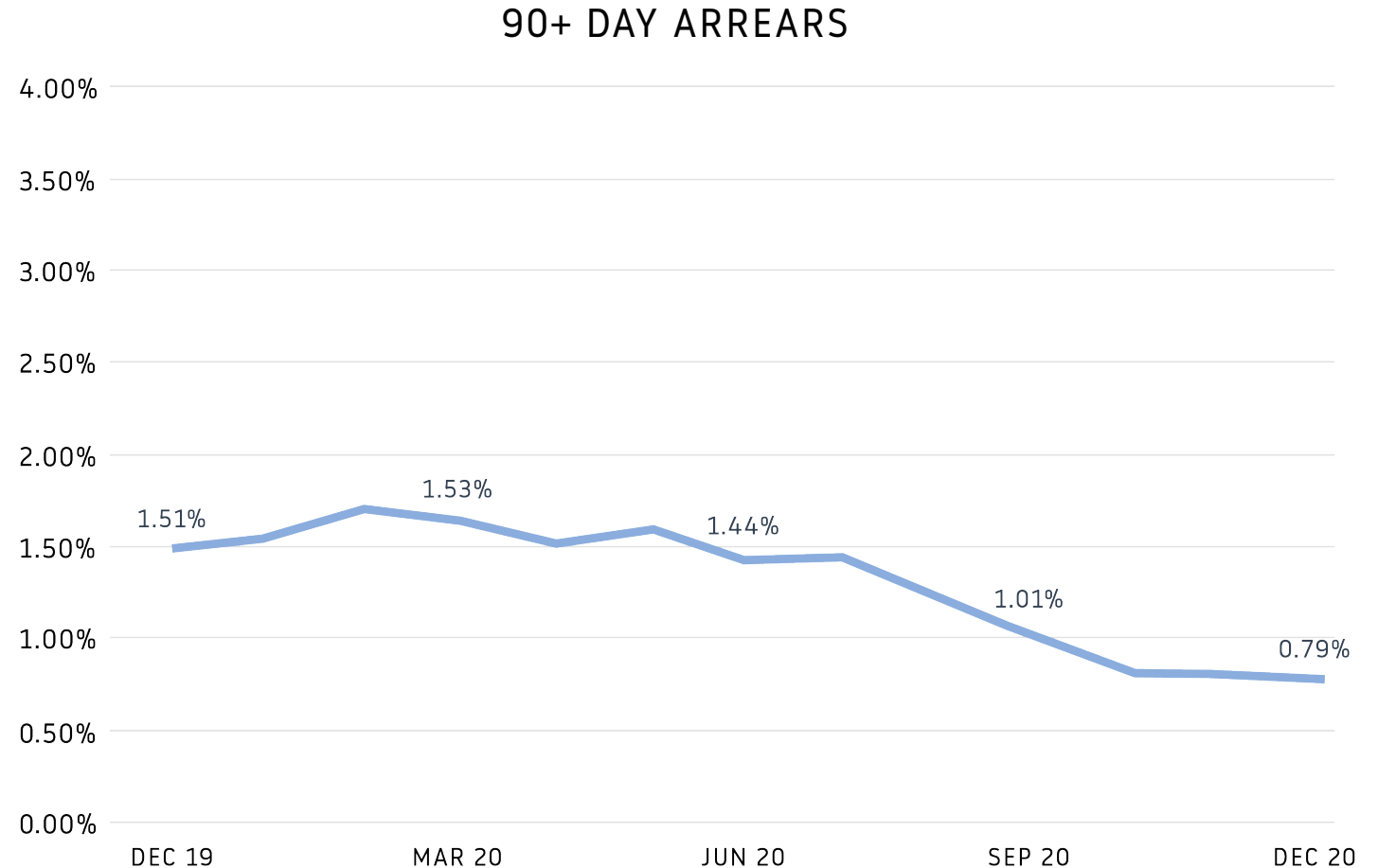


Continued improvement in credit quality.

Loan arrears.

Arrears continue to improve, primarily due to the strength of Wisr's credit decisioning engine, in combination with the launch of secured vehicle loans and Australia's macroeconomic recovery.

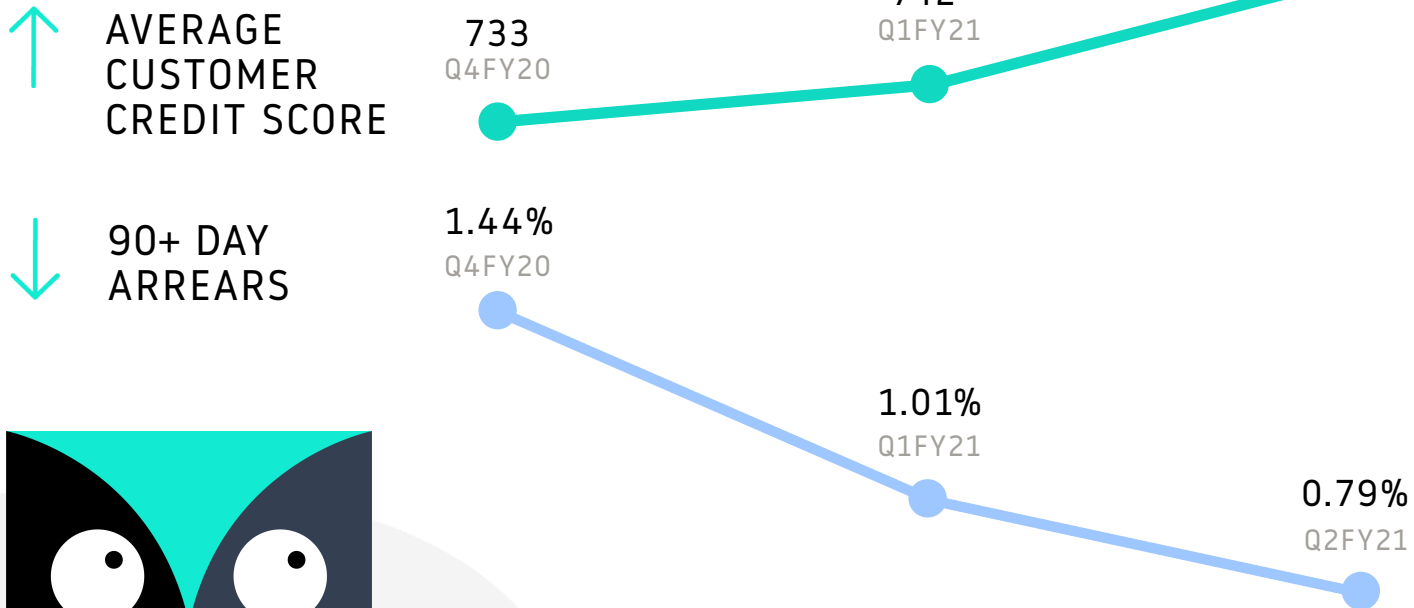
The roll-off of government stimulus and payment deferrals are not expected to have any material impact on this metric.



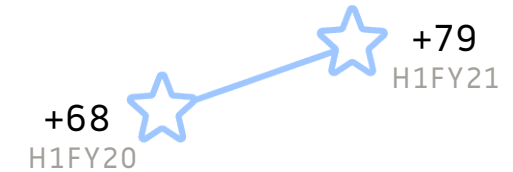
Prime quality customer base.

Attracting Australia's most creditworthy customers.

Strong credit quality with reductions in 90+ day arrears and observable improvements to average credit scores, and best in-class customer net promoter scores.



CUSTOMER NPS



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

DEAN | TRUSTPILOT



Wisr 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.

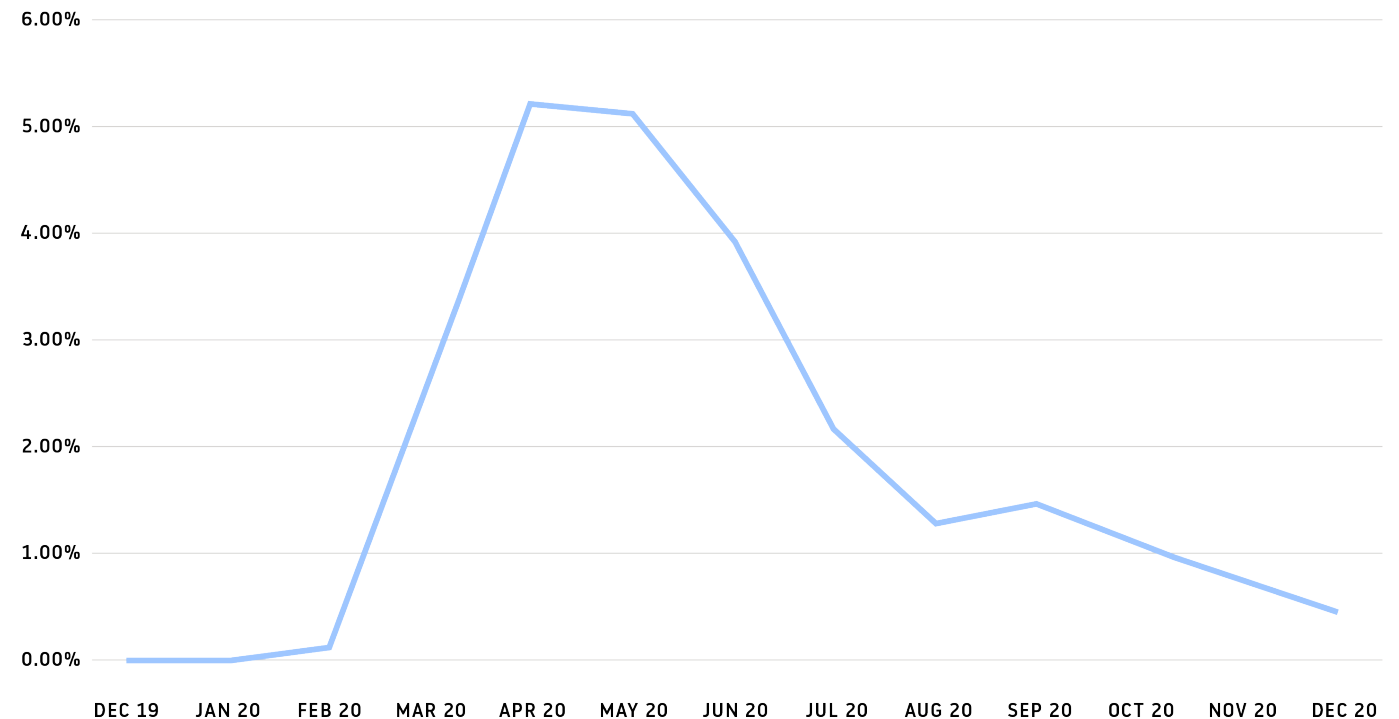
HEATHER | TRUSTPILOT

COVID-19 Hardship.

COVID-19 hardship requests have stopped.

- Requests for payment assistance related to COVID-19 have stopped with zero requests in December.
- As of 31 December 2020, \$1.96M or 0.71% of the total loan portfolio are on a COVID-19 related payment arrangement, down 58% vs \$4.6M or 2.2% in Q1FY21.
- \$1.96M includes \$0.9M from the Wistr Warehouse, representing 0.45% of the Wistr Warehouse portfolio balance.
- For customers recently reaching the end of their COVID-19 deferral periods, 86% have caught up or resumed repayments.
- Standard financial assistance requests have returned to pre-COVID-19 levels for this metric.

CUSTOMERS UNDER COVID-19 HARDSHIP ASSISTANCE ON BALANCE SHEET (WISTR WAREHOUSE)



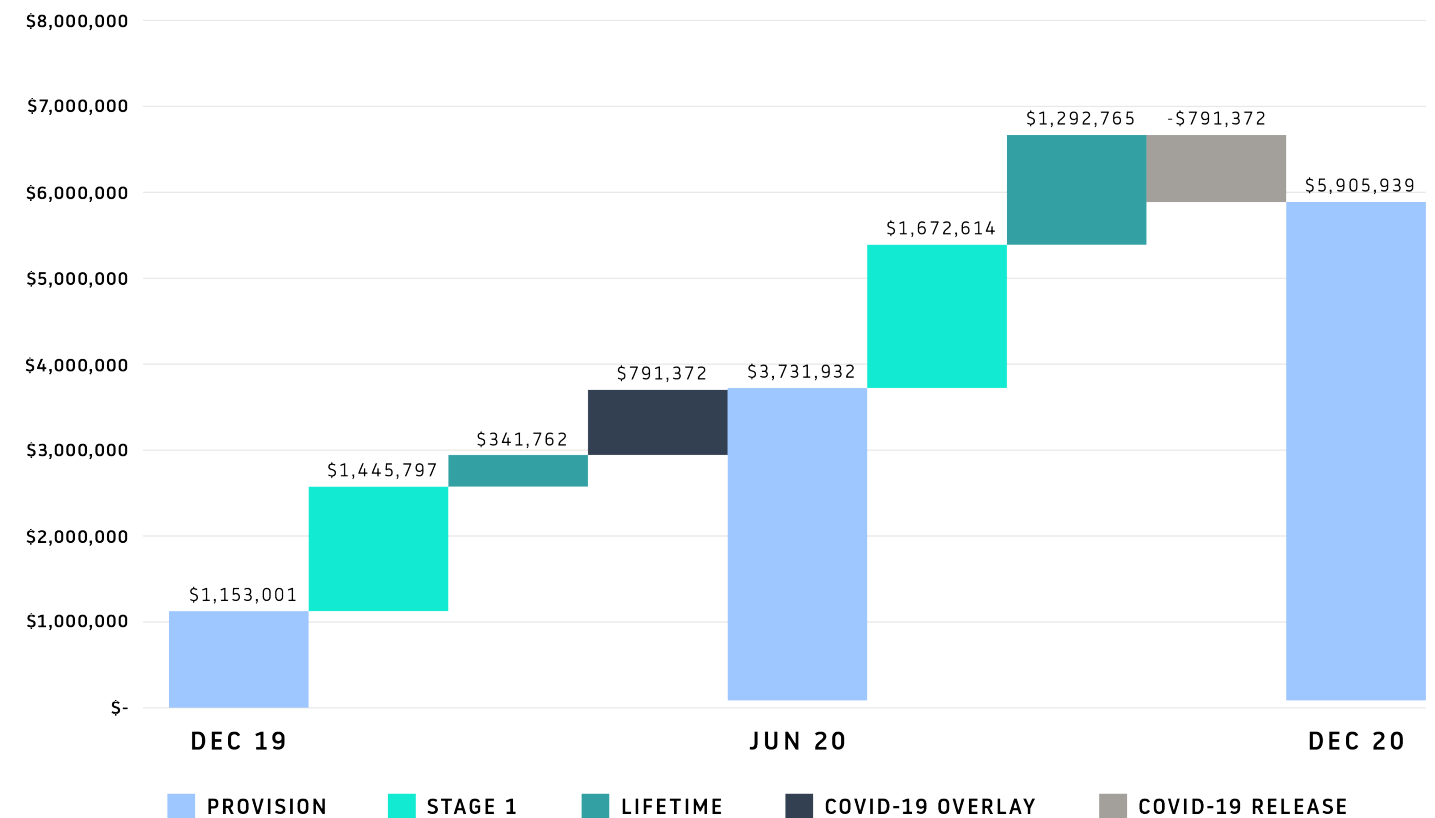
Loan loss provisioning.

£CL coverage ratio reduced from 4.1% to 2.8% at 31 Dec 2020.

This coverage ratio is expected to remain stable due to the launch of secured vehicle and observed improvement in the Company's average credit score.

EXPECTED CREDIT LOSS RECONCILIATION		\$	% OF LOAN BOOK
Balance	30 Jun 20	\$3,731,932	4.1%
Expected credit loss expense ¹		\$2,669,273	
Receivables written-off		(\$571,888)	
Recoveries		\$76,622	
Balance	31 Dec 20	\$5,905,939	2.8%

PROVISION MOVEMENT DEC 2019 - DEC 2020



¹Non-cash P&L provision primarily reflecting the growth of the Wizr Warehouse

3.

Roadmap for growth.



Wizr Roadmap.

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 - Geographic expansion



Financial wellness is in our DNA.



Build + discover

We've spent 4 years building the Wisr Ecosystem, with 350,000+ profiles

We've deep-dived to truly understand the customer problem around financial wellness



Why financial wellness?

It's a global, unsolved crisis. Here in Australia, we have:

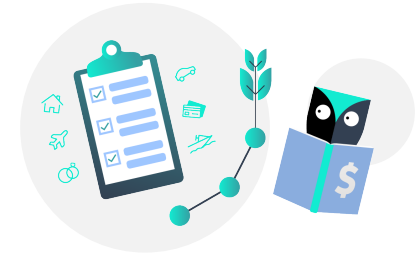
- 2M Australians in persistent debt
- Financial stress is the #1 stressor (Australian Psychological Society)
- #1 cause of workplace stress, impacting productivity and the economy



What can be done

People need the right financial products at the right time

AND the motivation and behaviours to align their money to their goals in life



Wisr's purpose

We've created a scalable model with credit at fairer rates and with a better experience

We're educating Australians about their financial well being while helping them pay back their debt through behavioural changes

But our vision has always been broader than 'being a lender'...

Expanding horizons by addressing financial wellness.

Wizr today

Strong momentum towards profitability, and investing for growth through innovation



Wizr tomorrow

Leveraging our core profitability and solving for financial wellness will present multiple potential options to increase TAM



Potential opportunities include:

- Creative new revenue models (beyond financial products)
- Additional/innovative credit products
- Geographic expansion

...delivering cutting-edge experiences that solve the customer problem: financial stress and insecurity.

Expanded leadership team.

Invested for next 3–5 year journey.

LEADERSHIP ADDITIONS



ANTHONY NANTES
Chief Executive Officer



ANDREW GOODWIN
Chief Financial Officer



MATHEW LU
Chief Operating Officer



DR. LILI SUSSMAN
Chief Strategy Officer

Lili has worked with BCG, Commonwealth Bank and global asset managers, and was most recently the Chief Strategy Officer at Social Ventures Australia. Lili holds a PhD in Political Science from Harvard University and has taught at Harvard and Yale.



JOANNE EDWARDS
Chief Risk and Data Officer



JAMES GOODWIN
Chief Marketing Officer



PETER BEAUMONT
Chief Commercial Officer



BEN BERGER
Chief Product Officer

Ben's 19+ years' experience spans all stages of the product life cycle, from formulating market approach, to building and delivering innovative tech-driven solutions for amazing customer experiences and services. Prior to Wisr, Ben was Head of Product at THE ICONIC.

Industry recognition for financial wellness approach.



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FINANCIAL REVIEW
FAST 100 2020
IN COOPERATION WITH **statista**

500

Technology **Fast 500**
2019 APAC **WINNER**

50

Technology **Fast 50**
2020 Australia **Top 50**
Deloitte.

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