



Investor presentation.

19 MARCH • 2021



Agenda.

Welcome.

Introductions & strategy overview

Scaling our lending platform.

- Winning in competitive channels, differentiating in proprietary channels
- Credit decisioning and approach to consumer risk

Building the future.

- Using tech to win
- Financial Wellness: The Wisr Approach
- The Wisr Culture

Summary and Q&A.

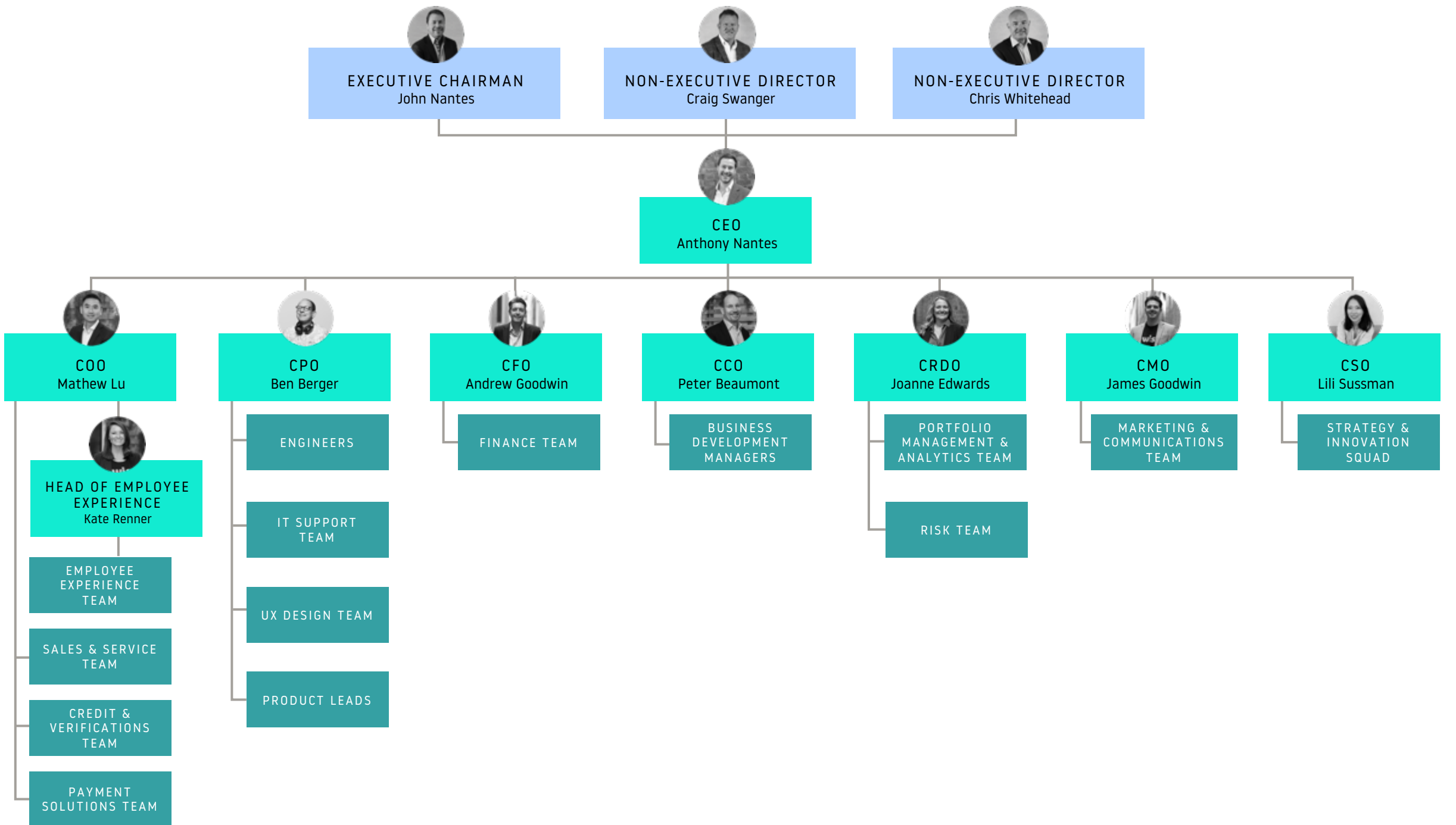
WELCOME

1.

Introduction & strategy overview.



ANTHONY NANTES
Chief Executive Officer



What you will hear today.

Loan Origination in **February is a material step change, with a record \$35M**, setting up 2021 for growth.

Wizr's **unique, clearly differentiated strategy** is a smart, and winning, strategy.

Significant room for growth is evident **in the current business**, with more room to win in competitive channels:

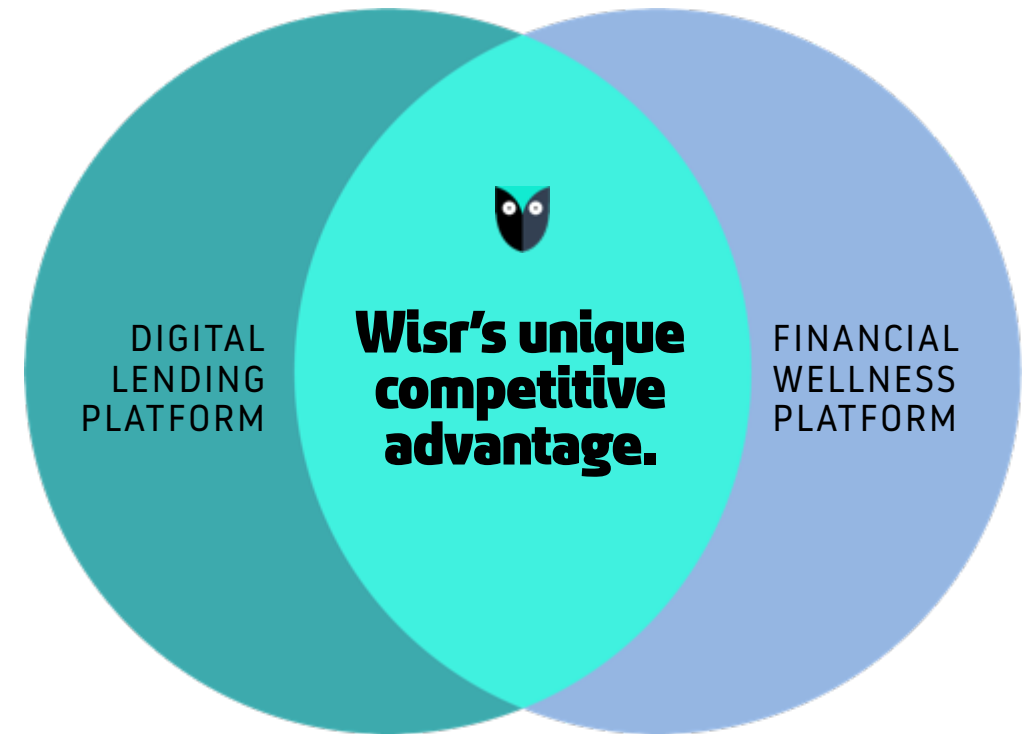
- Demonstrated effectiveness of the Wizr Financial Wellness Platform as our most effective channel
- Our ability to further optimise risk for more growth and profitability

Our **tech, data and analytics are genuine competitive advantages**.

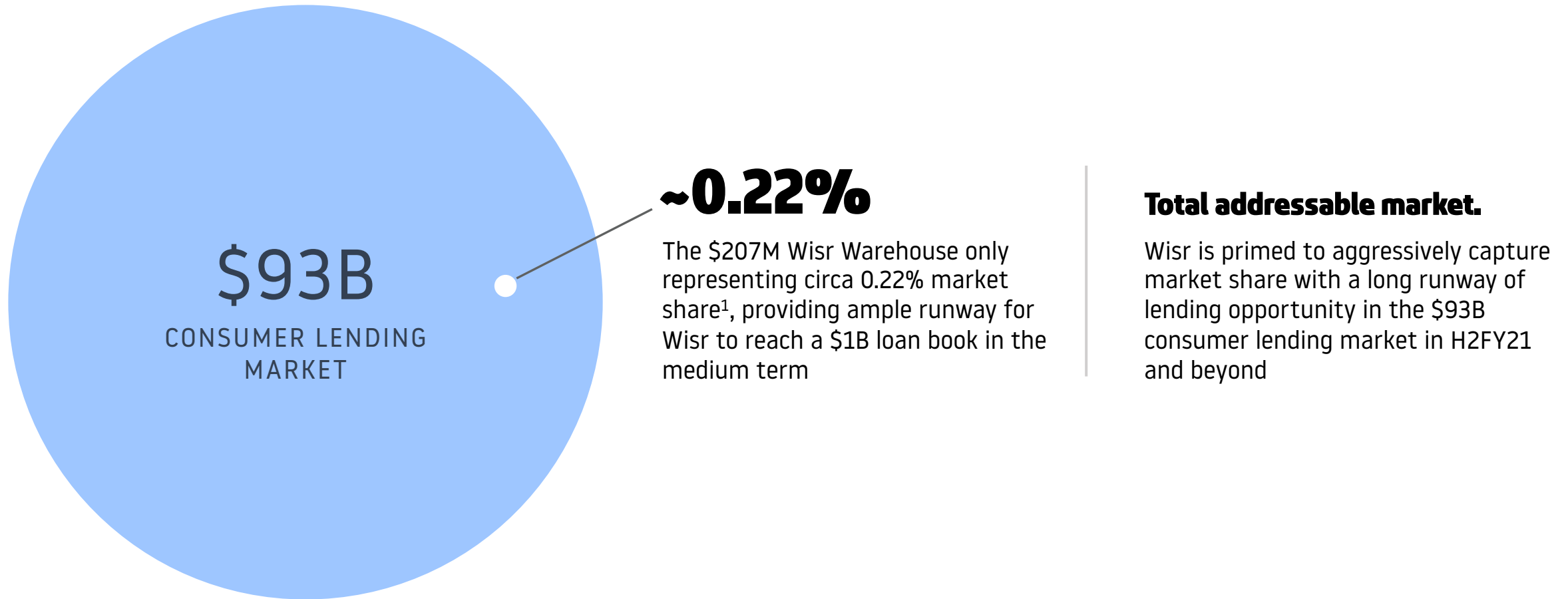
The **success of the Financial Wellness Platform can be leveraged**, in line with our existing budget for this strategy:

- The data is highly valuable
- It is delivering tangible benefits for customers that engage with it
- It is already delivering a significant ROI for us, and setting us up for larger opportunities

Our **high-performance culture and capability** is a genuine competitive advantage.



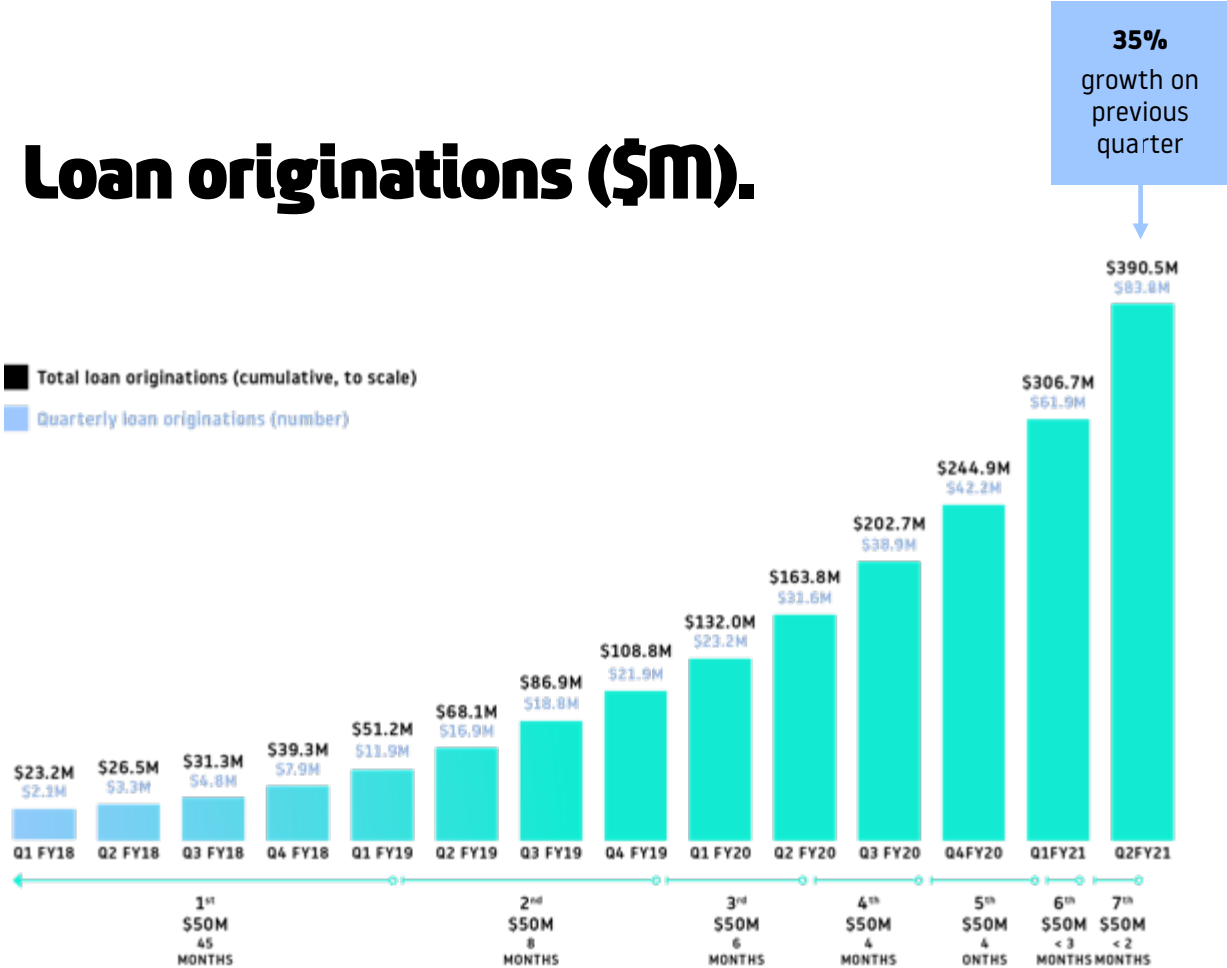
Significant growth opportunity.



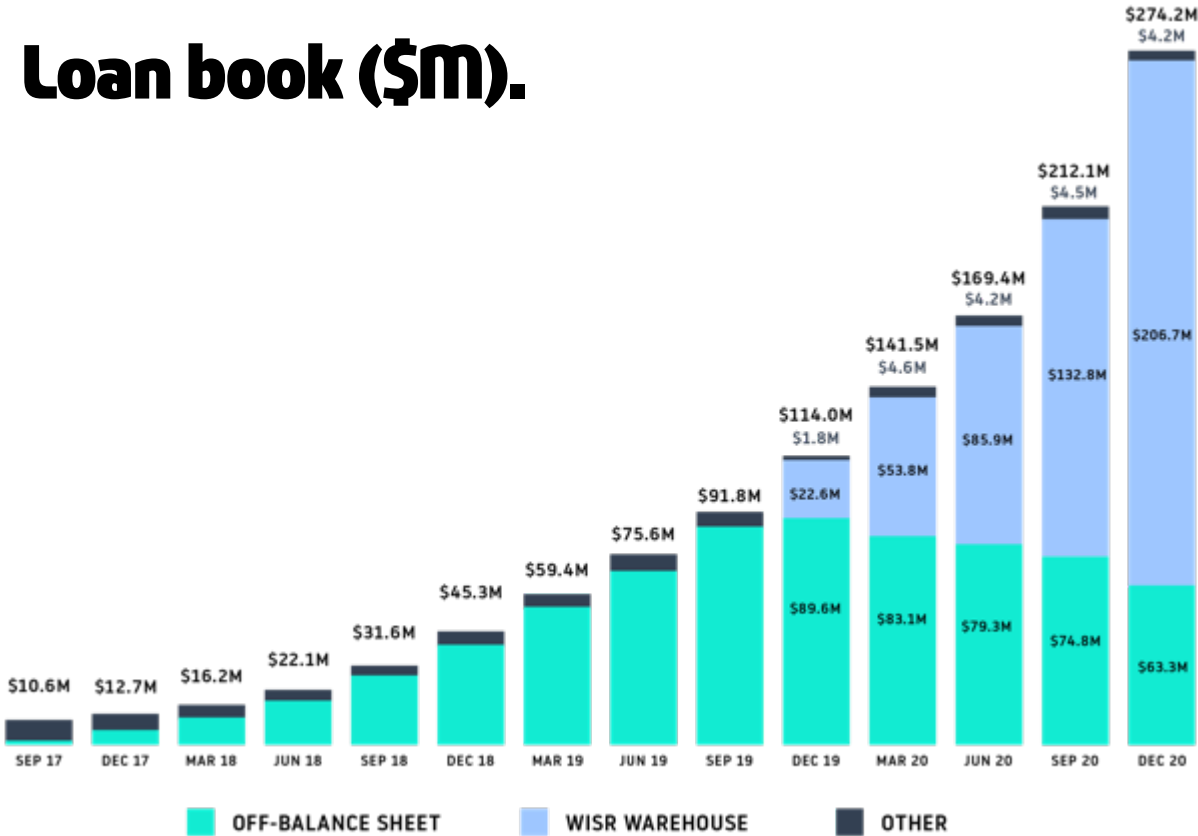
¹Source: ABS, in Nov 2019 - Nov 2020 overall consumer lending fixed loan market wrote \$23B dollars, Wizr conservatively sizes the market to be 4x annual originations to represent total balances

Continued acceleration of high-quality loan book.

Loan originations (\$M).



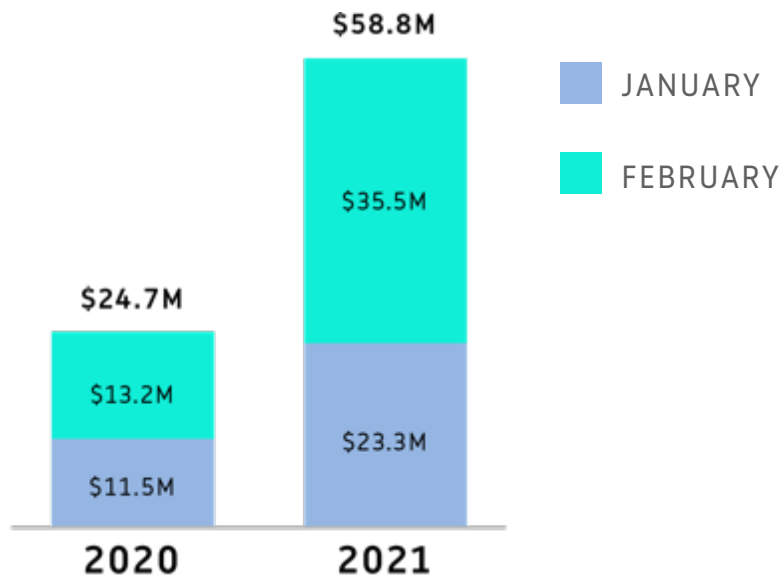
Loan book (\$M).



Material step change in February setting up 2021 for growth.

138% growth across Q3 (to 28 February 2021).

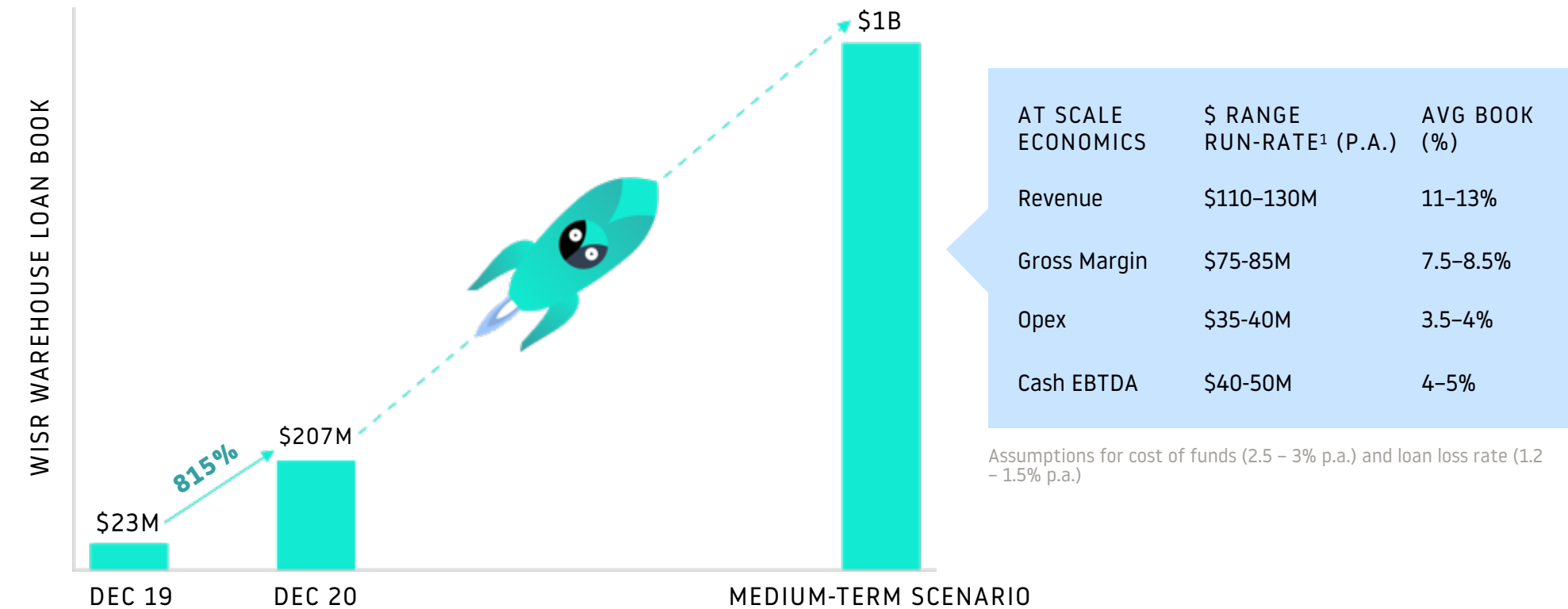
PARTIAL Q3 QUARTER LOAN VOLUME COMPARISON



- New loan originations of of \$58.8M for the two months ending 28 February 2021, an exceptionally strong result in the seasonally slower March quarter
- Represents a material step-change of 138% growth, compared to \$24.7M for the two months ending 29 February 2020 (pcp)
- The month of February 2021 delivered \$35.5M, a record monthly loan volume and representing 52% growth in January 2021 (\$23.3M)

Clear path through profitability.

Indicative model of the Wisr core business at scale.



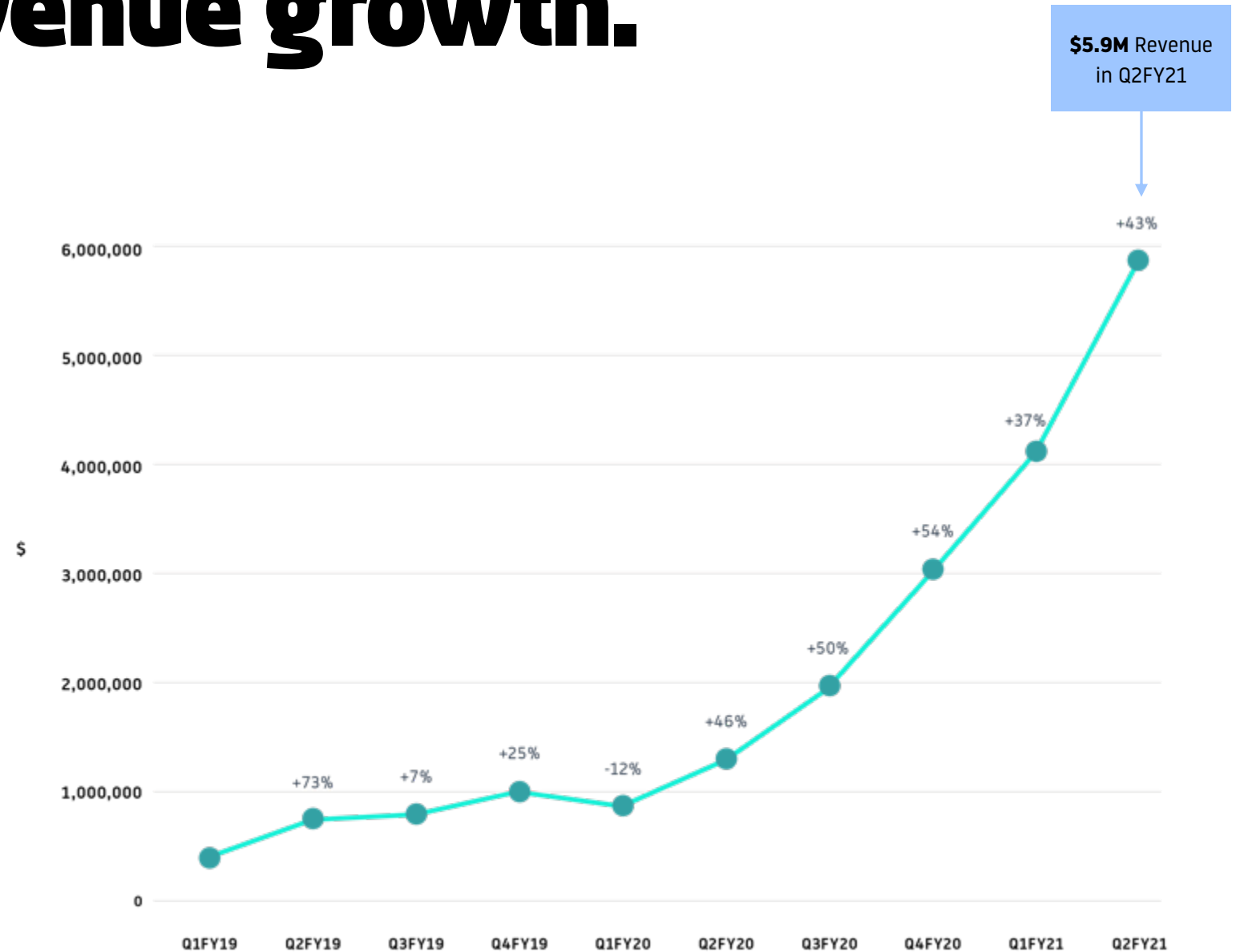
| | | |
|--|----------------------|--------------|
| Revenue yield | c.12% | 12% (+/- 1%) |
| Revenue run-rate ¹ (period end) | \$25-30M | \$110-130M |
| Cash EBTDA | \$(13)M ² | \$40-50M |

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.

Substantial revenue growth.

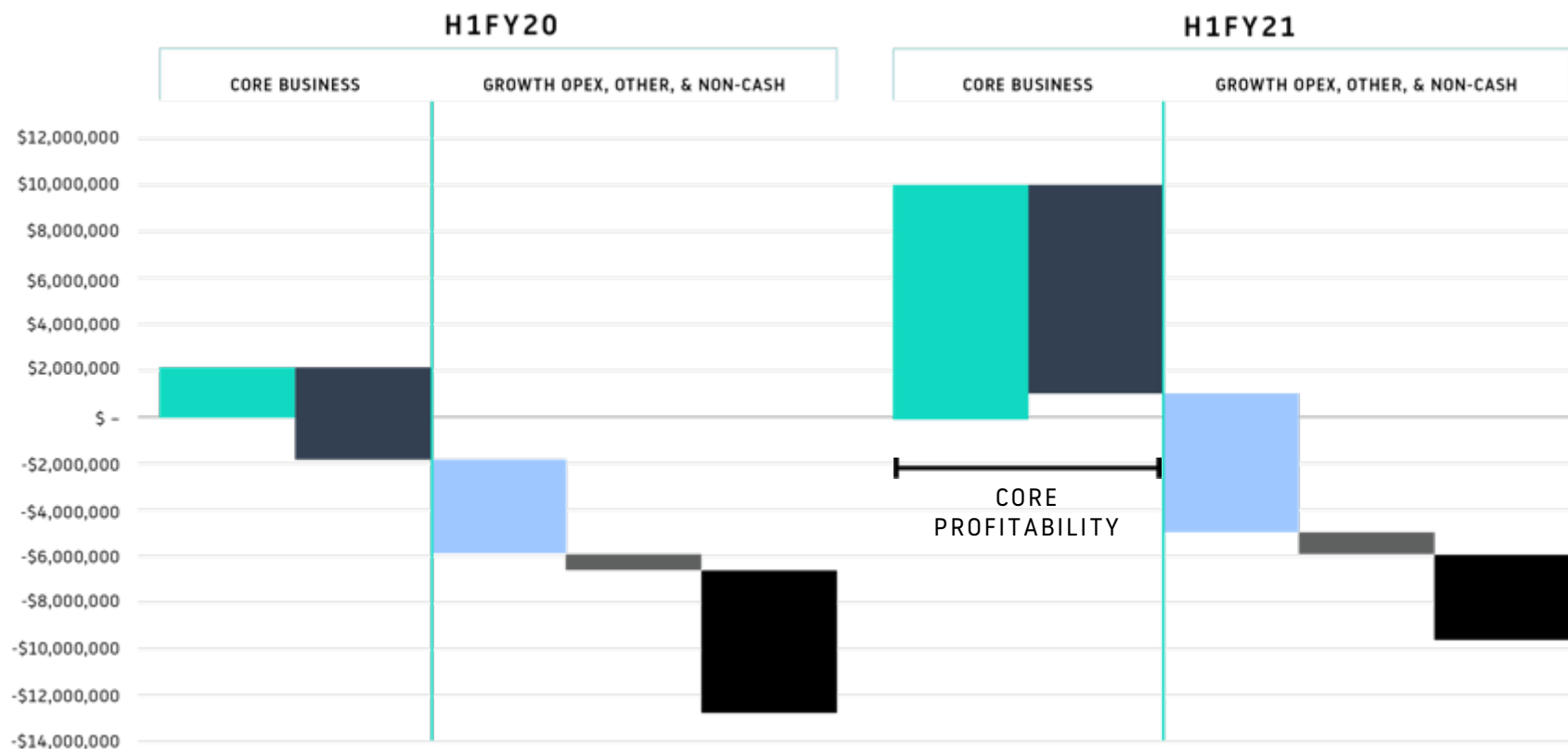
Acceleration continues.

- 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



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.

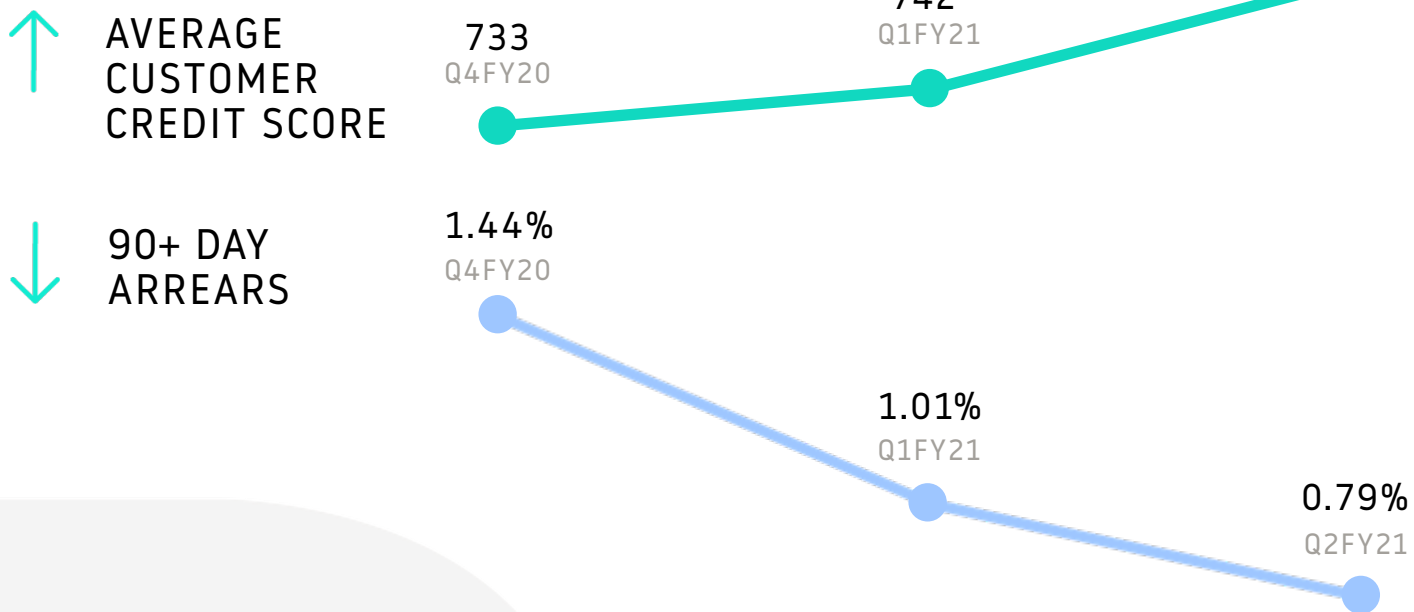


- REVENUE**
Strong revenue growth of 354% achieved in H1FY21 versus H1FY20 as loan volume continues to accelerate and well positioned for further growth going forward.
- CORE OPEX**
Opex related directly to the core personal loan business, including the secured vehicle loan product which went live in September 2020.
- GROWTH OPEX**
Predominantly consists of investment into the Wizr Financial Wellness Platform along with roll-out of the secured vehicle loan product which went live in September 2020. 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 including marketing expenditure relating to brand expenditure and new website.
- NON-CASH**
Expected credit loss provision: \$2.7M total (upfront recognition for future expected credit losses). Share based payments: \$0.6M (FY21 staff LTI and periodic apportionment of prior periods).

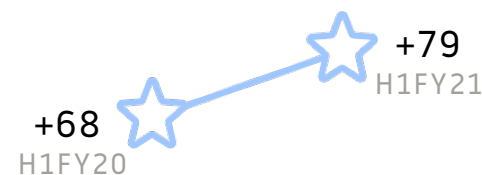
Prime quality customer base.

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 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

SCALING OUR LENDING PLATFORM

2.

Winning in competitive channels, differentiating in proprietary channels.



JAMES GOODWIN
Chief Marketing Officer



PETER BEAUMONT
Chief Commercial Officer

Winning in competitive channels.

Broker channel.

Wizr pioneered the online delivery of personal loans to the broker community six years ago, has approximately 7.5K brokers in its network and continues to grow its broker footprint.

Wizr launched its secured vehicle product in late 2020 and expects to build a strong position in this segment.

WISR'S SUCCESS HAS BEEN DRIVEN BY A LASER FOCUS ON PROVIDING BROKERS WITH:

- A great deal for their clients
- A quick and easy application process with fast turnaround
- Attractive and fair incentives
- Consistent credit assessment
- Personalised service

A consistent strategy for sustained long-term growth.

Winning in competitive channels.



Broker



Performance marketing



Paid search



Affiliate



Social

Differentiating for competitive advantage.



Wisr Financial Wellness Platform



Wisr Brand

Winning in competitive channels.

Performance marketing.

Wizr uses paid advertising channels to acquire customers directly. Termed performance marketing, investment in these channels is fully aligned to commercial outcomes (i.e. conversion to loan settlements) and provides scale via marketing spend.

WISR COMPETES AND WINS IN THESE CHANNELS THROUGH:

- Established relationships with major affiliates (e.g. Finder) and publishers (e.g. Google)
- Experimentation and multi-variant testing of user experience (UX) and customer experience (CX)
- Weekly trading meetings on channel spend optimisation
- Use of data from Financial Wellness Platform (credit score and transaction data)
- Reducing customer acquisition costs

Winning in competitive channels.

BENEFITS

- Proven channels to drive originations
- Strong track record of delivering market leading unit economics
- Build a \$1B loan book just on these channels alone

CHALLENGES

- Market changes
- Prone to competitive pressures
- Always requires capital to play

Differentiating through a proprietary channel with over 350K customer profiles.

The Wisr Financial Wellness Platform is a proprietary channel built by Wisr, and is made up of multiple individually powerful and collectively unique products aligned to financial wellness, including:



WISRCREDIT



LENDING

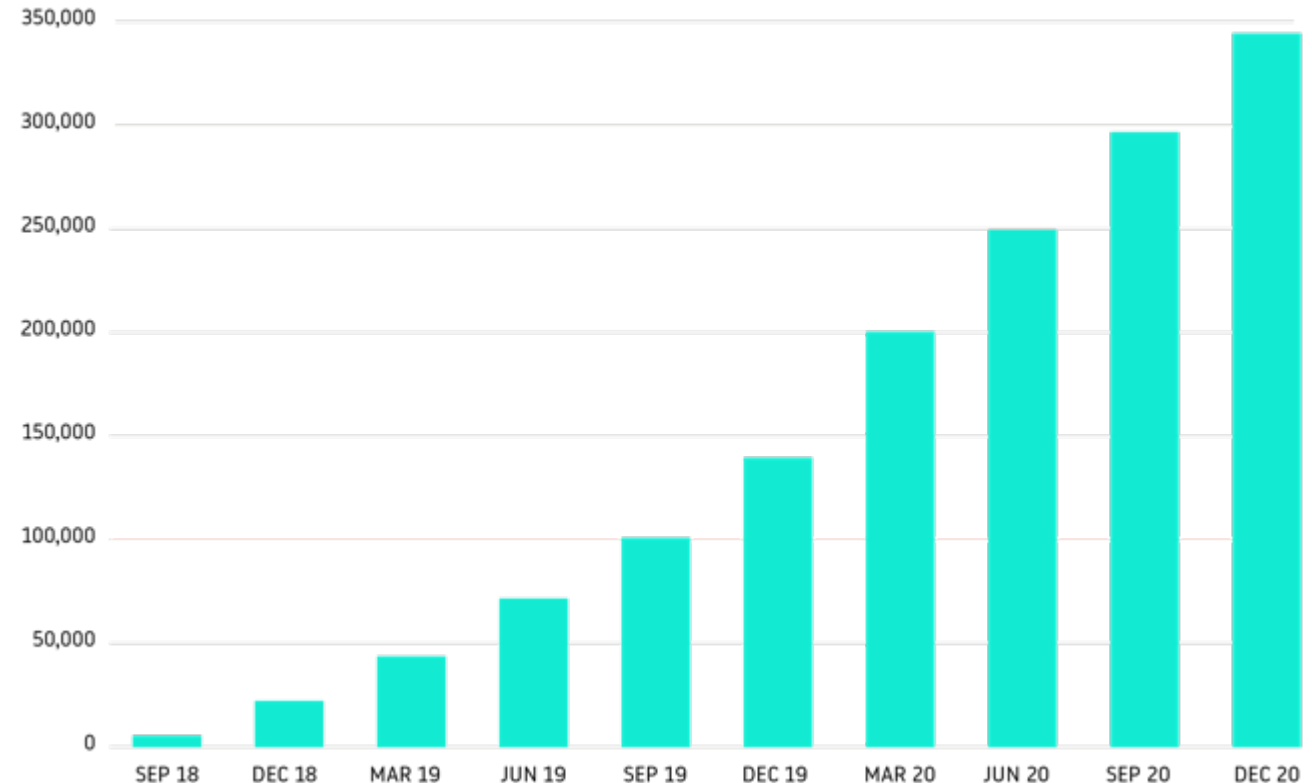


WISR APP



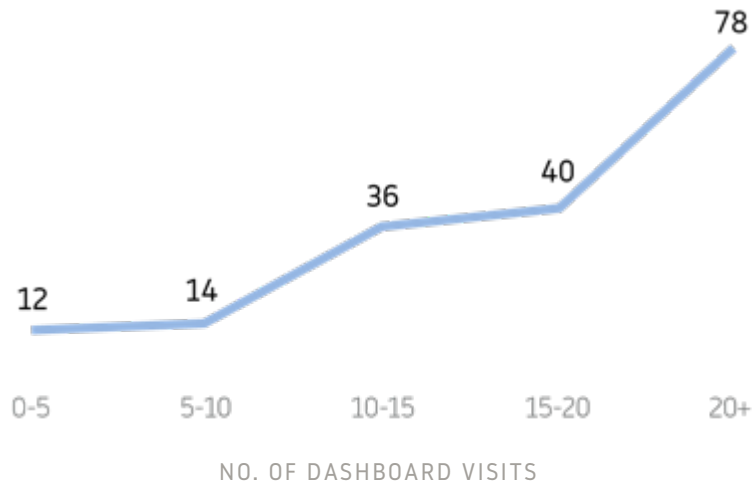
PARTNERSHIP
REFERRAL

CLEAR PATH TO 1M WISR CUSTOMERS IN PROPRIETARY CHANNEL



Source: Wisr data Jan 2021

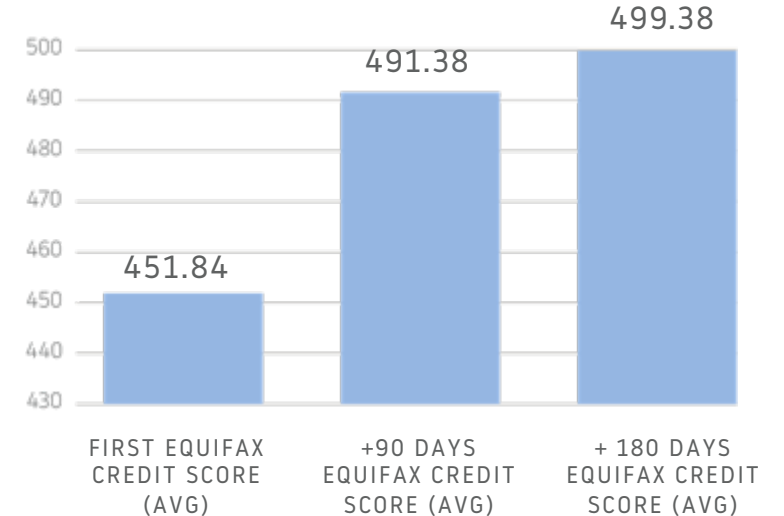
Fulfilling our purpose through the Wizr Financial Wellness Platform.



Average Equifax credit score increase based on Financial Wellness Platform engagement



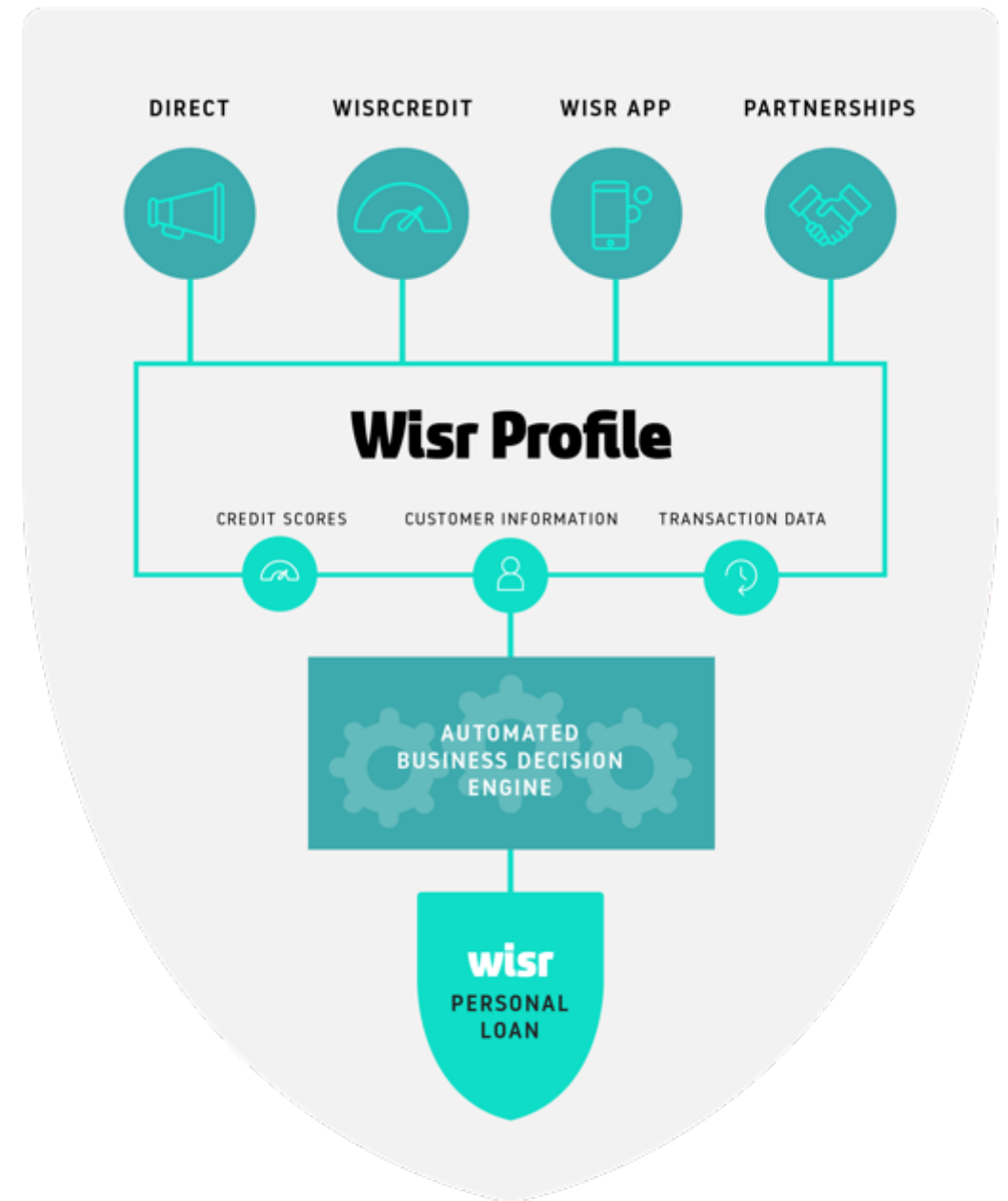
Approaching \$2M in debt, (mainly high-interest credit card) paid off through the Wizr App



Low credit score users who engage with our Bootcamp improve their Equifax scores

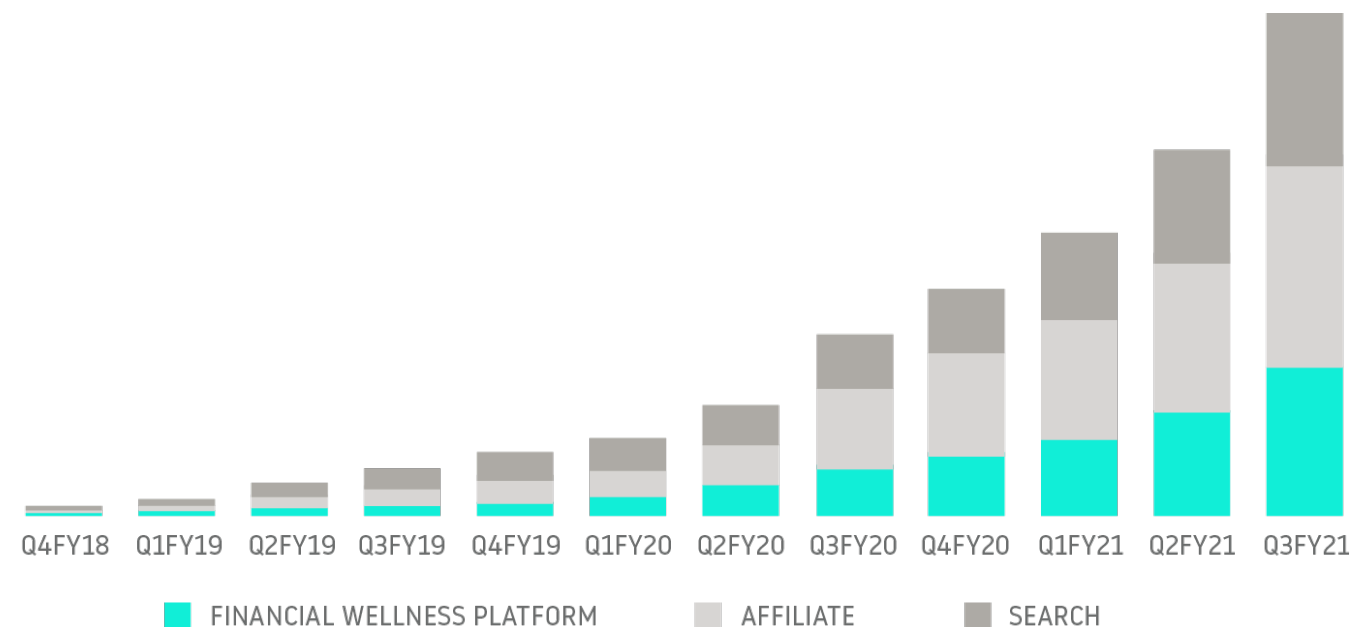
The Financial Wellness Platform drives highly targeted and personalised lending offers.

With a clear path to over a million profiles, this platform is a powerful asset providing differentiation, competitive advantage, and scalability through reduction in lending customer acquisition costs.



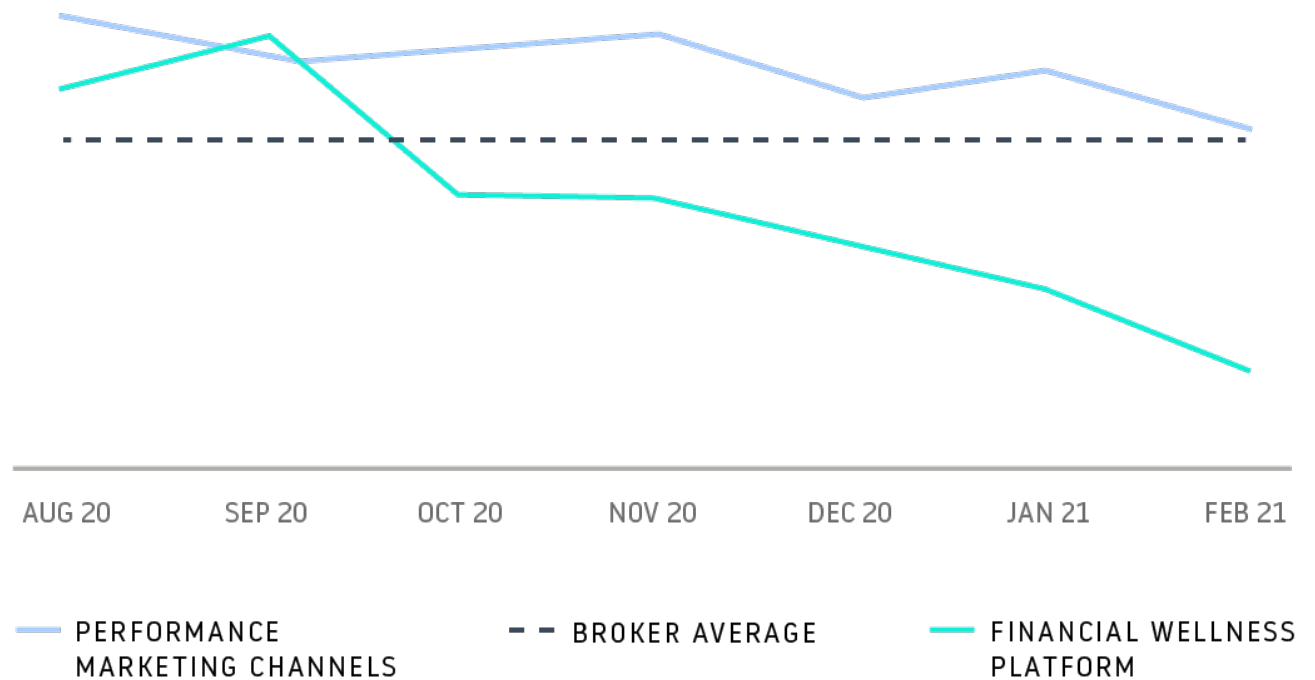
Financial Wellness Platform driving loan originations.

Contributing circa 1/3 of non broker originations - and growing.



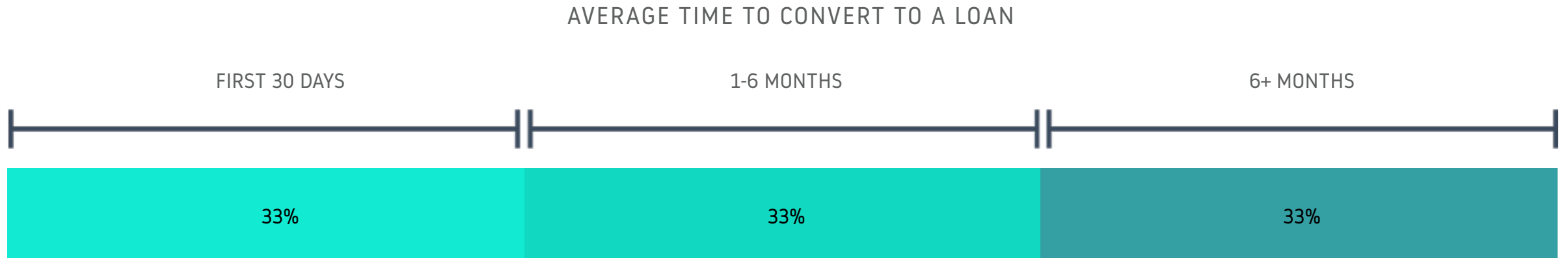
Financial Wellness Platform: most cost-effective customer acquisition channel.

In February 2021, the Financial Wellness Platform was 70% more cost effective as a loan acquisition channel.

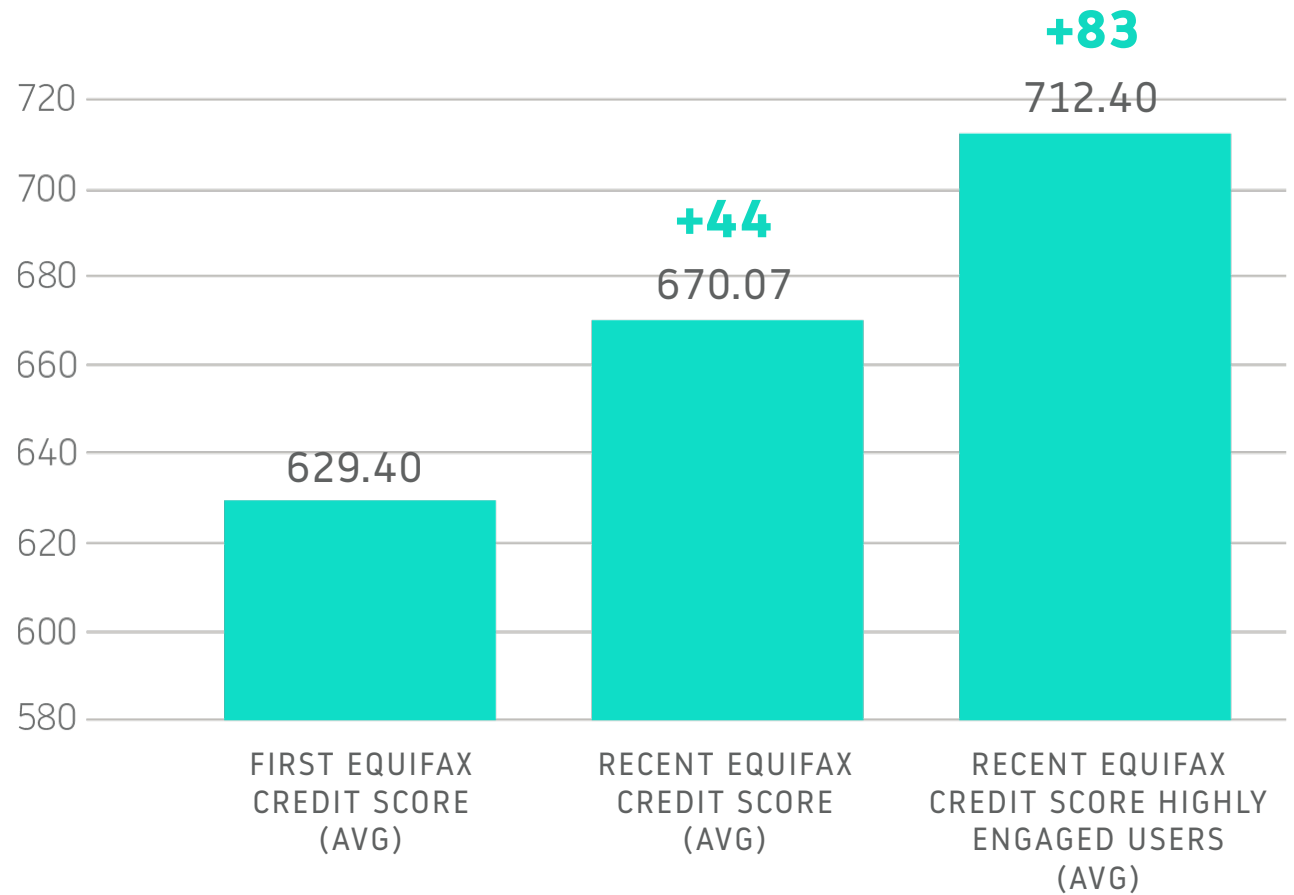


The Financial Wellness Platform is a valuable asset with a long tail for conversion.

Conversion into loans happens throughout the user lifecycle.



Post-loan credit scores improve through use of Platform.



A consistent strategy for sustained long-term growth.



Compete and win.

With our unique, purpose-led brand and differentiated voice, we've proven our ability to compete and win in competitive channels



Differentiate.

Built a differentiated brand and proprietary Financial Wellness Platform that is a highly valuable asset and our best channel for loan acquisition, delivering a clear competitive advantage



Primed for scale.

The combination of our ability to win in competitive channels, with the demonstrated effectiveness of our proprietary platform, has Wizr set up for continued growth through 2021

SCALING OUR LENDING PLATFORM

3.

Credit Decisioning and Approach to Consumer Risk.

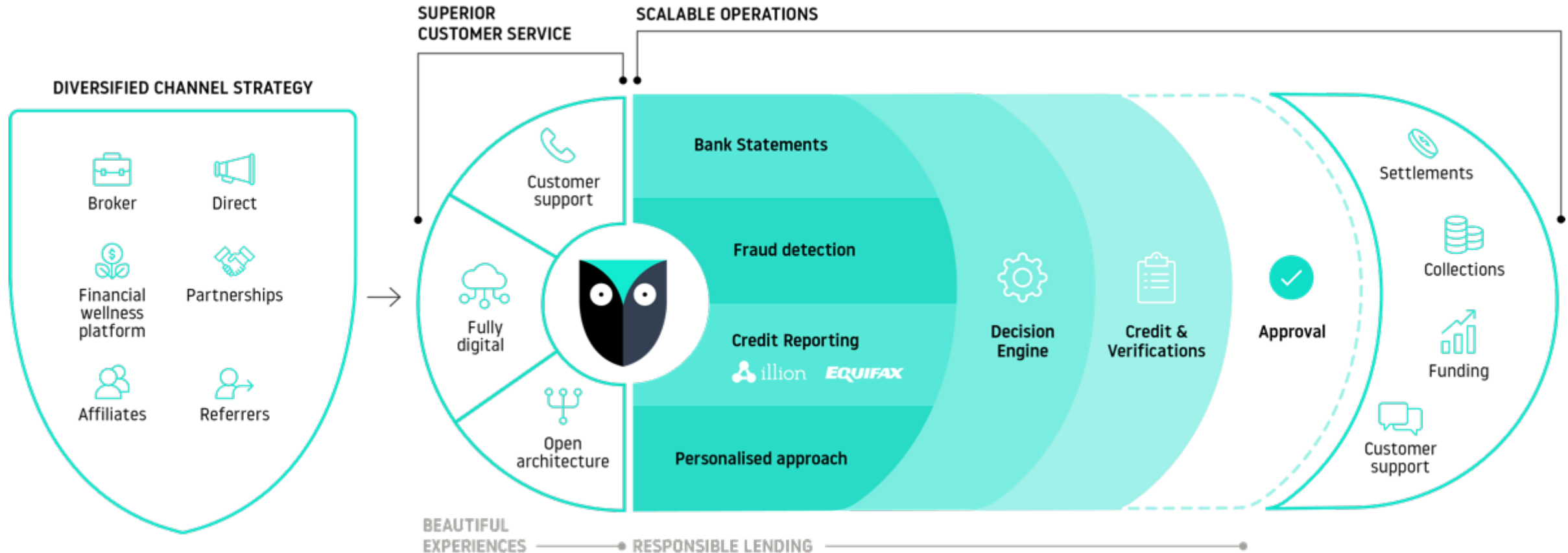


MATHEW LU
Chief Operating Officer



JOANNE EDWARDS
Chief Risk and Data Officer

End-to-end operational efficiency.



ESQ: a relentless focus on excellence in everything we do.



Experiences.

Deliver **exceptional experiences** at every moment of truth (Customer NPS +79¹)



Scale.

Lean and efficient E2E Operations - controlled opex, while exponentially growing originations

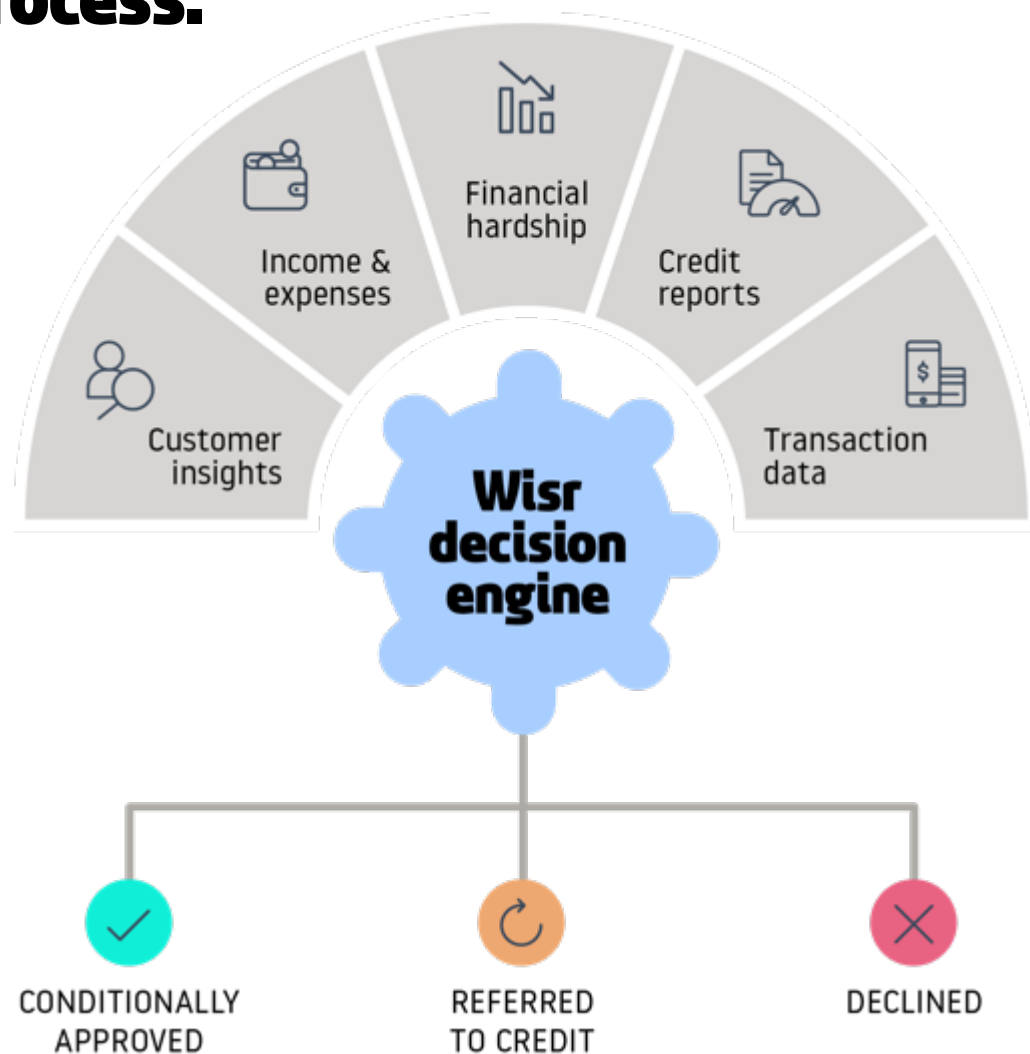


Quality.

Prudent risk management built into our Operations to ensure we **lend responsibly** to **grow the company safely**

Credit decisioning.

The process.



We measure, automate and optimise credit risk through data and analytics.

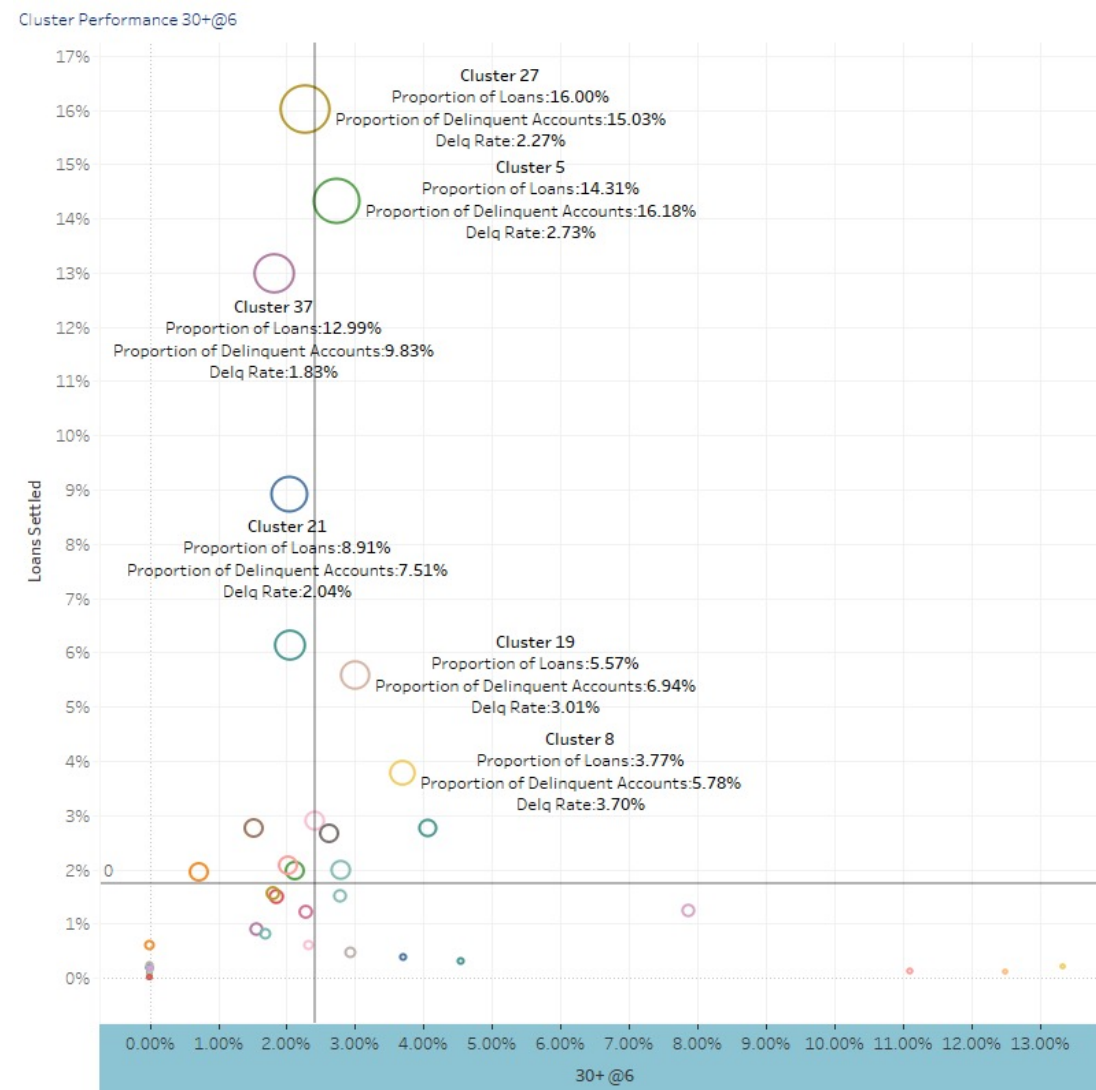
- Leveraging Data Analytics
- Developing Machine Learning Segmentations
- Applying to different business problems
 - Loan Profitability and Growth
 - Risk vs Return
 - Automation of Business Rules
 - Wisr Scorecards and Models

CCR AND OPEN BANKING CREATES A LEVEL PLAYING FIELD BETWEEN US AND THE MAJOR BANKS

Optimising Credit Risk through data & analytics.

Granular analytics to identify pockets of risk.

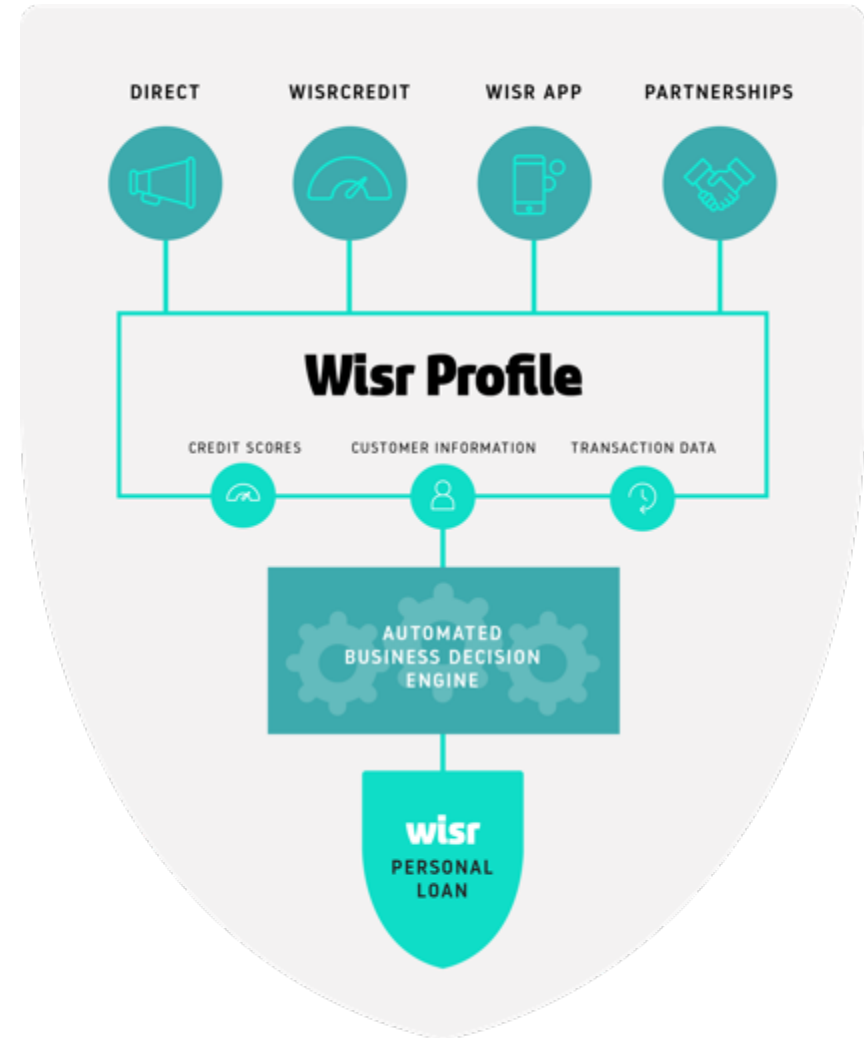
We use granular analytics to identify and drill down to pockets of risk with precision, constantly optimising our credit rules by performance outcomes.



Optimising Credit Risk through data & analytics.

Leveraging our proprietary channels.

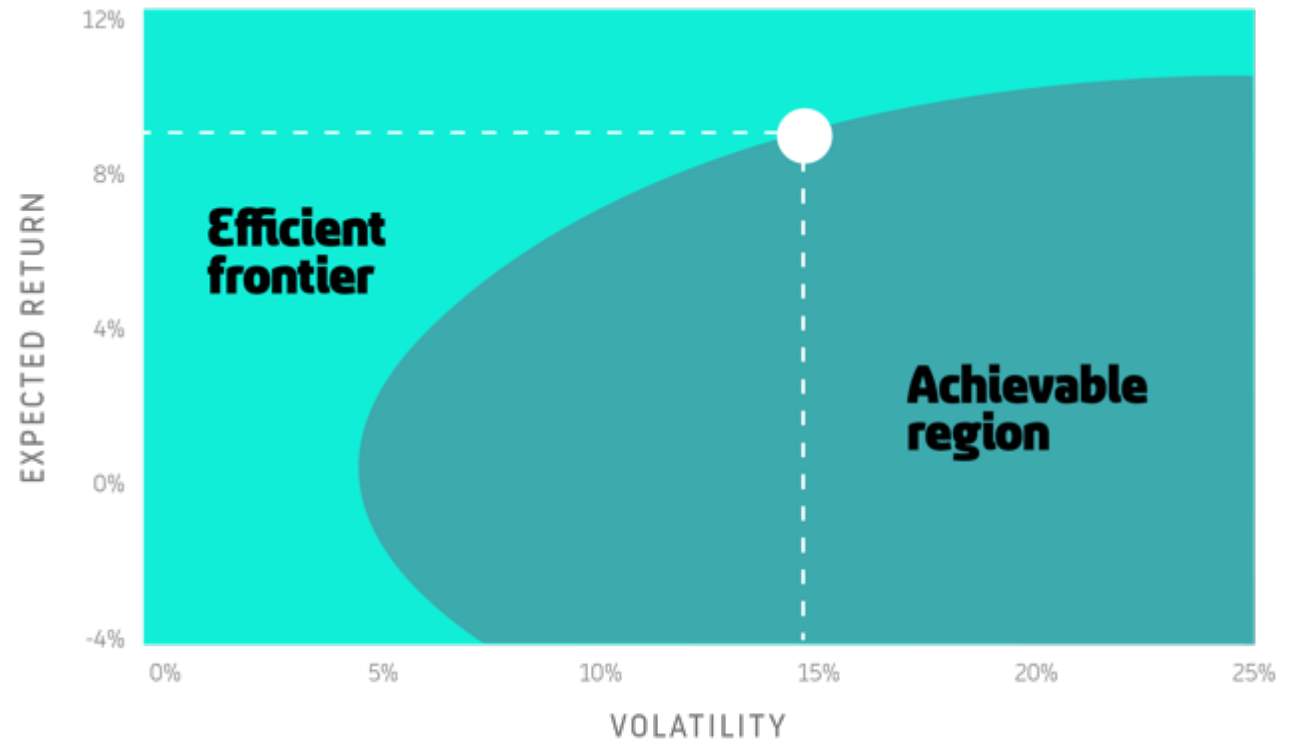
The Wizr Financial Wellness Platform gives us the ability to analyse credit data and assess affordability upfront, to determine eligibility & make targeted offers to customers.



Optimising Credit Risk through data & analytics.

Predictive analysis.

Using predictive analytics and profitability simulation to find the optimum return within our credit decisions and predictive accurate outcomes as the point of assessment.



COVID-19 Impact.

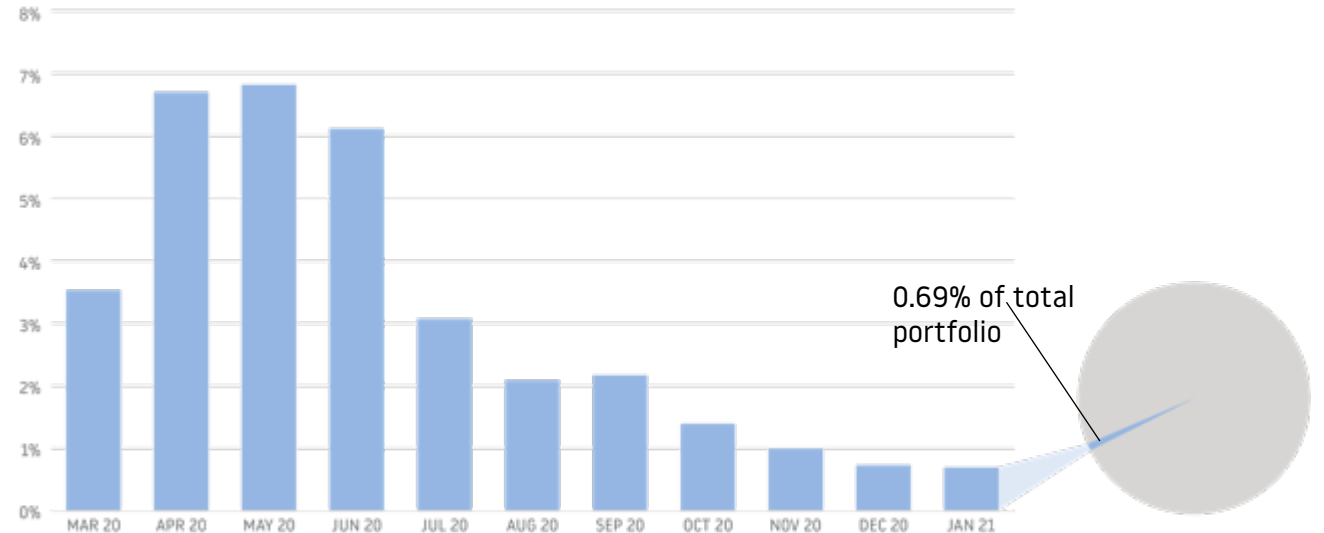
Rapid response delivers low exposure.

- 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 \$5.6m (3.09%) by 31 July 2020 and reduced further to \$1.98M (0.69%) by 31 Jan 2021.
- The average Equifax CCS score for this group was 648 compared to portfolio average of 738 as at 31 Jan 2021.
- Requests for payment assistance related to COVID-19 have stopped with zero requests since December.

DAILY REQUESTS VS HARSHIPS GRANTED



PORTFOLIO BALANCES UNDER ASSISTANCE

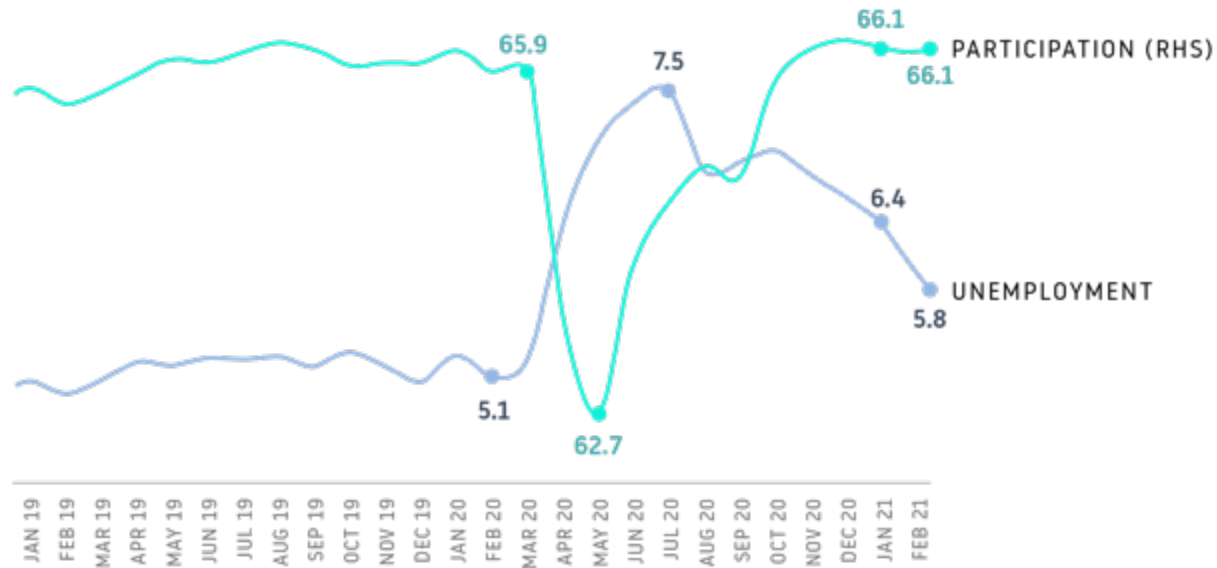


Economy showing V-shaped recovery.

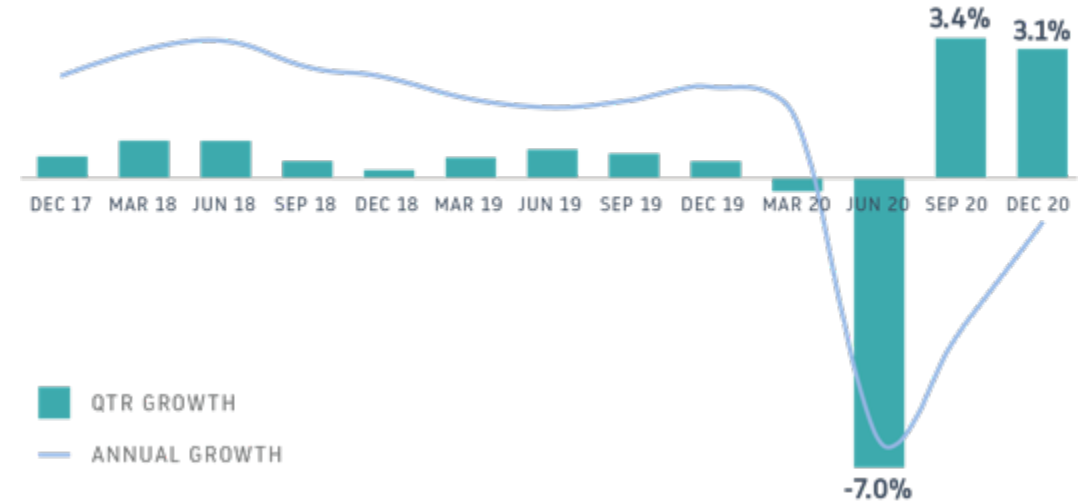
Improving employment participation and GDP growth.

- Employment increased by 88,700, resulting in the unemployment rate reducing to 6.4%
- Unemployment decreased by 34,300 to 877,600, and participation rate decreased to 66.1
- GDP rose 3.1% in the December quarter, following a 3.4% rise in the September quarter

UNEMPLOYMENT & PARTICIPATION RATE (SEASONALLY ADJUSTED)



AUSTRALIAN GDP GROWTH (S.A.)

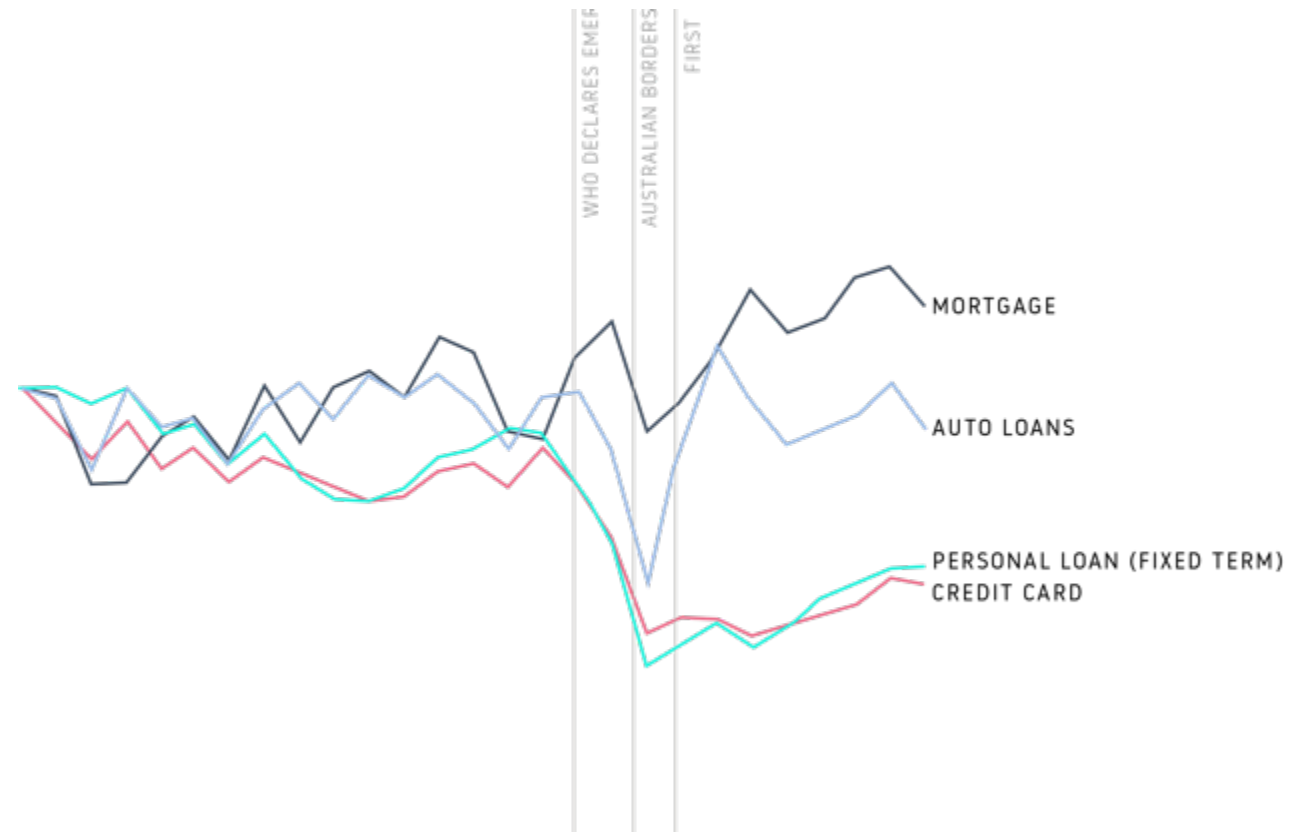


Credit market recovery.

A return to pre-pandemic levels.

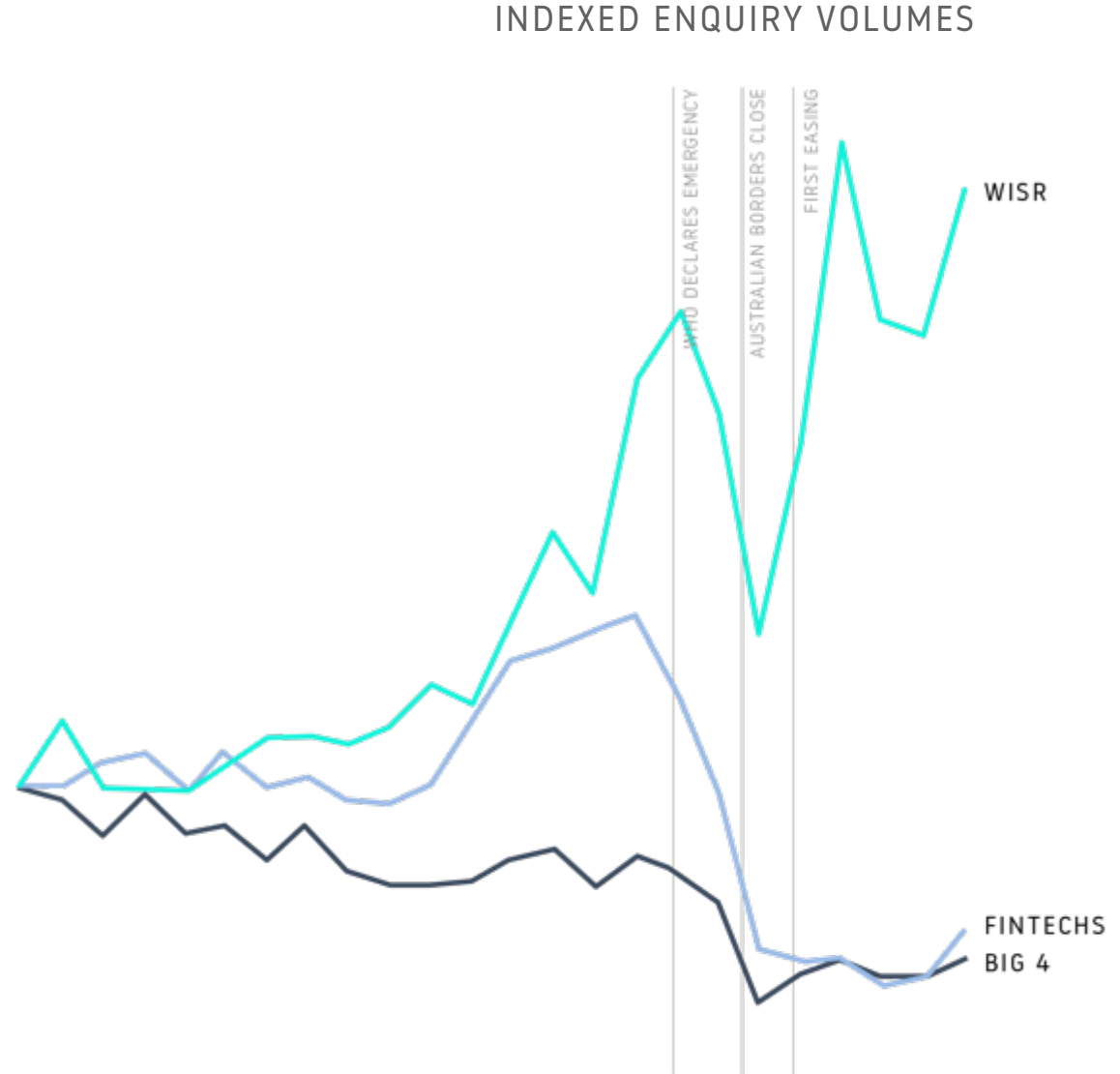
- The mortgage market is showing continued growth
- Auto loans have returned to pre pandemic trends
- Personal Loans and Credit Card market is down from 2018, but growth can be observed

INDEXED ENQUIRY VOLUMES



Leading the shift away from the Big 4.

Enquiries for personal loans show a shift away from the Big 4 to fintechs, with Wizr's growth leading the pack.

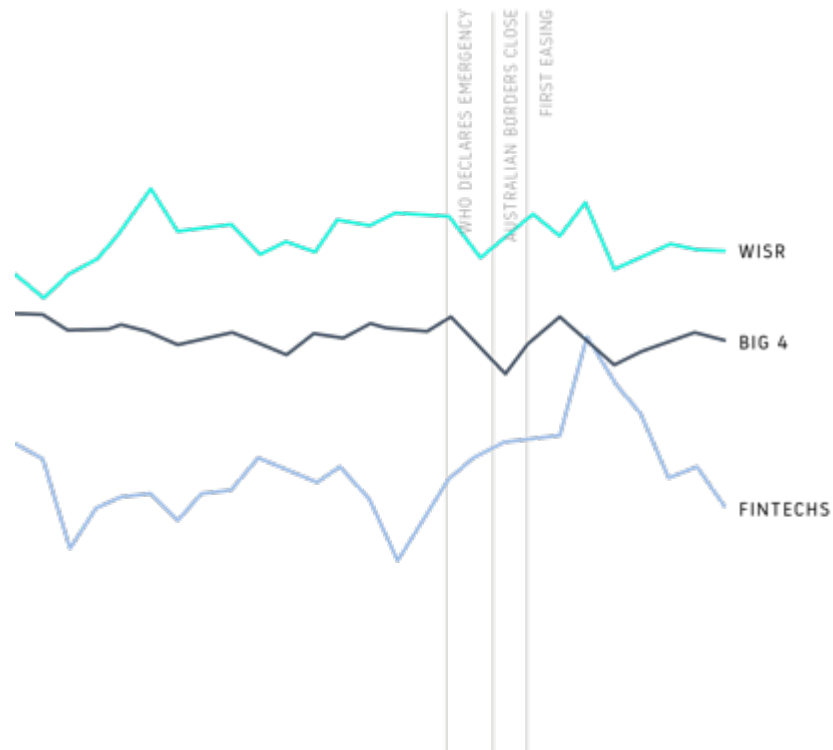


Safe growth and high credit quality.

Wizr occupies a good position to optimize risk vs return.

Wizr has higher average scores compared to Big 4 and other fintech

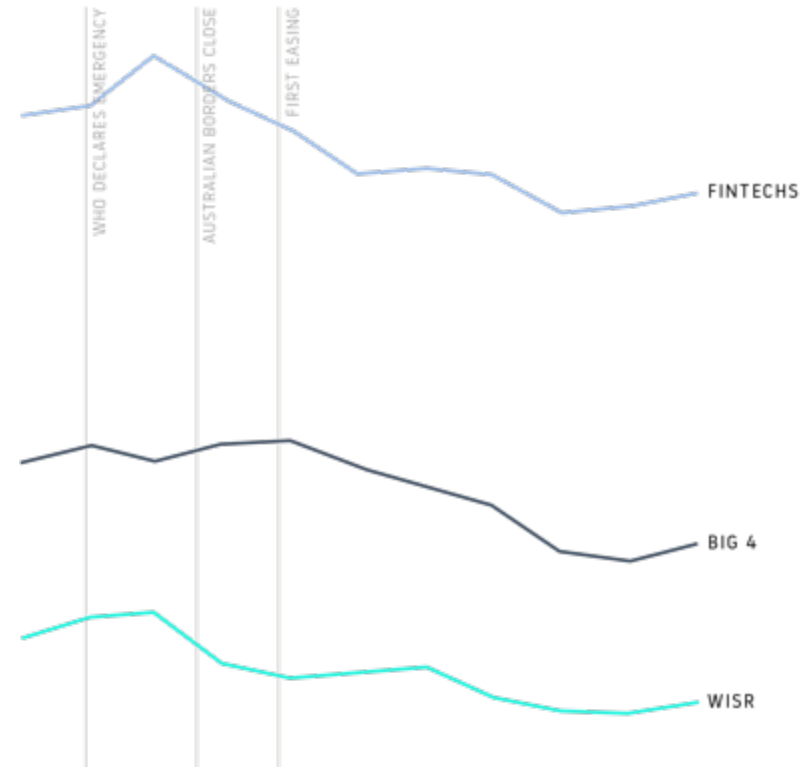
MEDIAN EQUIFAX SCORES



Source: Equifax credit enquiries

Wizr has lowest percentage of accounts 90+ days in arrears compared to the Big 4 and other fintech

PROPORTION OF ACCOUNTS IN 90+ DAY ARREARS



Robust analytics and substantial growth to support future risk strategies.



Data-driven analytics.

Wizr uses best in-class data and analytics to measure, automate and optimise credit decisioning processes



Perform.

Wizr's loan book has continued to grow above market throughout COVID-19 and beyond, while maintaining low arrears rates



Grow.

We have room in our current business to further optimise our risk vs return, as demonstrated by our current data, and deliver more growth and higher profitability

BUILDING THE FUTURE

4.

Using Tech to Win



BEN BERGER
Chief Product Officer

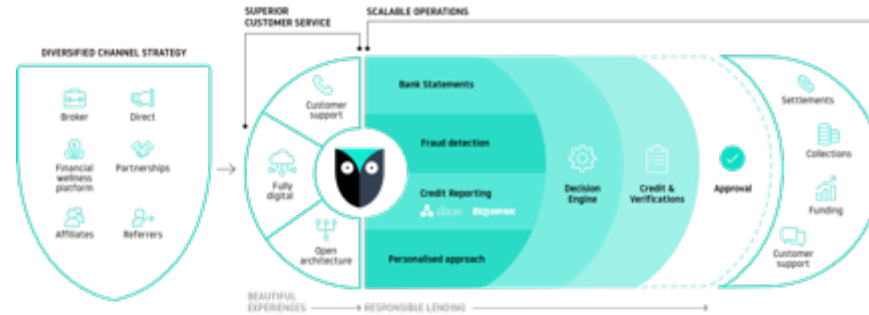
Tech @ Wizr.

We are a FinTech.

We build technology as a competitive advantage and driver of value, in our lending platform, and in the Wizr Financial Wellness Platform.



Tech and our lending platform.



Proprietary lending platform.

The lending platform is at the core of Wizr's business. Building our own proprietary lending platform has enabled us to:

- Make changes on-demand
- Move quickly as the business evolves
- Run experiments with our user experience to optimise outcomes
- Reduce reliance on large lending platforms that move slowly and re-platform infrequently with a typical upgrade once a year (vs fortnightly upgrades)

Supported by point solutions.

We use point solutions in contexts where developing the proprietary tech would not give us a competitive advantage.

- Credit Evaluation
- ID checks
- Asset valuations
- Automation of bank statement analysis
- Payments
- Fraud

Tech and the Wisr Financial Wellness Platform.



Cross-functional squads and modern ways of working.



LEAN STARTUP



LEAN UX



DESIGN THINKING

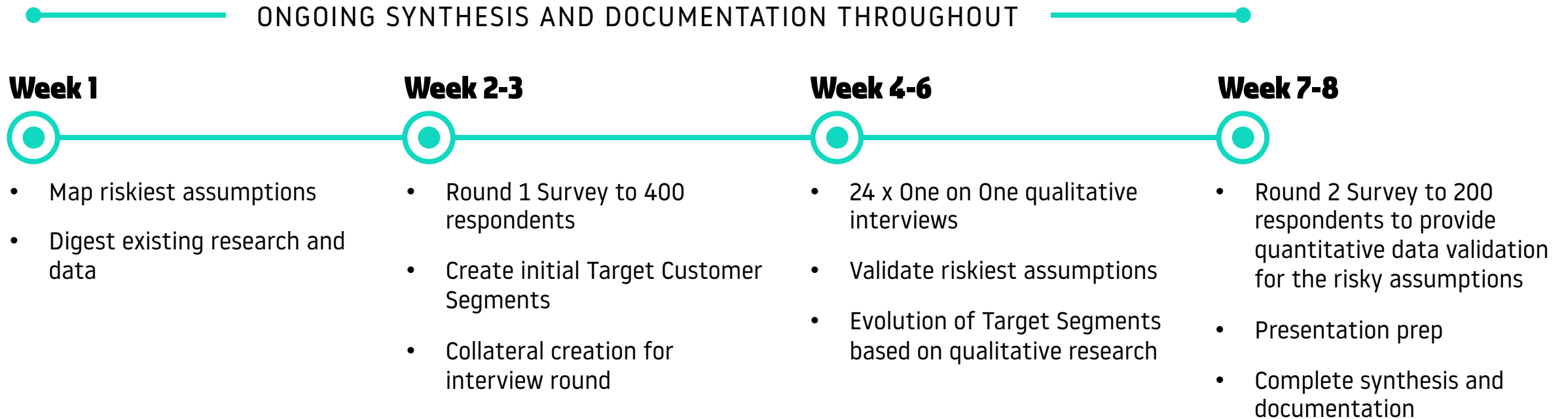


SCRUM



Bullets then Cannonballs.

De-risking New Product Investments.



Our priorities.

1

Scale.

Wizr will leverage the competitive advantage built by our lending platform and the Financial Wellness Platform to continue to scale, drive operational efficiency and deliver the best end-user experience in Australia

2

Lean execution.

Continue to deliver exceptional outcomes with a lean, right-sized team, that boosts productivity, contributes to delivering operational leverage across the business, and allows Wizr to win on new initiatives

3

Innovate and iterate.

Continue to iterate and innovate across our tech stack to be first to market where we can, and continuously build and launch new features and products into market as part of BAU

BUILDING THE FUTURE

5.

Financial Wellness: the Wisr approach.



DR. LILI SUSSMAN
Chief Strategy Officer

Financial wellness is a smart strategy.

And it's uniquely in our DNA.



Unique knowledge

We've spent 4 years building the Wizr Financial Wellness Platform, 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:

- Financial stress as 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 vision of life



Wizr's purpose

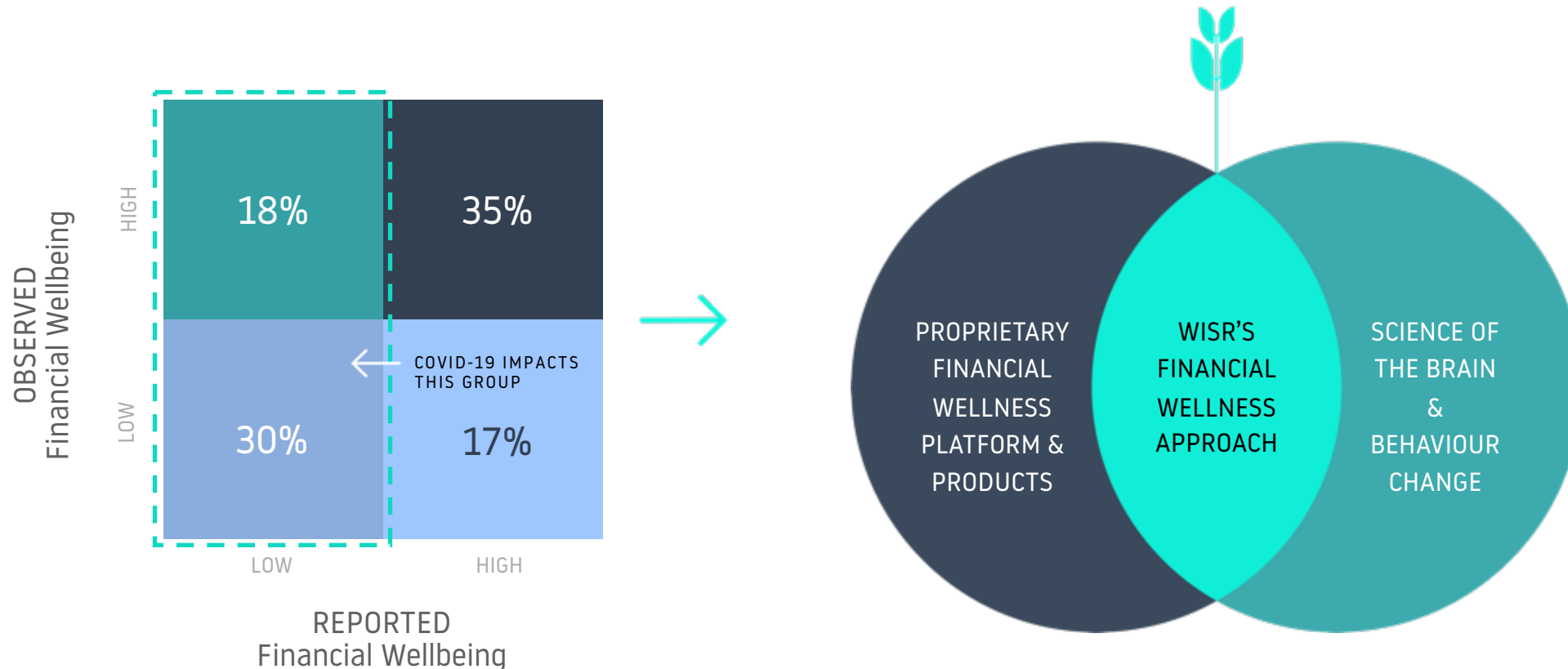
We've already created a scalable model with credit at fairer rates and with a better experience

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

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

Financial wellness is both subjective and objective.

It's habits, not income, that matter most; high earners can still struggle¹



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

Expanding horizons.

Commercial opportunities for financial wellness.

Changes in consumer sentiment around what they are willing to pay for, have resulted in the success of subscription-based financial services products such as neobanks.

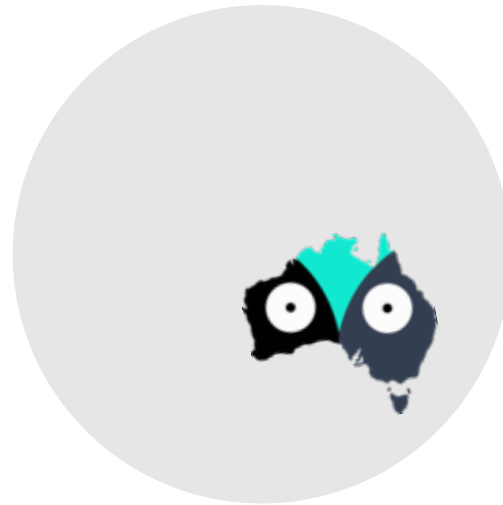
With its existing Financial Wellness Platform, Wisr is uniquely placed to take advantage of this, with opportunities ahead for:

- Creative new revenue models (beyond traditional financial products)
- Additional/innovative products

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

Wisr today

Strong momentum towards profitability in core lending business, and investing for significant growth through innovation



Wisr tomorrow

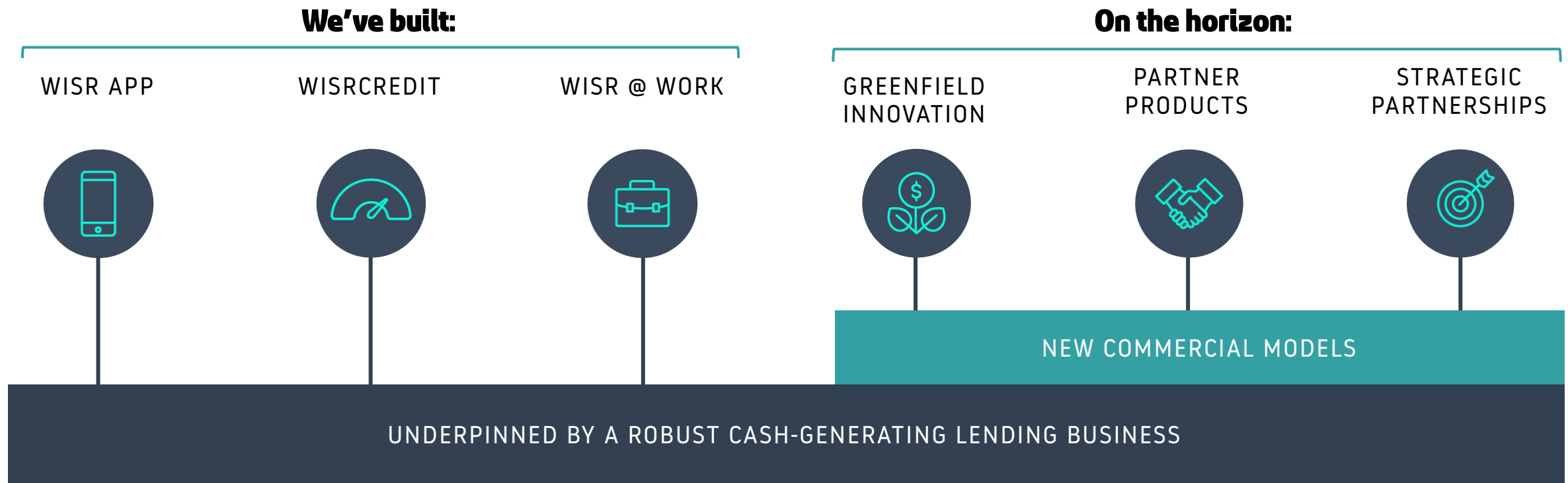
Continue to excel at profitable lending at scale, while additionally solving for financial wellness, with significant potential options to increase TAM and revenue



The big picture.

Becoming a wide-reaching platform focused on financial wellness.

We're building a large Financial Wellness Platform of users through multiple channels across different markets, offering creative combinations of financial wellness solution and tools, that sing in each market



BUILDING THE FUTURE

6.

The Wisr Culture: delivering genuine competitive advantage.



KATE RENNER

Head of Employee Experience

**We don't post nice-sounding
values on the wall.**

We stand up behind high-performance behaviours.

These are our non-negotiables.



WE HELP EACH OTHER
TO BE GREAT



WE TAKE
RESPONSIBILITY



WE ARE OBSESSED WITH
OUR CUSTOMERS

A strategic focus on wellness.



PHYSICALLY
THRIVING



MENTALLY FIT



AUTHENTICALLY
YOURSELF

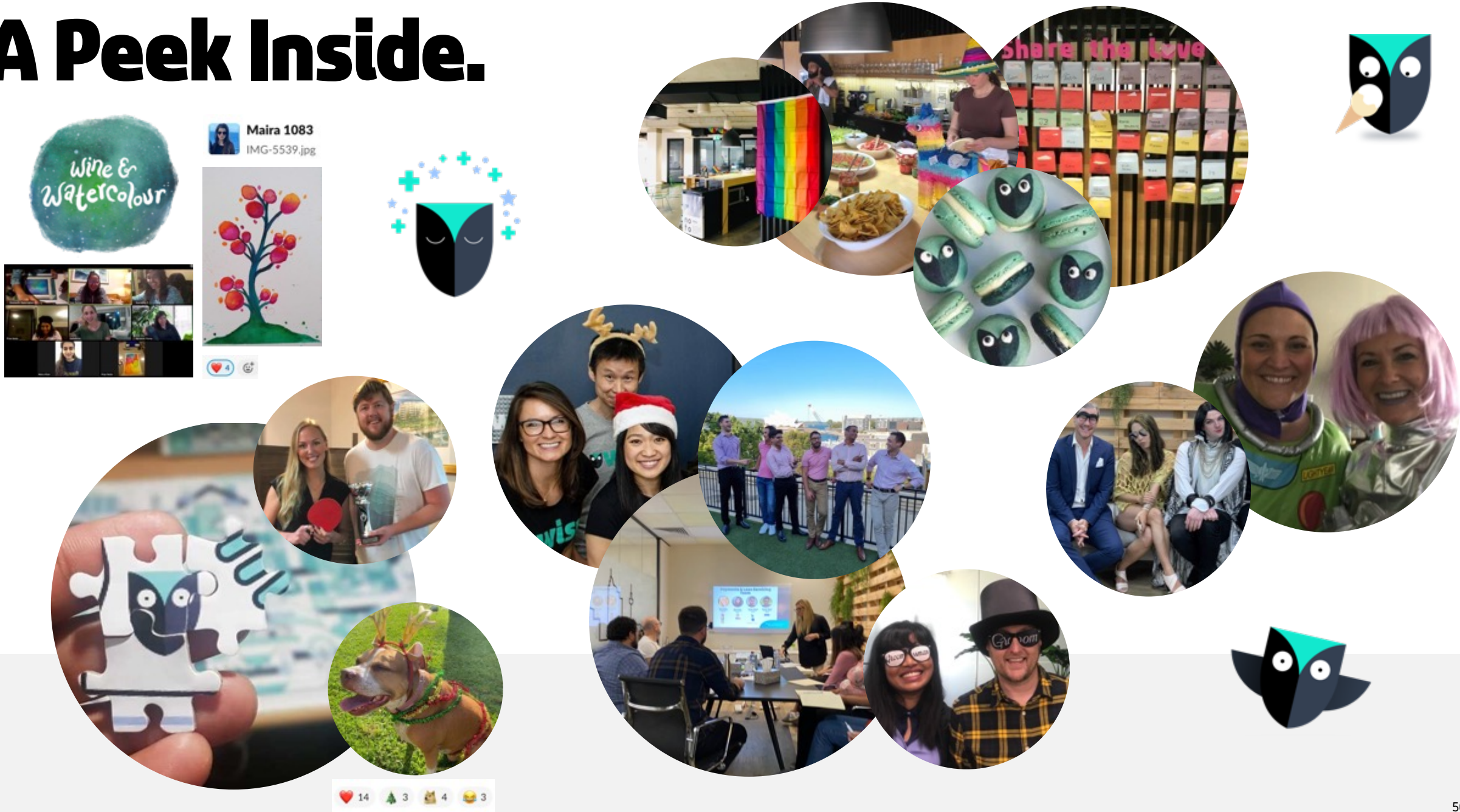


FINANCIALLY
WELL



SOCIALLY
CONNECTED

A Peek Inside.



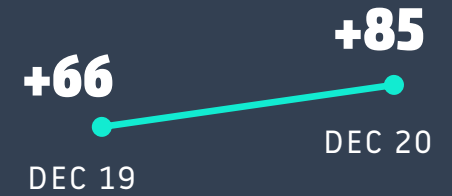
Building a great place to work.

At Wizr, 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

Our incredible high-performance culture has continued to drive market-leading Employee Net Promoter Scores.



What you heard today.

Loan Origination in **February is a material step change, with a record \$35M**, setting up 2021 for growth.

Wizr's **unique, clearly differentiated strategy** is a smart, and winning, strategy.

Significant room for growth is evident **in the current business**, with more room to win in competitive channels:

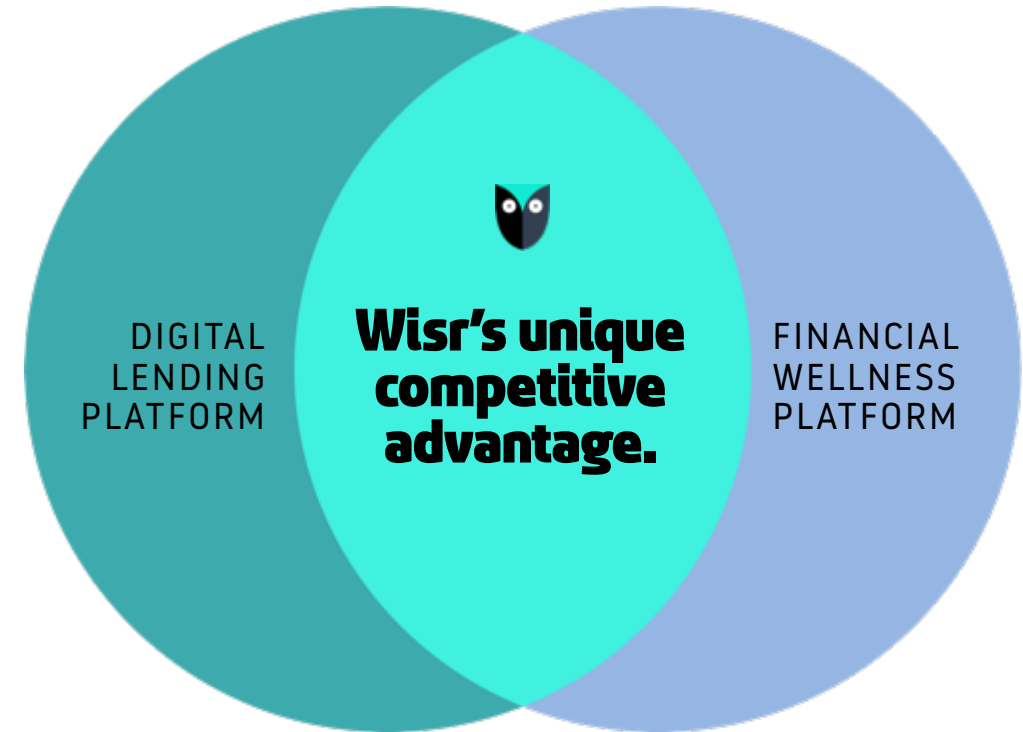
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- Our ability to further optimise risk for more growth and profitability

Our **tech, data and analytics are genuine competitive advantages**.

The **success of the Financial Wellness Platform can be leveraged**, in line with our existing budget for this strategy:

- The data is highly valuable
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- It is already delivering a significant ROI for us, and setting us up for larger opportunities

Our **high-performance culture and capability** is a genuine competitive advantage.



7.

Q&A



Disclaimer.

NO INVESTMENT ADVICE OR OFFER OF SHARES

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RISKS AND ASSUMPTIONS

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