



ASX RELEASE

Wisr delivers 280% revenue growth for FY21

Strong balance sheet to support continued growth into FY22 after delivering operating cash flow break-even result for June

Sydney, 26 August 2021 - Wisr Limited (ASX: WZR) (ACN 004 661 205) ("Wisr", or the "Company") is pleased to announce its Preliminary Financial Report commentary for the year ended 30 June 2021. Wisr achieved significant milestones alongside accelerated revenue and loan originations growth in FY21 as it continues to redefine the lending experience for Australian consumers through a purpose-led model.

KEY HIGHLIGHTS:

Strong Growth Recorded on Key Metrics

- Operating revenue up 280% to \$27.2M (FY20: \$7.2M)
- Total new loan originations up 169% to \$365.8M (FY20: \$135.9M)
- Total loan originations \$611M as at 30 June 2021
- Delivered maiden positive operating cash flow result for the month of June 2021
- Over 450,000 customer profiles (FY20: 250,554) in the Wisr Financial Wellness Platform as at 30 June 2021, an 80% increase

Loan Book and Funding

- The Company is well capitalised with \$64.8M unrestricted cash at 30 June 2021 on the back of a strongly supported \$55M capital raise in June 2021, setting the Company up for growth
- An increase in committed funding into the Wisr Warehouse from \$150M to \$350M in March 2021
- The Wisr Warehouse (including recent Wisr Freedom Trust securitisation) Loan Book balance now at \$379M, growth of 342% pcp (Q4FY20 \$86M)
- The Company's inaugural \$225M ABS transaction, the Wisr Freedom Trust 2021-1 (made up of personal loans), received a AAA Moody's rating for the top tranche
- Total portfolio arrears are down with 90+ Day arrears of 0.92% at 30 June 2021 (FY20: 1.44%)
- Significantly reduced cost of funds in the Wisr Warehouse set the Company up for significant scaling and revenue growth in FY22, and beyond

Strategic milestones and expanding TAM

- Launch of second major competitive product into market, secured vehicle loans in September 2020 (Q1FY21) entering the \$51 billion dollar¹ auto finance market

¹ ABS, Nov 19 to Nov 20 new vehicle market (\$85B), Wisr conservatively calculates \$51B dollars in consumer vehicle finance per annum, equating to over half of market requiring finance



- The Company executed a term sheet and finalised investment post 30 June 2021 to invest in European financial wellness fintech platform, Arbor
- Launch of 'For Your Smart Part' brand campaign and new www.wisr.com.au website integrates the full suite of products, tools, and resources on the Wisr Financial Wellness Platform

Mr. Anthony Nantes, Chief Executive Officer, Wisr said, **"FY21 marks another incredible set of results as Wisr's purpose-led, fully digital and agile fintech business model delivers 20 consecutive quarters of growth, accelerated revenue growth and a maiden operating cash flow break-even month in June 2021.**

The accelerated revenue growth of 280% to \$27.2M is an exceptional result as the superior loan unit economics of the Wisr Warehouse funding model come into full effect. Now with our second major competitive product, secured vehicle loans, in market, there remains a huge opportunity for Wisr to grow market share by attracting Australia's most creditworthy customers with a smarter, fairer deal, underpinned by an exceptional customer experience that actually improves a customer's financial wellbeing.

Our purpose-led brand, differentiated business model and unique Financial Wellness Platform continue to deliver a clear competitive advantage as evidenced by the market leading metrics achieved across the business in FY21. They are testament to the incredible, high performing Wisr team who are aligned in our ambition to build a Company of significant scale, profitability and impact in the Australian consumer finance market" finished Mr. Nantes.

Annual General Meeting

The Company advises that its Annual General Meeting will be held on 24 November 2021 and the closing date for the receipt of nominations from persons wishing to be considered for election as a Director is 6 October 2021.

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This announcement has been approved in accordance with the Company's Continuous Disclosure Policy and authorised for release by the Board of Directors.

For further investor enquiries, please contact:

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About Wisr Limited

Wisr (ASX: WZR) is Australia's first neo-lender with a commitment to the financial wellness of all Australians, through providing a smarter, fairer and wiser collection of financial products and services. Wisr provides a unique Financial Wellness Platform underpinned by consumer finance products, the Wisr App to help Australians pay down debt, multiple credit score comparison service, combined with content and other products that use technology to provide better outcomes for borrowers, investors and everyday Australians.

For more information visit www.wisr.com.au