



FY21 RESULTS

26 August 2021

ASX: WZR





WISR FY21 RESULTS

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- 3 Loan product and market opportunity
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WE ARE A PURPOSE-LED HIGH-GROWTH CONSUMER FINANCE PLATFORM

Purpose-led fintech

- Our purpose is to bring financial wellness to all Australians, by redefining the consumer finance experience
- Our unique brand appeals to people's "smart part" that makes better decisions

Products

- \$5K-\$65K personal loans and secured vehicle loans over 3, 5, or 7 year terms, with no hidden, ongoing or early exit fees
- The typical Wisr loan is \$25K over 5 years, but paid off over 4 years

High-growth

- Strong core business with 20 consecutive quarters of growth
- Delivered \$27M operating revenue in FY21 (280% increase on pcp)
- \$611M in total loan origination to 30 June 2021

Dual Platform

- The first of its kind in Australia, our proprietary Financial Wellness Platform (with over 450K customers), reduces lending platform CAC by 88%¹ and improves customer's financial wellness
- Platform provides access to our suite of products, financial wellness tools and features (such as a free credit score check, or "rounding-up" spare change to pay off debts faster)

Wisr Loan Origination growth



Wisr Financial Wellness Platform growth



Full graphs with scale and relevant data can be seen on pages 7, 19

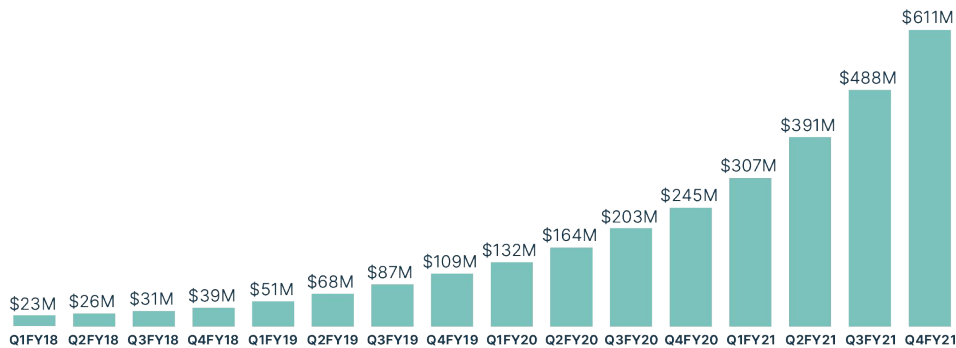
¹As at June 2021, Wisr internal data



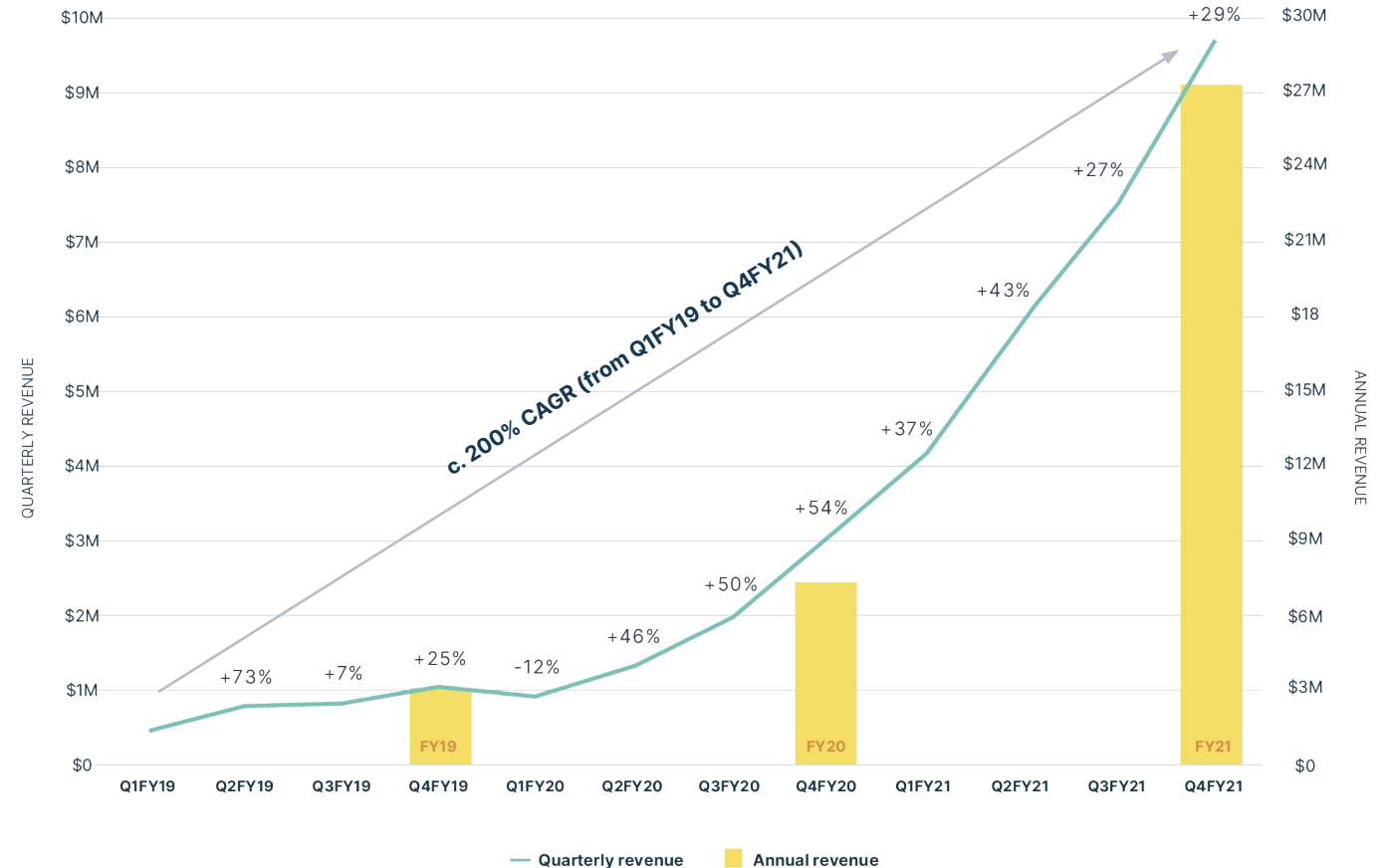
REVENUE ACCELERATION

- Revenue growth **up 280% in FY21 vs FY20**
- Strong revenue growth with Wiser Warehouse funding model now in full effect
- On the back of **20 consecutive quarters of loan origination growth**, Wiser is set up for:
 - driving significant revenue growth in FY22, and beyond, and
 - Continual delivery of operational leverage going forward (evidenced through 280% revenue growth vs 43% for operating expenses in FY21)

20 consecutive quarters of loan origination growth delivered



Wiser quarterly and annual revenue growth





FY21 HIGHLIGHTS

\$366M in new loan originations

↑ **169%**

on pcp

(FY20 \$136M)

Total loan originations

\$611M

Wisr Warehouse and Wisr Freedom Trust **\$379M**

\$27M in Operating revenue

↑ **280%**

on pcp

(FY20 \$7M)

\$(10M) Cash EBTDA

↓ **30%**

on pcp

(FY20 \$(14)M)

450K Wisr Financial Wellness Platform profiles

↑ **80%**

on pcp

(FY20 251K)

90+ day arrears **0.92%** down by

↓ **36%**

on pcp

(FY20 1.44%)

Term deal margin of **1.5% + 1M** BBSW reduces cost of funds by circa

↓ **50%**

on Wisr Warehouse

Market-leading net promoter scores

+77 Business NPS

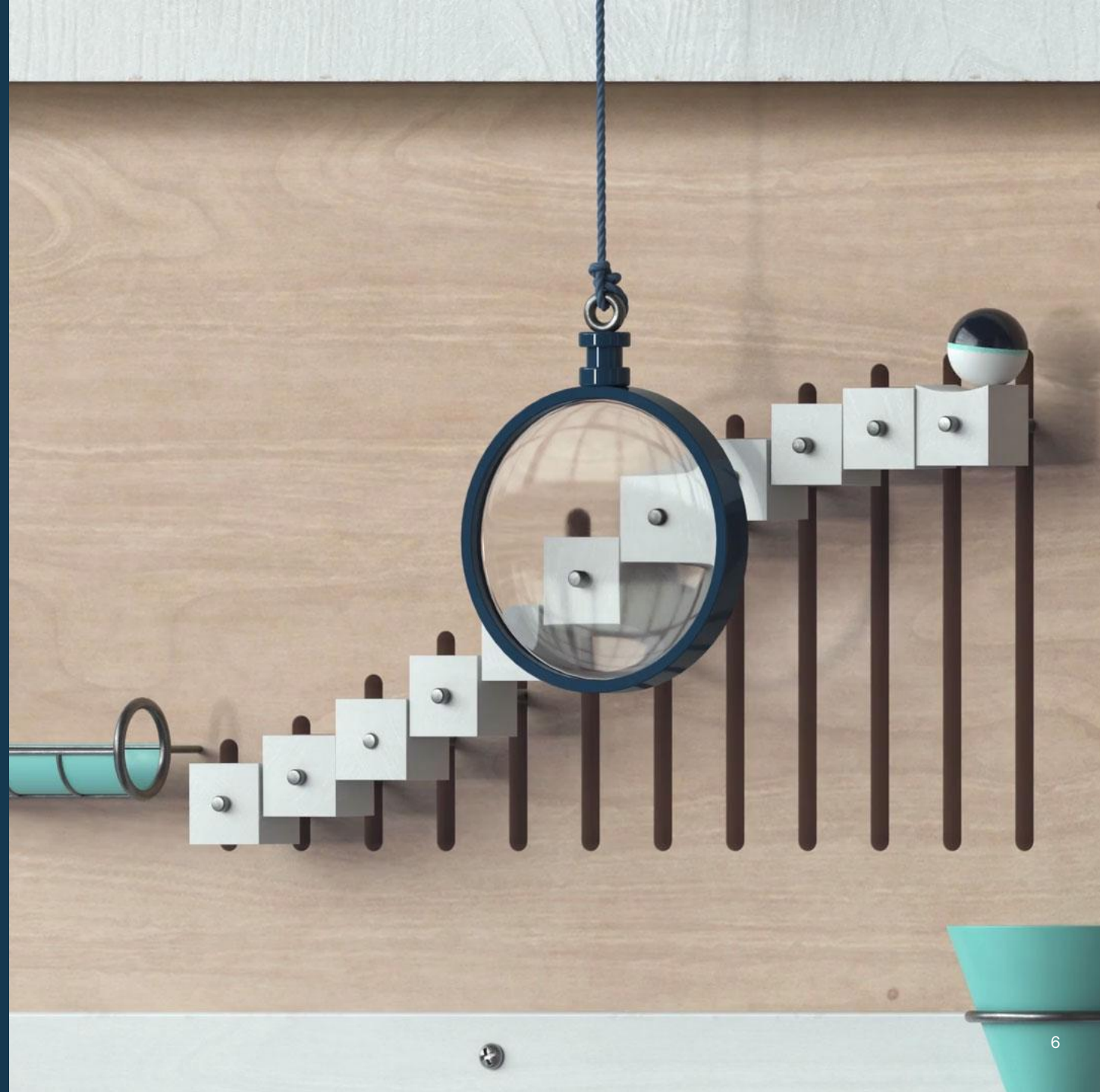
+75 Employee NPS

- ✓ Strong growth backending the year, with loan originations of \$221M in H2; 52% growth on H1 (\$145M)
- ✓ Launch of secured vehicle loan product in Q1FY21, opening up a \$51B+ market opportunity¹
- ✓ \$225M ABS transaction, Wisr Freedom Trust 2021-1, and AAA rating from Moody's
- ✓ \$55M equity raise, led by Goldman Sachs; Wisr well capitalised with \$64.8M unrestricted cash at 30 June 2021
- ✓ Recognition by AFR (#6) and WRK+ (#8) as one of Australia's best places to work
- ✓ Strategic investment² in Arbor, opening up entry pathway to circa AU\$1.76 Trillion consumer finance market in EU³
- ✓ Launch of new Wisr brand and website

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 ² Initial investment made post 30 June 2021 ³ Source: European Banking Authority (EBA) Report - CONSUMER LENDING IN THE EU BANKING SECTOR MARCH 2020 - THEMATIC NOTE: EUR 1.14 Trillion converted to AUD



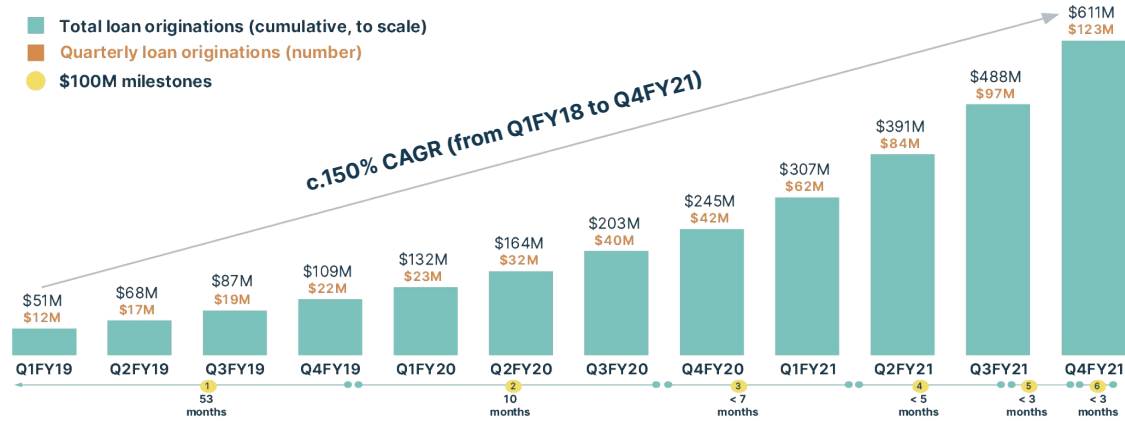
DELIVERING MILESTONES AND GROWTH



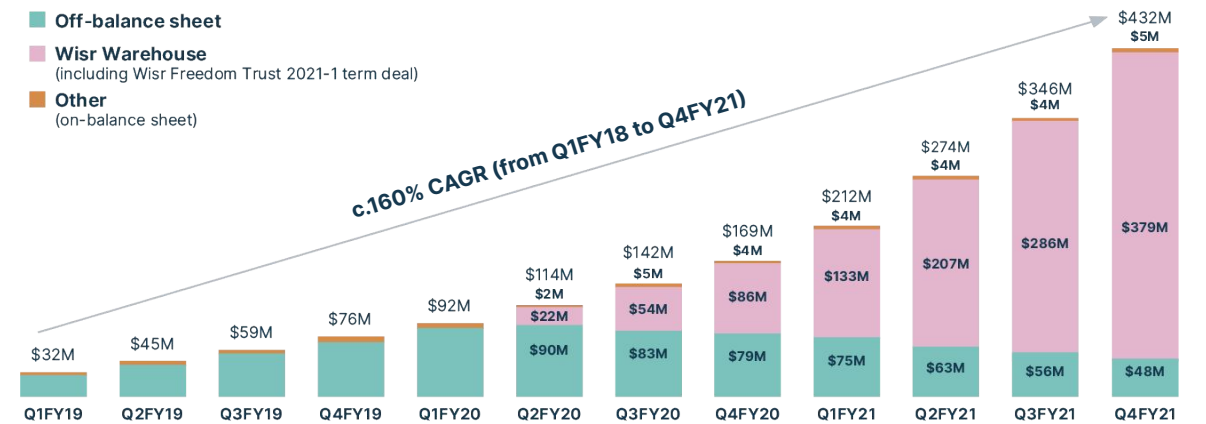


20 QUARTERS OF CONSECUTIVE GROWTH

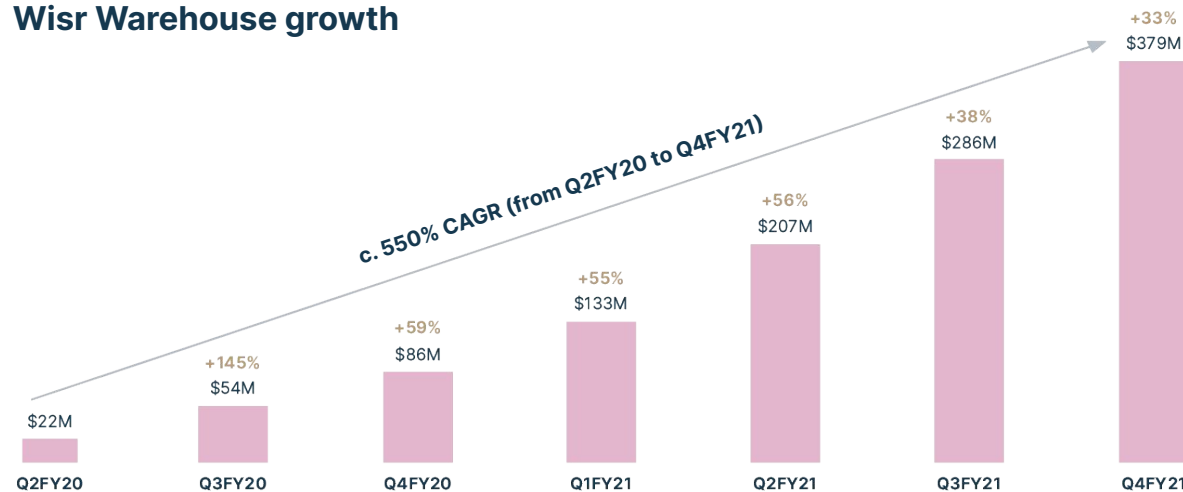
Loan origination growth



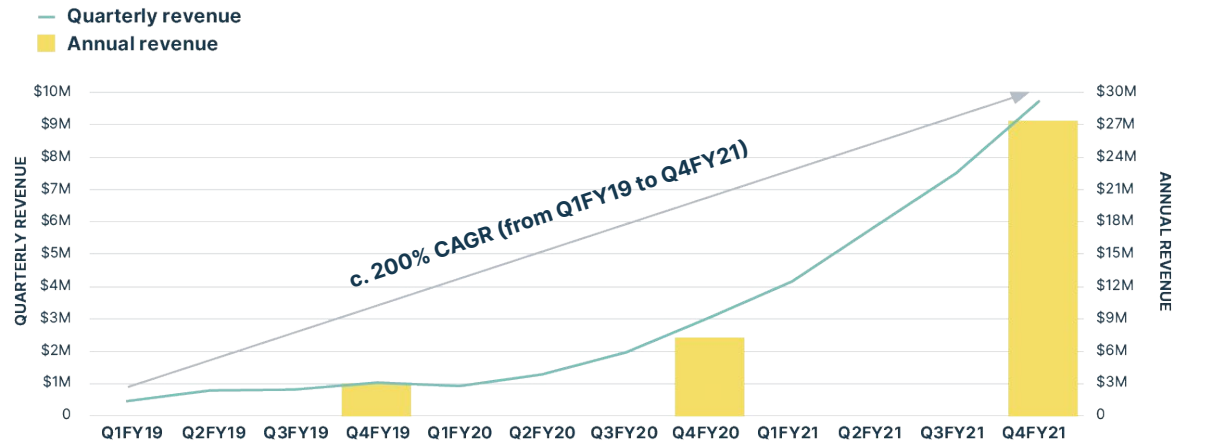
Strong loan book growth



Wisr Warehouse growth



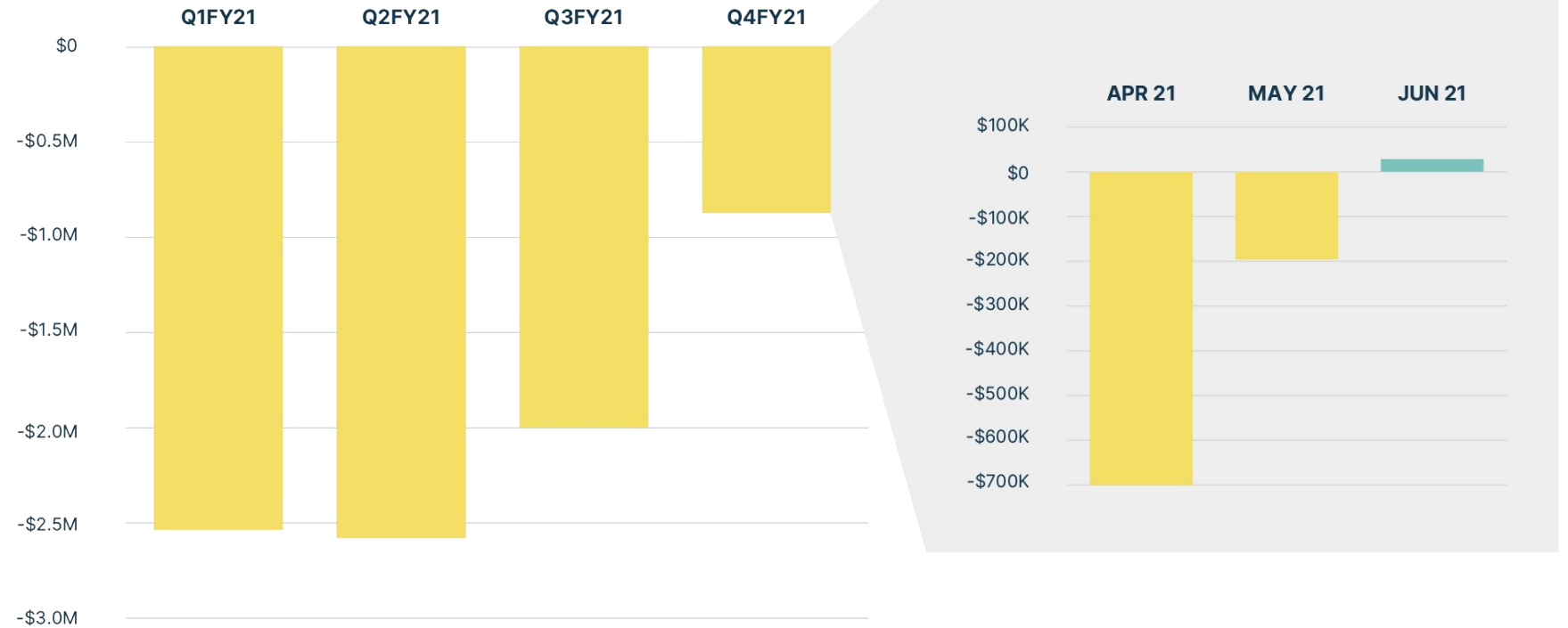
Accelerating revenue growth





POSITIVE OPERATING CASH FLOW

Delivered maiden positive operating cash flow result for the month of June 2021

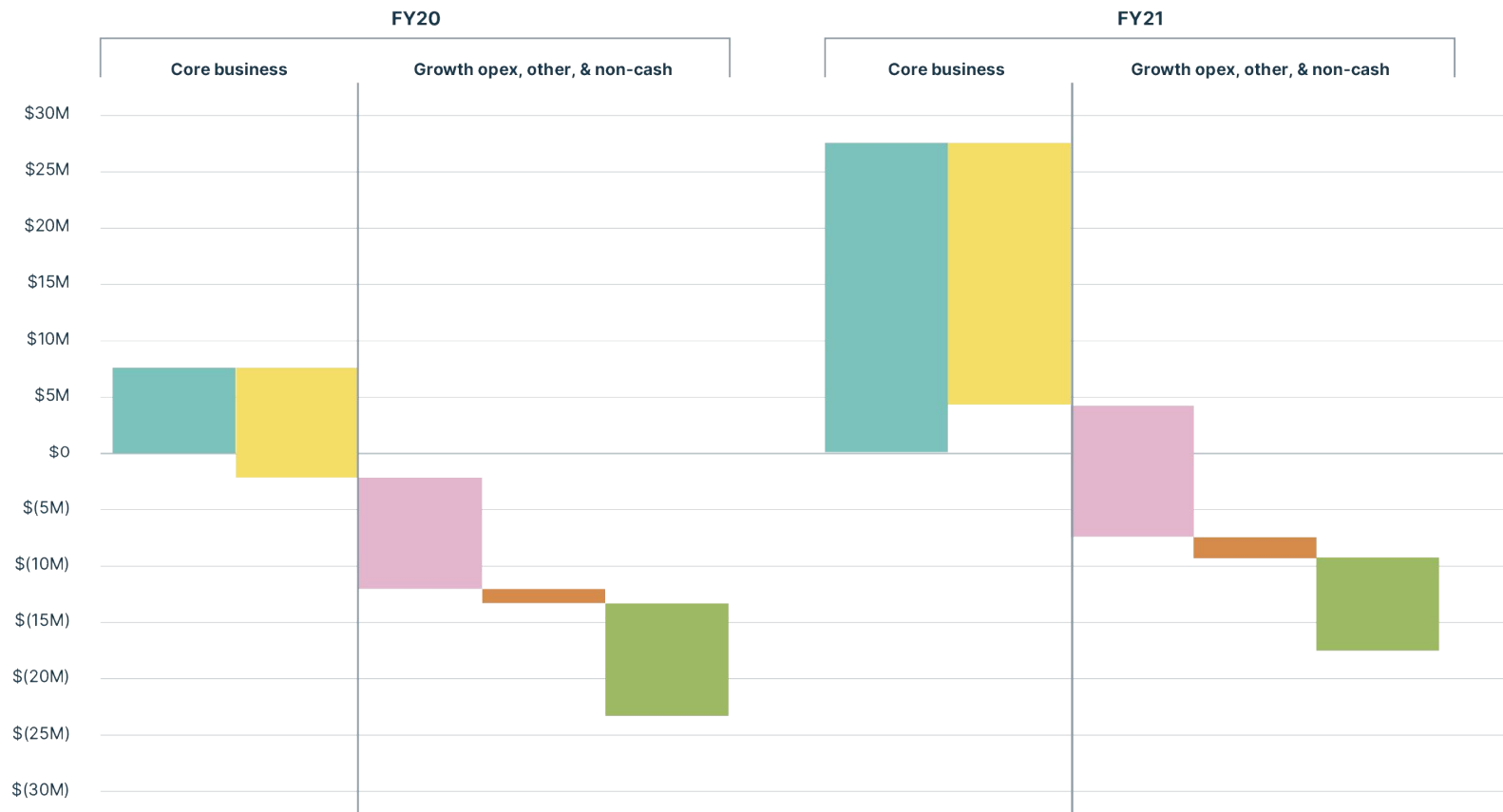




CORE PROFITABILITY AND INVESTING FOR GROWTH

FY21 P&L Waterfall

The core Wisr lending platform, and associated costs for loan growth, have been growing profitably across the last two years, whilst the Company continues to invest in the Financial Wellness Platform, more innovation and the build and launch of more products. Despite this additional investment, the Company posted an operating cash flow break-even result in the month of June.



- Revenue**
280% revenue growth in FY21 vs FY20 under the Wisr Warehouse funding model and on the back of 20 consecutive quarters of loan origination growth
- Core opex**
Opex related directly to the core personal and secured vehicle loan business
- Growth Opex**
Predominantly consists of investment into the Wisr Financial Wellness Platform and preliminary investment into new product innovation
- Other**
Includes Public Company costs and one-off items
- Non-cash**
Includes ECL provision, share based payments and depreciation



CASH EBTDA

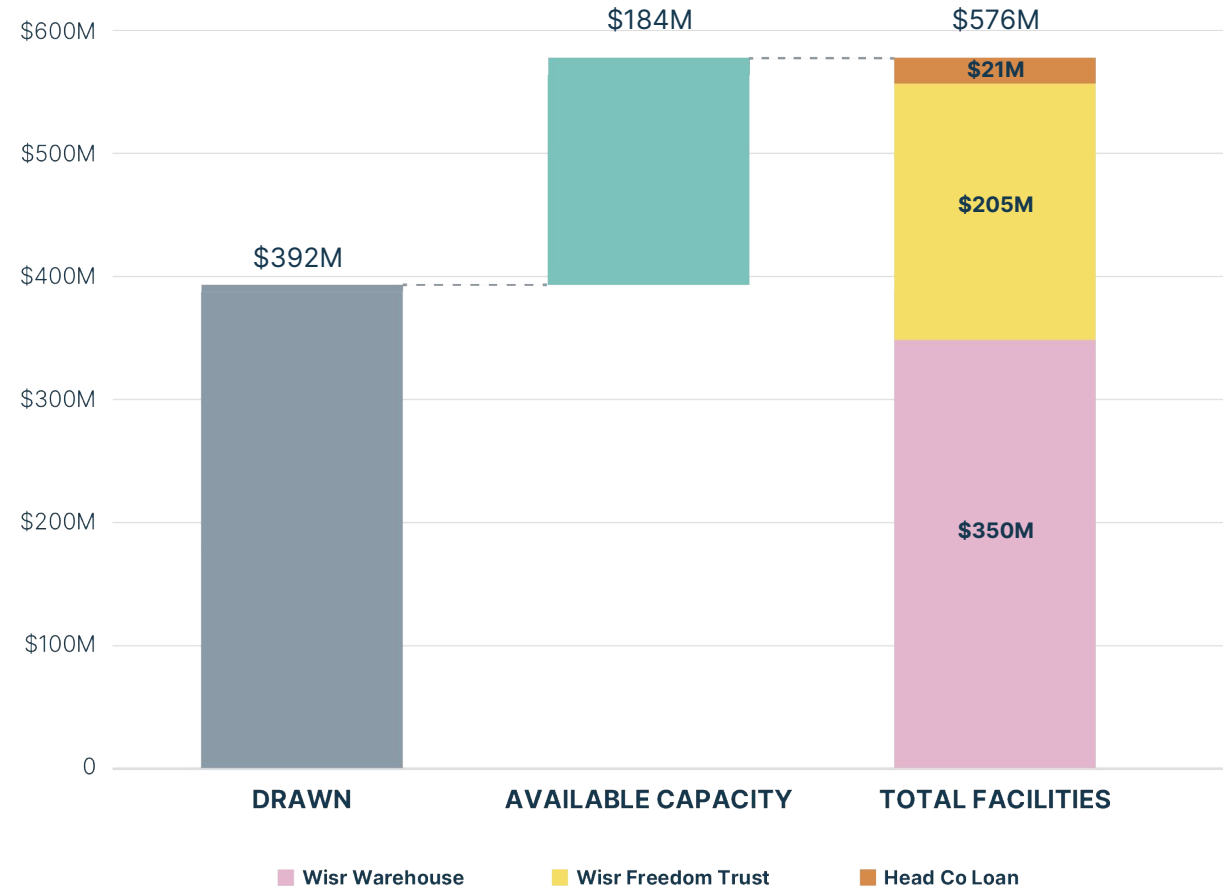
- In FY21 the Company had a Cash EBTDA of \$(9.7)M which is a 30% improvement on \$(13.7)M in FY20
- The operational leverage in the business is evidenced through **280% operating revenue growth compared to 43% for operating expenses**
- Loan write offs represent 0.95% of the average loan book balance for FY21
- The Expected Credit Loss (ECL) provision is covered on slide 26
- In FY21 the Company had a loss for the year of \$17.6M which is a 25% improvement on FY20 (\$23.5M)

	FY21 (\$'000)	FY20 (\$'000)	Variance
Operating revenue	27,231	7,166	280%
Total revenue	27,575	7,714	257%
Operating expenses	(27,943)	(19,548)	43%
Loan write offs	(2,227)	(602)	270%
Interest expense	(7,060)	(1,265)	458%
Cash EBTDA	(9,655)	(13,702)	(30%)
Depreciation & amortisation expense	(542)	(117)	362%
Finance cost amortisation	(247)	(64)	284%
Hedge ineffectiveness	(307)	(22)	1276%
ECL provision	(5,708)	(3,496)	63%
Share based payment expense	(1,181)	(6,133)	(81%)
Profit (loss) for the year	(17,639)	(23,535)	(25%)



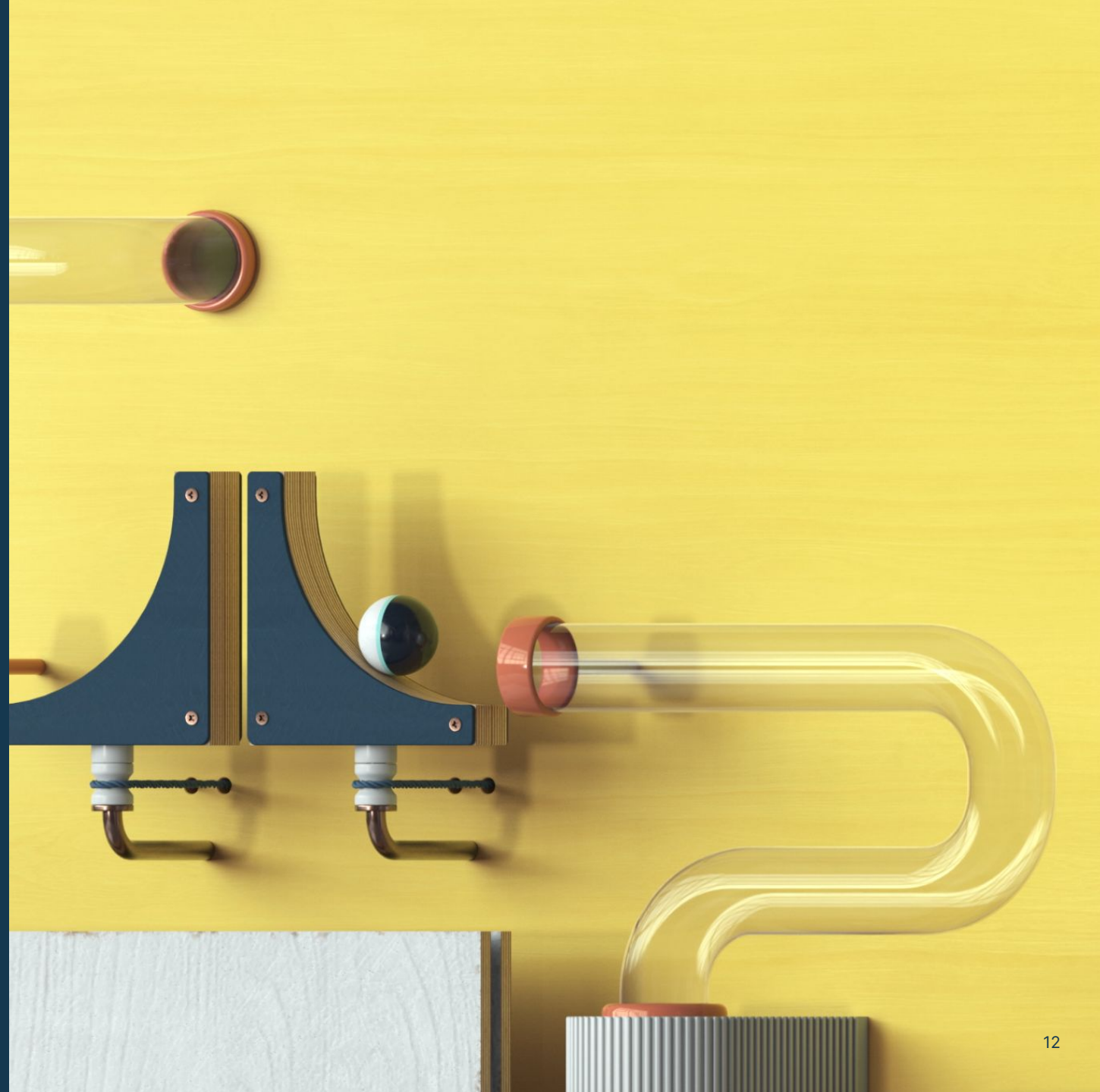
STRONG FUNDING PLATFORM

- The Wisr Warehouse has \$350M of committed funding and undrawn capacity of \$169M
- The Wisr Freedom Trust represents Wisr's inaugural ABS transaction (refer to slide 29)
- Both personal loans and secured vehicle loans are funded via the Wisr Warehouse with a dedicated secured vehicle loan warehouse to be established in FY22 with anticipated cost of funds and loan loss rate benefits
- The \$21.5M Head Co Loan was established in May 2021 to provide additional balance sheet strength with \$6.5M drawn upon inception





LOAN PRODUCT AND MARKET OPPORTUNITY



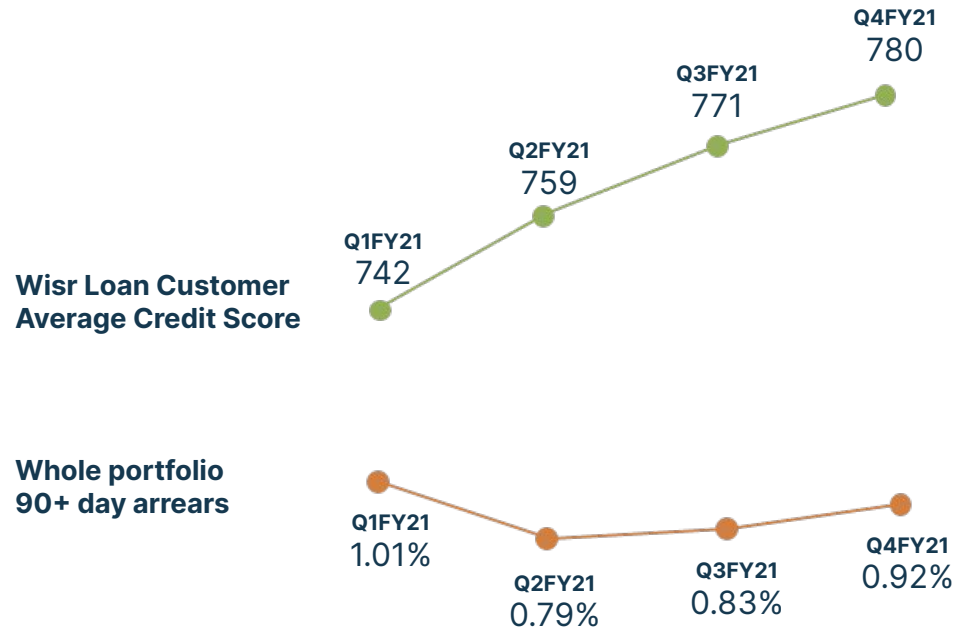


MARKET PRESENCE ESTABLISHED

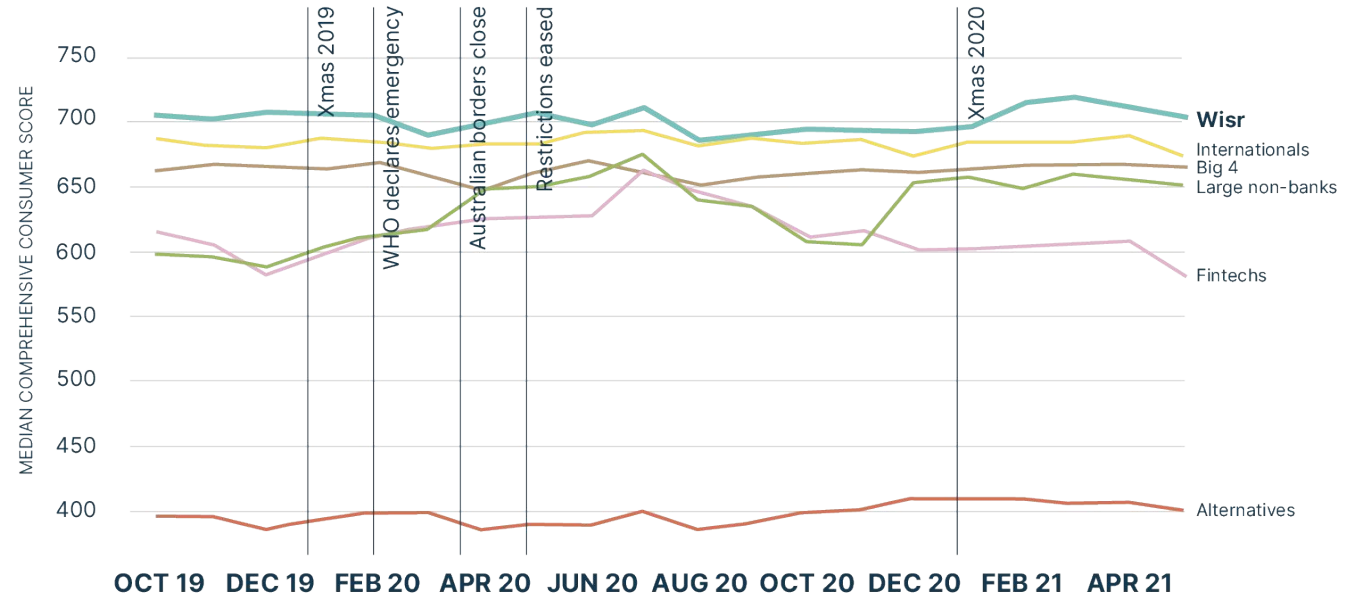
WISR CONTINUES TO ATTRACT VERY CREDITWORTHY CUSTOMERS

Strong credit quality for the market-leading growth delivered, with consistent 90+ day arrears and observable improvements to average credit scores

Wisr's applicants consistently have higher median credit scores compared to our nearest competitors: the Big 4, Large non-banks, Internationals and Fintech lender groups¹



Median Equifax scores



¹Source: Equifax Consumer Update, Jun 2021. Used with permission from Equifax



DIVERSIFIED LOAN PORTFOLIO, ALIGNING WITH OUR PURPOSE

Wizr lends to creditworthy customers all over Australia, for any worthwhile purpose, primarily debt consolidation

Wizr loan purposes



31%
Debt consolidation



18%
Vehicle loans



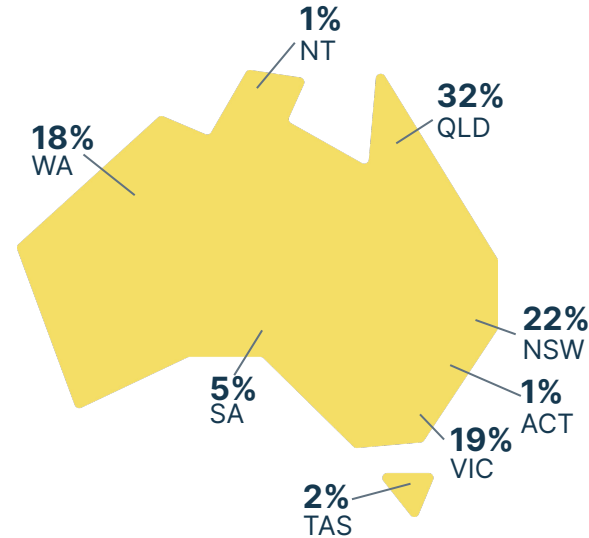
18%
Other¹

20%
Secured vehicle loans

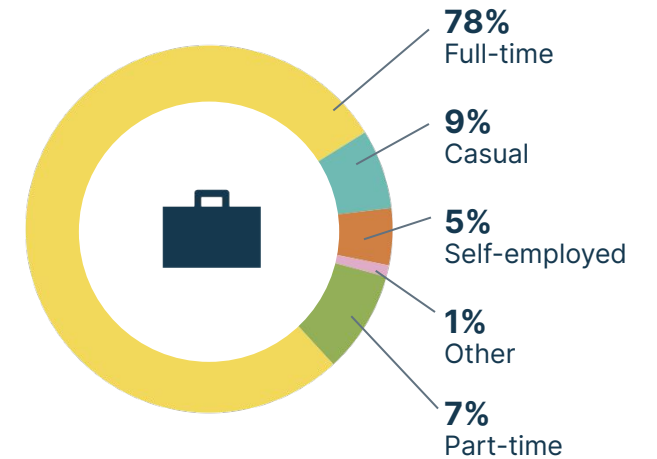


13%
Home improvements & contents

Customers all over Australia



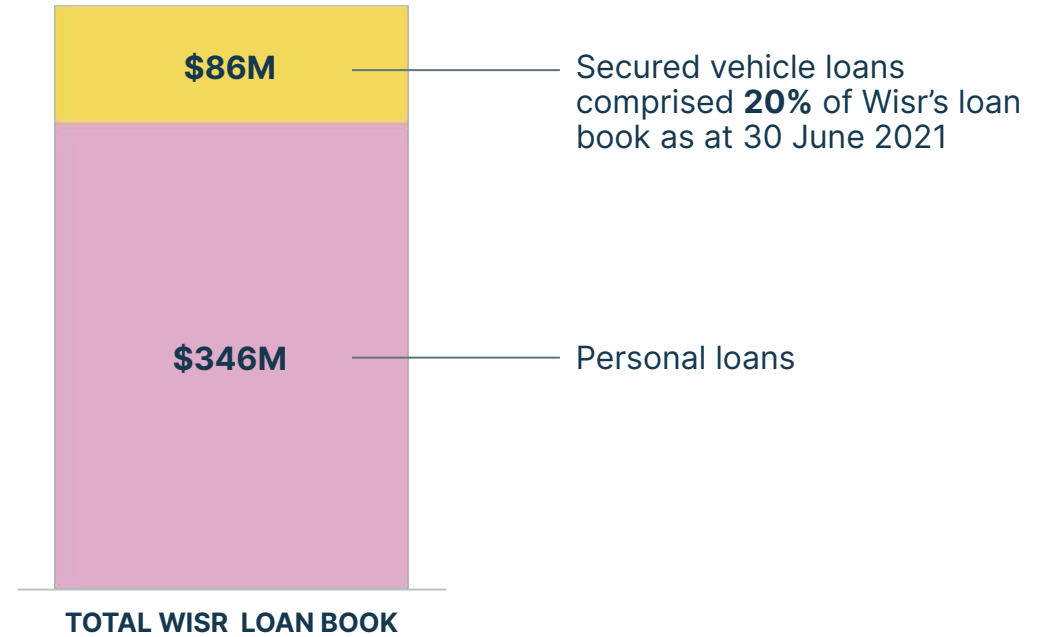
Customer employment status





NEW PRODUCT LAUNCH

SECURED VEHICLE LOANS ALREADY MAKING MATERIAL CONTRIBUTION TO WISR LOAN BOOK



Launched in Q1FY21 with highly competitive lending product with category-leading flexibility



Omni-channel distribution including Wisr Platform, direct to consumer, partnerships and broker channel



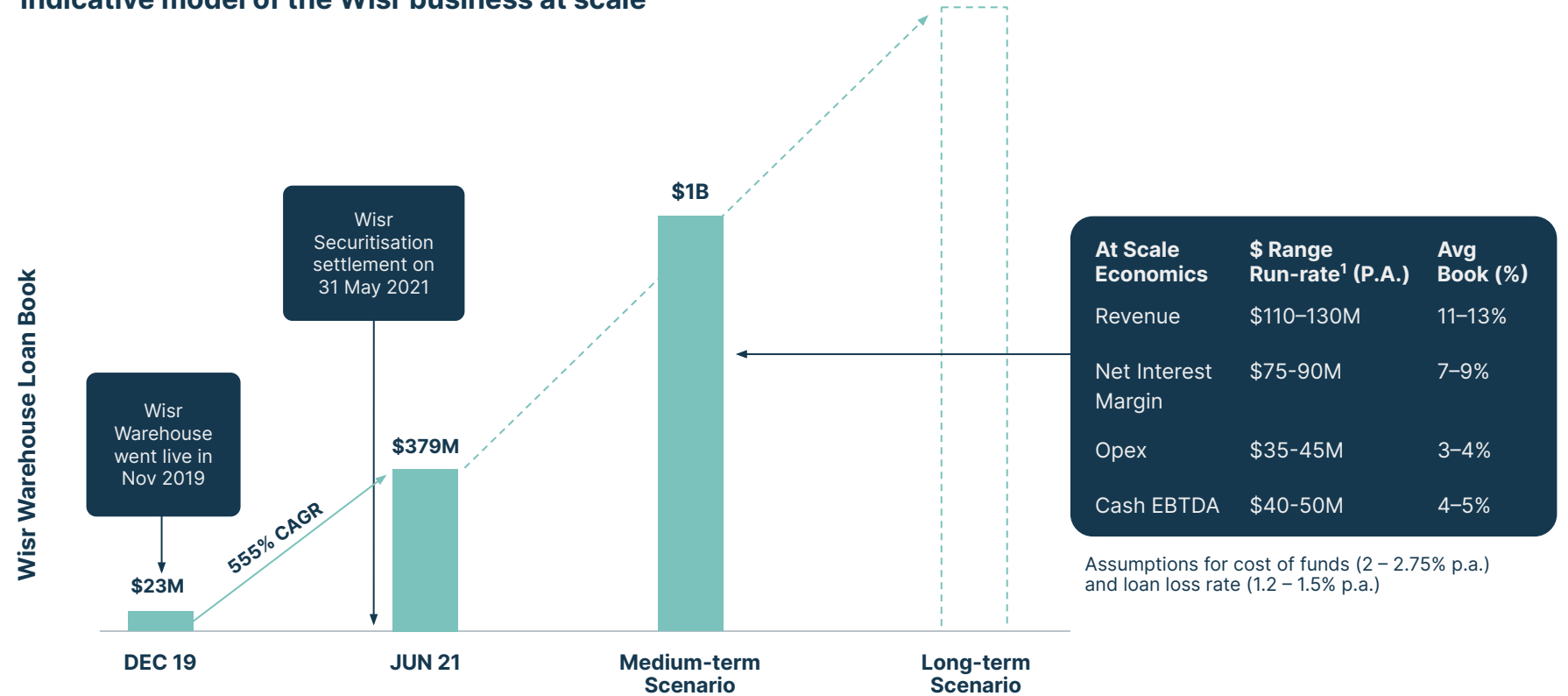
FY22 KEY PRIORITIES AND OUTLOOK





WISR IS FOCUSED ON ACHIEVING A LOAN BOOK WELL BEYOND \$1B

Indicative model of the WISR business at scale



Revenue yield	c.12%	12% (+/- 1%)
Revenue run-rate ¹ (period end)	\$40-45M	\$110-130M
Cash EBTDA	\$(10)M ²	\$40-50M

¹ Annual extrapolation of monthly data. ² FY21 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.



PUTTING STRONG BALANCE SHEET TO WORK

1

Loan book growth

- ✓ Accelerate the pace to achieve the medium term target of a \$1B loan book, and continue growth past this milestone
- ✓ Support credit enhancement in Term Securitisation Facility
- ✓ Capital base to support establishment of additional financing facilities

2

Technology investment and feature enhancement

- ✓ Invest further in the technology stack to take advantage of changes in the consumer finance space, and create market leading innovation and opportunities, and deliver operational leverage at scale
- ✓ Accelerate Wisr's current trajectory towards 1M profiles in Australia, providing a proprietary channel for growth and differentiation in the consumer finance space

3

Expanding TAM by exploring new markets and growth opportunities

- Provide investment into further product development and innovation, to continue to strengthen Wisr's unique position in the consumer finance market
- Growth Opex and transaction costs
- Strategic investment in Arbor¹ by Wisr opens up entry pathway to circa \$1.76 Trillion (AUD) EU consumer finance market²
- National brand campaign setting Wisr up for years of growth

¹Initial investment made post 30 June 2021 ²Source: European Banking Authority (EBA) Report - CONSUMER LENDING IN THE EU BANKING SECTOR MARCH 2020 – THEMATIC NOTE: EUR 1.14 Trillion converted to AUD

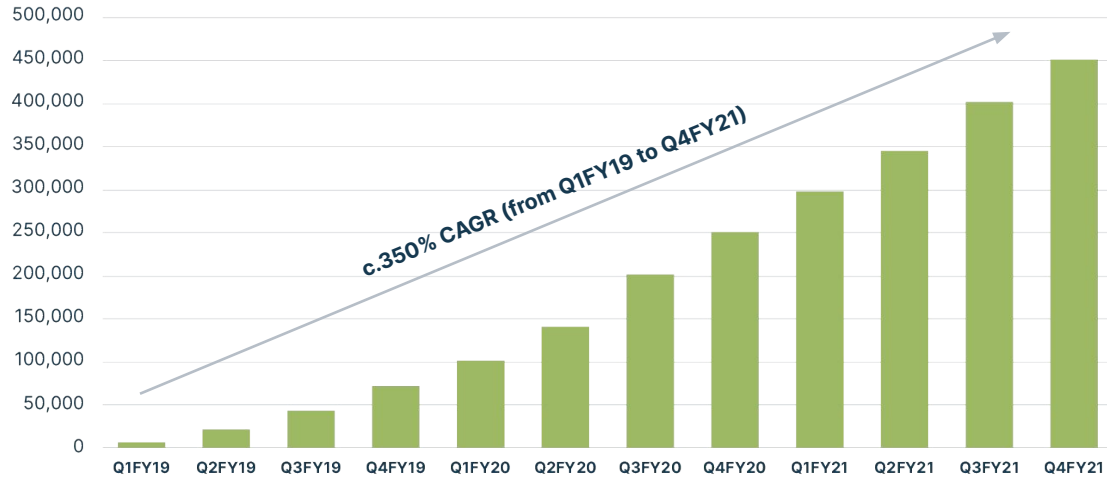


WISR FINANCIAL WELLNESS PLATFORM A STRONG GROWTH CHANNEL

PLATFORM FUELLING FUTURE GROWTH

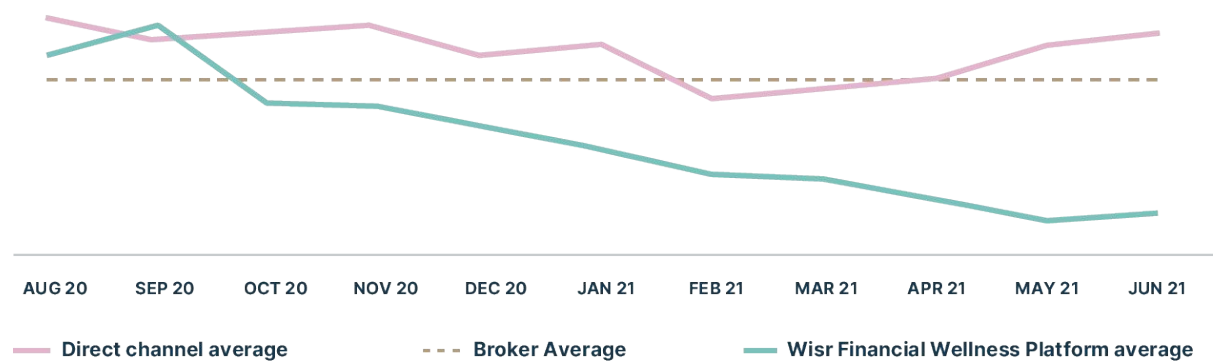
Strong customer growth achieved via the Financial Wellness Platform

Wisr Financial Wellness Platform profiles



In June 2021, the Financial Wellness Platform was 88% more cost effective as a loan acquisition channel compared to direct and broker channel averages. Across FY21H2, the cost efficiency improved 33%, as we continue to improve conversion, and grow and mature the platform.

Customer acquisition cost by channel group





WISR BRAND SET UP FOR LONG-TERM GROWTH

16.5M+
AUSTRALIANS

reached through national brand campaign



Broadcast sponsor of the Olympic Games Tokyo 2020



Award-winning reimagined web experience

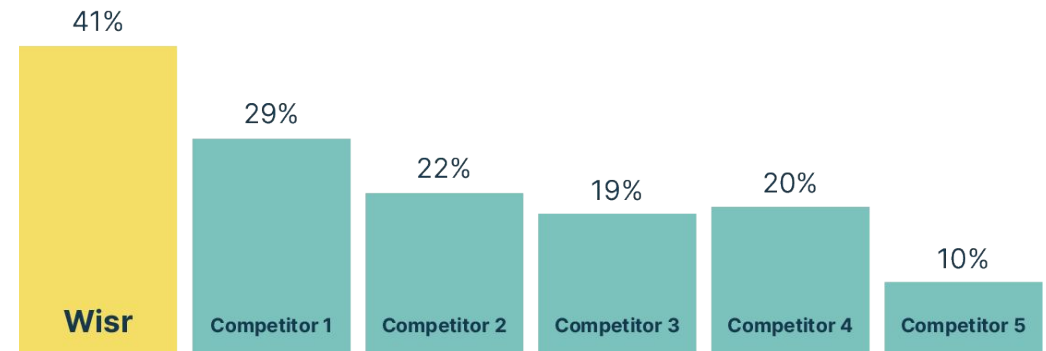


63% of Australians in market for a personal loan in the next 6 months recall the WISR campaign¹



Brand awareness increased for all groups considering a loan, demonstrating longer term brand impact to build the funnel²

The national campaign has allowed WISR to come to dominate advertising awareness with our recent activity³



¹Source: Forward Scout, WISR Brand Research August 2021. Base: All respondents (1023) ²All groups considering a loan defined as next 6 months, 6-12 months, next few years. ³Base: 165 22-45 year-olds who watched the Olympics frequently



TEAM IN PLACE TO GROW AND SCALE

Wisr's senior leadership are dedicated to driving specific facets of the company's growth, drawing from their years of experience at Australia's most innovative and successful companies.

This sets Wisr up to scale across the next phase of the company's growth.



Anthony Nantes
Chief Executive Officer



Andrew Goodwin
Chief Financial Officer



Joanne Edwards
Chief Risk & Data Officer



Mathew Lu
Chief Operating Officer



James Goodwin
Chief Marketing Officer



Dr. Lili Sussman
Chief Strategy Officer



Peter Beaumont
Chief Commercial Officer



Ben Berger
Chief Product Officer



MODEL BEING RECOGNISED

AWARD-WINNING MOMENTUM



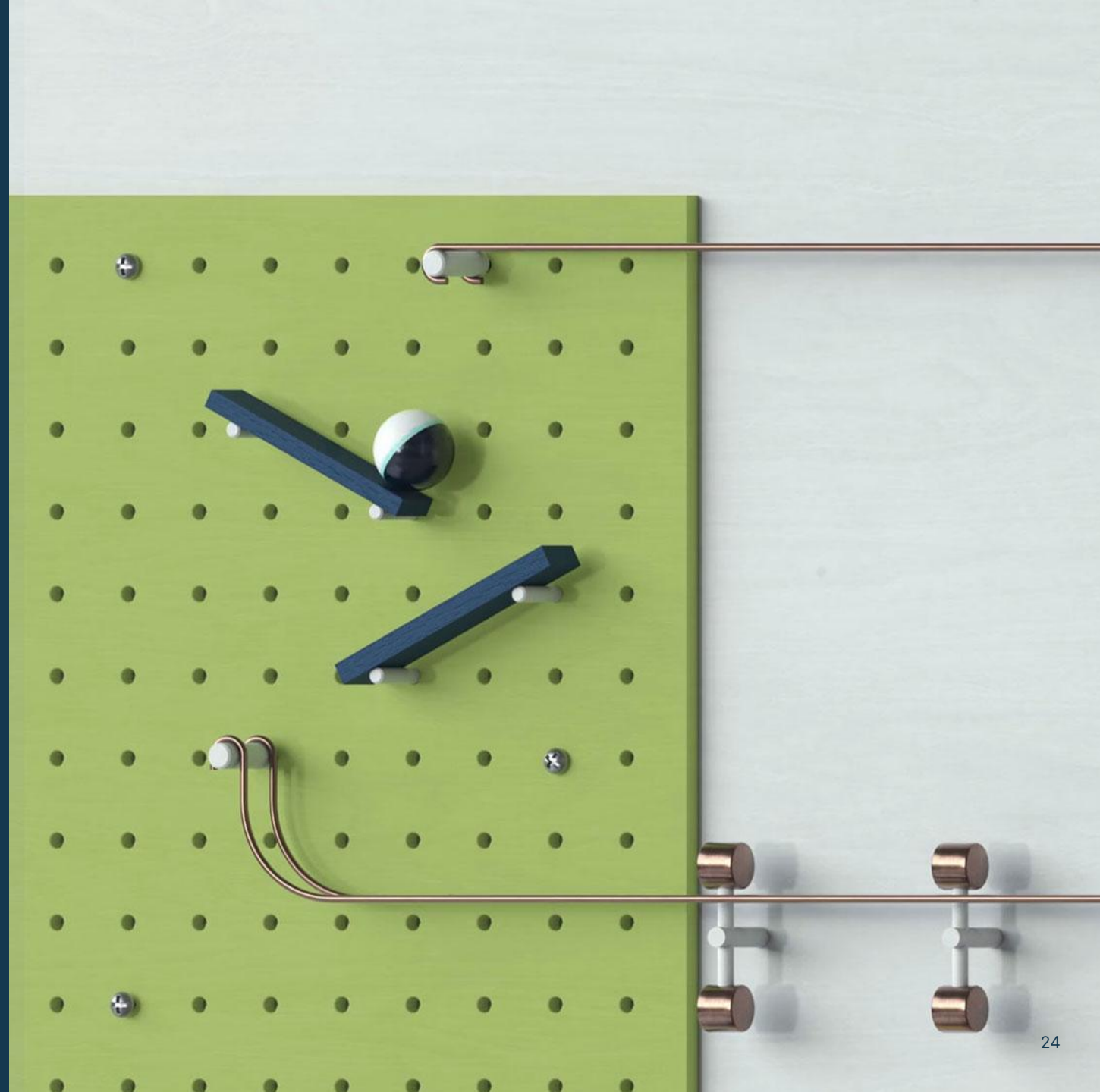


QUESTIONS





FY21 AUDITED FINANCIAL RESULTS





PROFIT AND LOSS

- Operating revenue of \$27.2M (FY20: \$7.2M), a 280% increase driven by loan origination growth of 169%
- Employment benefits expense increased due to the scaling of the business and resulting increase in headcount
- Marketing expense increased due to one off material investment into brand assets and new website
- Finance costs increase driven by loan origination growth of 169% and loan book growth of 346% along with the Wisr Warehouse funding model being operational for only part of FY20 (went live November 2019)
- Provision for expected credit loss expense refer to slide 26
- Share based payment expense decrease driven by the three year reset of LTIs in FY20

	30-Jun-21	30-Jun-20
	\$	\$
REVENUE		
Operating income	27,230,985	7,166,322
Other income	344,188	547,402
EXPENSES		
Employee benefits expense	(14,191,169)	(9,510,059)
Marketing expense	(6,264,211)	(4,464,333)
Customer processing costs	(3,067,701)	(1,898,724)
Property lease costs	(187,949)	(244,969)
Other expenses	(4,232,284)	(3,430,393)
Finance costs	(7,614,021)	(1,351,689)
Depreciation and amortisation expense	(541,922)	(117,336)
Provision for expected credit loss expense	(7,934,680)	(4,097,956)
Share based payment expense	(1,180,559)	(6,133,091)
Loss before income tax	(17,639,323)	(23,534,826)



EXPECTED CREDIT LOSS PROVISION

The ECL analysis was performed on three distinct loan receivable books:

Book 1 – Wisr Warehouse Trust No. 1 – Predominantly Stage 1

Book 2 – Wisr Freedom Trust 2021-1 – Predominantly Stage 1

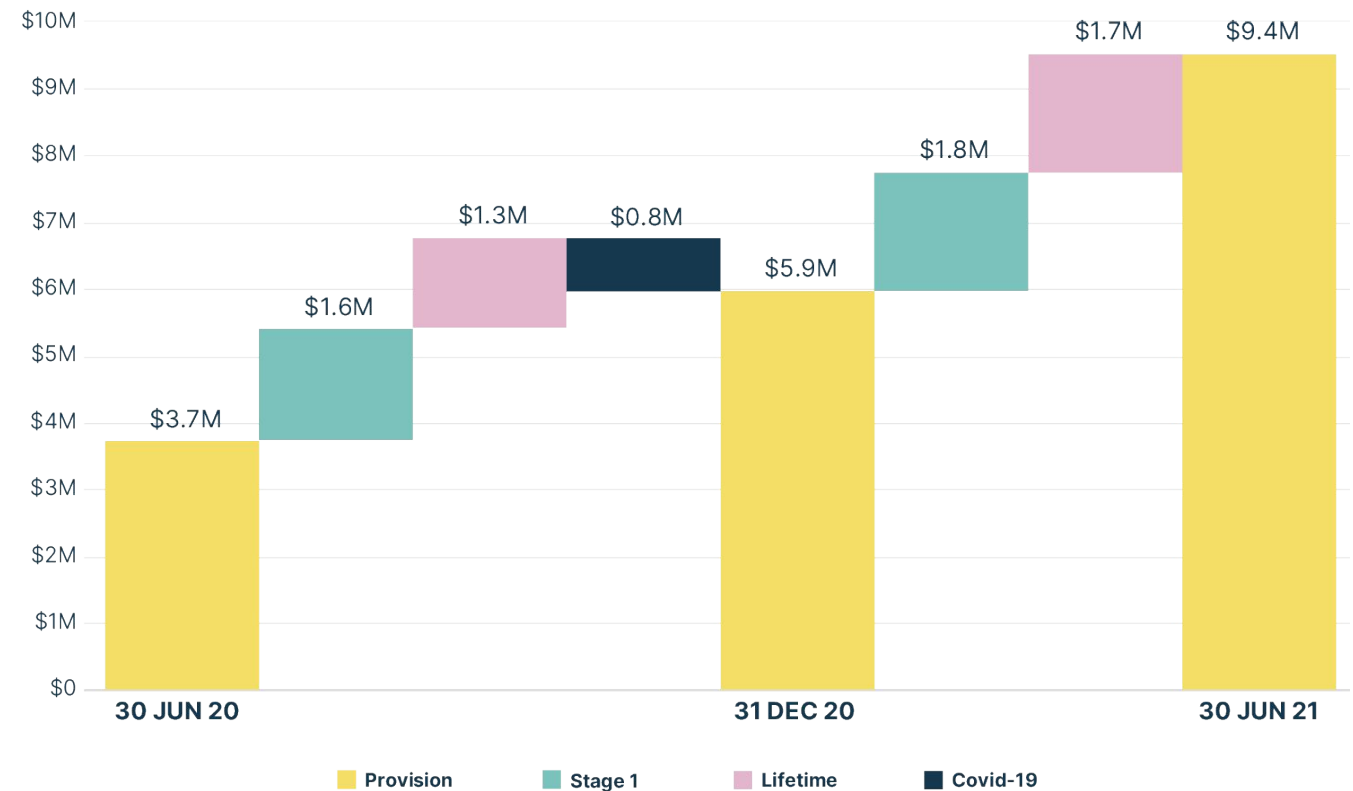
Book 3 – Wisr Finance – Combination of Stages 1 to 3

Total loan impairment expense for FY21 was 7.9m, this represents 5.7m of incremental provisions, 2.2m of net losses (2.4m gross losses net of 0.2m recoveries).

This loan impairment expense represents 2.07% charge compared to portfolio balances as at 30th June 21, compared to a charge of 4.6% in FY20.

RECONCILIATION OF TOTAL PROVISION OF EXPECTED CREDIT LOSS		\$
Opening balance at 1 July 20		3.7M
Expected credit loss expense recognised during the year	7.9M	2.1%
Receivables written off	2.4M	
Recoveries	(0.2)M	
Closing balance at 30 June 21	9.4M	2.5%

Provision movement Jul 2020 - Jun 2021





BALANCE SHEET

- Well capitalised with cash of \$92.4M (\$64.8M unrestricted cash) driven predominantly by the \$55M capital raise in June 2021
- Loan receivables of \$374.6M (30 June 2020: \$85.9M), a 336% increase driven by growth in loan originations of 169% in FY21
- Right of use assets of \$1.7M (30 June 2020: nil) represents the lease on the new office premises in accordance with AASB 16
- Lease liability of \$1.9M (30 June 2020: nil) represents the lease on the new office premises in accordance with AASB 16
- Borrowings of \$392.4M (30 June 2020: \$86.7M), a 353% increase driven predominantly by growth in loan originations of 169% in FY21 and relating to the Wisr Warehouse and Wisr Freedom Trust

	30-Jun-21	30-Jun-20
	\$	\$
ASSETS		
Cash and cash equivalents	92,409,558	37,973,266
Trade and other receivables	1,208,633	1,023,326
Loan receivables	374,651,379	85,997,500
Property, plant and equipment	263,471	5,734
Other assets	521,759	489,569
Right of use assets	1,729,578	-
Derivative financial instruments	264,050	-
Intangible assets	384,544	471,760
Total assets	471,432,972	125,961,154
LIABILITIES		
Trade and other payables	3,945,333	2,512,852
Provision for employee benefits	872,215	541,540
Lease liability	1,886,648	-
Derivative financial instruments	-	225,129
Borrowings	392,472,477	86,710,392
Total liabilities	399,176,672	89,989,913
NET ASSETS	72,256,299	35,971,241
EQUITY		
Issued capital	143,678,390	89,827,317
Reserves	3,250,454	3,181,186
Accumulated losses	(74,672,545)	(57,037,262)
TOTAL (DEFICIENCY IN EQUITY) / EQUITY	72,256,299	35,971,241



CASH FLOW

- Net cash used in operating activities decrease driven by improvements in operational leverage through revenue growth of 280% in FY21 and expense management
- Net cash used in investing activities increase driven by loan origination growth of 169% in FY21 and subsequent loan book growth
- Net cash from financing activities increase driven by Wisr Warehouse and Wisr Freedom Trust borrowings for loan origination growth of 169% in FY21 and subsequent loan book growth as well as the \$55M capital raise in June 2021

	30-Jun-21 \$	30-Jun-20 \$
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from customers	24,305,699	4,814,906
Payments to suppliers and employees (inclusive of GST)	(27,595,351)	(18,256,184)
	(3,289,652)	(13,441,278)
Interest received	11,285	48,843
Management fees received	1,176,790	1,472,386
Interest and other finance costs paid	(6,261,893)	(1,109,037)
Proceeds from R&D tax incentive	380,874	219,078
Net cash used in operating activities	(7,982,596)	(12,810,008)
CASH FLOWS FROM INVESTING ACTIVITIES		
Payments for plant and equipment	(308,875)	-
Receipts from investments	-	518,000
Net movement in customer loans	(294,052,383)	(83,078,103)
Net cash used in investing activities	(294,361,258)	(82,560,103)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from issue of shares	54,999,914	36,500,100
Proceeds from exercise of share options	108,091	1,162,857
Costs of raising capital paid	(3,076,009)	(859,972)
Repayment of borrowings	(1,675,000)	(425,000)
Proceeds from borrowings	309,325,000	85,600,000
Transaction costs related to loans and borrowings	(2,552,511)	(627,773)
Payments for right of use asset	(349,339)	-
Net cash from financing activities	356,780,146	121,350,212
Net increase in cash and cash equivalents	54,436,292	25,980,101
Cash and cash equivalents at the beginning of the financial half-year	37,973,266	11,993,165
Cash and cash equivalents at the end of the financial half-year	92,409,558	37,973,266



THE WISR FREEDOM TRUST 2021-1 WILL SUPPORT FUTURE GROWTH AND NET MARGIN UPLIFT

The inaugural ABS transaction delivered A\$225M of asset-backed securities, supported by a pool of fully amortising unsecured consumer personal loans

Key highlights of the transaction

- ✓ Top tranche AAA rating (Moody's), which is rare for an inaugural issuance, providing strong external validation of the quality of the Wisr business operations and underwriting performance
- ✓ Strong investor demand with the issuance significantly oversubscribed across all tranches
- ✓ New global tier 1 credit market investors, both domestic and international, joining the Wisr funding platform
- ✓ A day one weighted average margin of 1.5% + 1M BBSW, already delivering a material reduction in current cost of funds
- ✓ Improved capital efficiency by reducing the required equity contribution to 3.2% from 5.0% (Wisr Warehouse), whilst also driving enhanced Return on Equity

The Wisr Freedom Trust 2021-1 includes:

Class	Expected Moody's Rating	Issue Size (A\$M)	Ce	Wal (Yrs)	Spread (1MBBSW+)
A	Aaa(sf)	141.75	37.0%	1.9	75bps
B	Aa1(sf)	16.20	29.8%	2.3	130bps
C	A1(sf)	20.70	20.6%	2.3	180bps
D	Baa1(sf)	14.40	14.2%	2.3	270bps
E	Ba2(sf)	18.90	5.8%	2.3	460bps
F	B2	5.85	3.2%	2.3	650bps
G	NR	7.20	-	3.8	N.D.
TOTAL		225.00			



DISCLAIMER

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Statements about past performance are not necessarily indicative of future performance. To the extent required by law, neither Wisr or any of its directors, officers, employees and agents give any warranty, representation or guarantee as to the accuracy or likelihood of fulfillment of any forward-looking statement

in this presentation or assumption upon which any part of this presentation is based or the accuracy, completeness or reliability of the information contained in this presentation.

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Dollar estimates

All references to dollars, cents or \$ in this presentation are to Australian currency, unless otherwise stated.