



COMPANY UPDATE

Q2FY25

JANUARY 2025



KEY Q2FY25 RESULTS

LENDING

\$93.5M
New loan originations¹
↑77%
(Q2FY24: \$52.9M)
↑21%
(Q1FY25: \$77.3M)

\$757M
Wisr loan book¹
as at Dec-24

↑0.5%
(Sep-24: \$753M)

798
Average credit score of total book² as at Dec-24

↑3
(Sep-24: 795)

FINANCIAL

11.20%
Portfolio yield

↑8 bps
(Q1FY25: 11.12%)

5.93%
Portfolio NIM³

↑29 bps
(Q1FY25: 5.64%)

1.55%
On-balance sheet 90+ day arrears

↑15 bps
(Sep-24: 1.40%)

\$22.8M
Revenue¹

↑1%
(Q1FY25: \$22.5M)

\$11.2M
Portfolio NIM³

↑4%
(Q1FY25: \$10.7M)

1.72%
Net losses

↓34 bps
(Q1FY25: 2.06%)

CAPITAL

Well capitalised with **unrestricted cash** of **\$17.9M**

\$15M
Available to draw from **corporate facility** to fund future growth

CUSTOMER

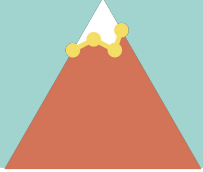
\$39.4M
additional loan repayments made via one-time payment feature

\$10.1M
in **round ups** used to pay off customer debt

¹ Q2FY25 financial metrics and performance are unaudited
² Total loan book weighted average Equifax credit score is the score at the time of application, includes active loans and excludes loans written off
³ NIM defined as loan book yield less finance costs, excluding Corporate facility interest cost and hedge accounting impacts



WISR AT A GLANCE



Since 2018, Wisr has supported Australians in reaching their personal and financial goals.



We are a sophisticated, purpose-built fintech lender with a proven track record of executing in the debt capital markets.



Our mission is to improve Australians' financial health by reinventing the consumer finance experience through our award-winning, proprietary technology platform.



We have strong and diversified distribution channels including an established broker network and direct-to-customer via our proprietary platform.

\$2.0B

total loan originations

2 warehouses

3 active term deals

1 called term deal

65K+

total number of customers supported¹

Loan customers engaged with the proprietary Wisr platform are

27%²

further ahead on their loans

¹ Total number of customers supported via loans written

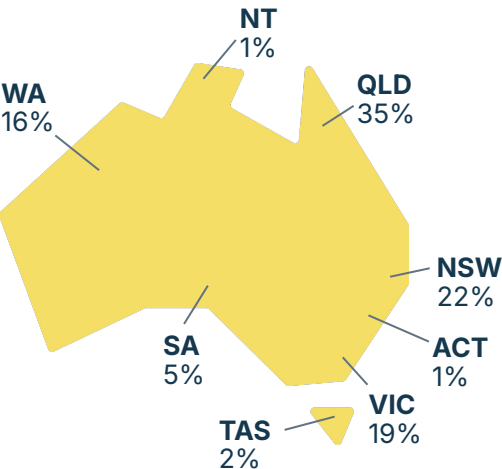
² Based on average comparison of engaged and unengaged Wisr Platform loan customers that are current and not in arrears during Q2FY25.



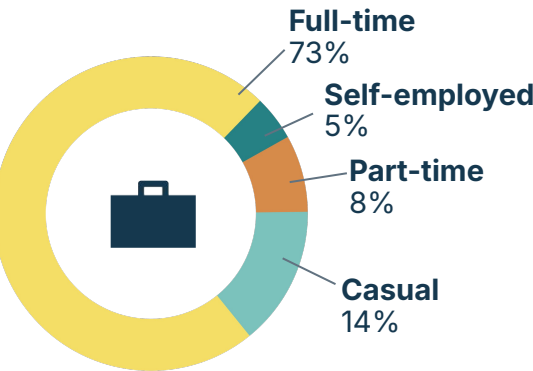
OUR CUSTOMERS

With customers all over Australia, Wizr lends to creditworthy Australians for any worthwhile purpose.

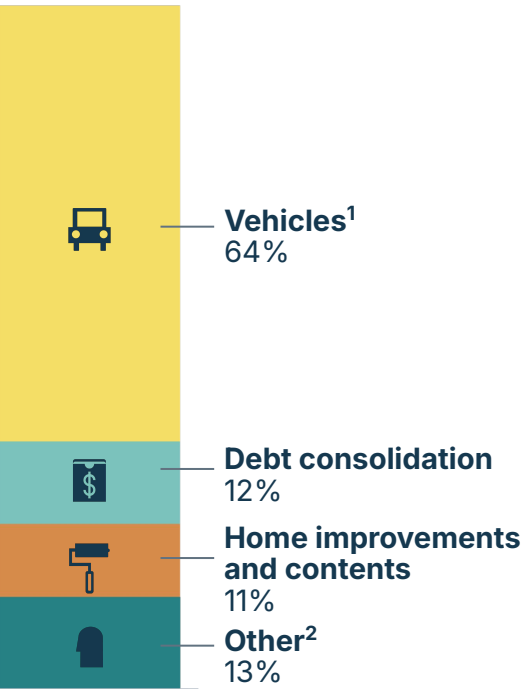
Where are our customers located?



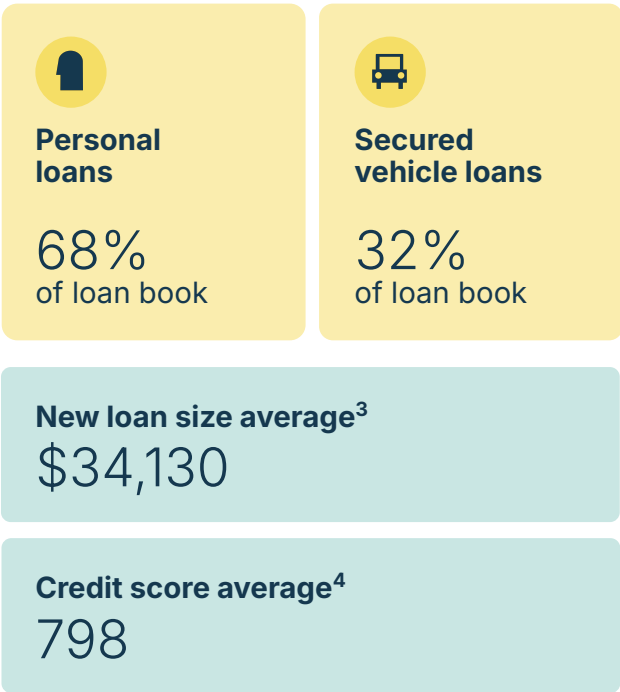
Our customers' employment status



Why are customers coming to us?



What does the average Wizr loan look like?



Source: Internal Wizr data on loan principal balance, as at 31 December 2024

¹ Comprises Secured Vehicle Loans (32% of total portfolio), and Personal Loans (32% of total portfolio)

² Includes travel, medical, legal, weddings, and/or mixed purposes

³ For the quarter ended 31 December 2024

⁴ Total loan book weighted average Equifax credit score is the score at the time of application, includes active loans and excludes loans written off



SUSTAINED LOAN ORIGINATION GROWTH

- Q2FY25 saw strong loan origination growth for the Company
- Wizr achieved loan originations of \$93.5M, a significant increase of 77% on Q2FY24 (\$52.9M) and 21% on Q1FY25 (\$77.3M)
- A significant scale opportunity exists in target segments



\$39.1M
**Secured vehicle
loan originations**

↑230%
(Q2FY24: \$11.8M)



\$54.4M
**Personal loan
originations**

↑32%
(Q2FY24: \$41.1M)

Loan originations

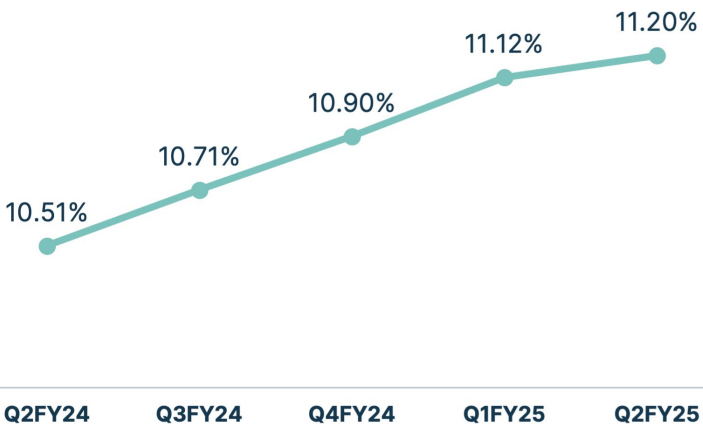




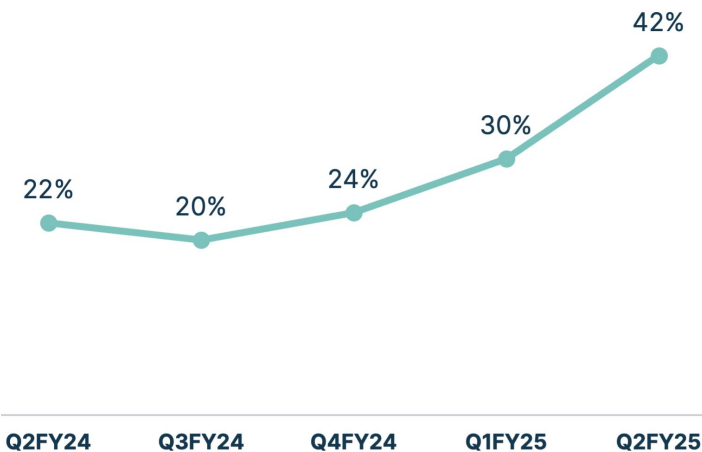
PORTFOLIO MARGIN AND CREDIT QUALITY IMPROVEMENT

- Portfolio yield increased by 69 bps to 11.20% (Q2FY24: 10.51%)
- Portfolio Net Interest Margin ("NIM") increased by 60 bps to 5.93% (Q2FY24: 5.33%)
- Front book (Dec-24 run rate) yield 11.03% (Sep-24: 12.76%) driven by the increased mix of high quality SVL loan originations in the quarter, particularly in the month of December 2024. Front book January MTD¹ yield has increased by circa 50 bps, illustrating the impact of variability in origination mix over short periods, which we expect given our high origination growth focus
- Wizr continues to increase the credit quality of its loan book with the average credit score increasing to 798³. This was driven by the significant increase in front book credit score to 824² led by the high quality SVL product mix during the period. This shift is expected to further reduce losses, aligning with the improved credit quality of these loans

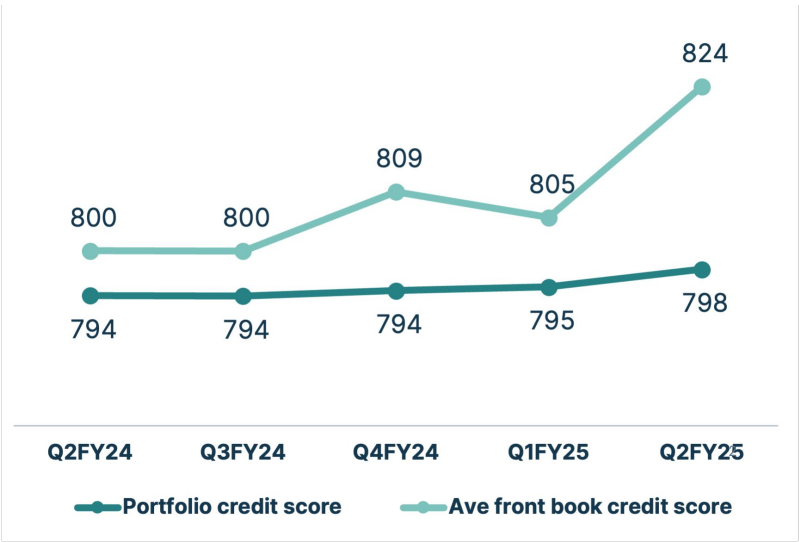
Portfolio yield



SVL originations % of total originations



Average credit score



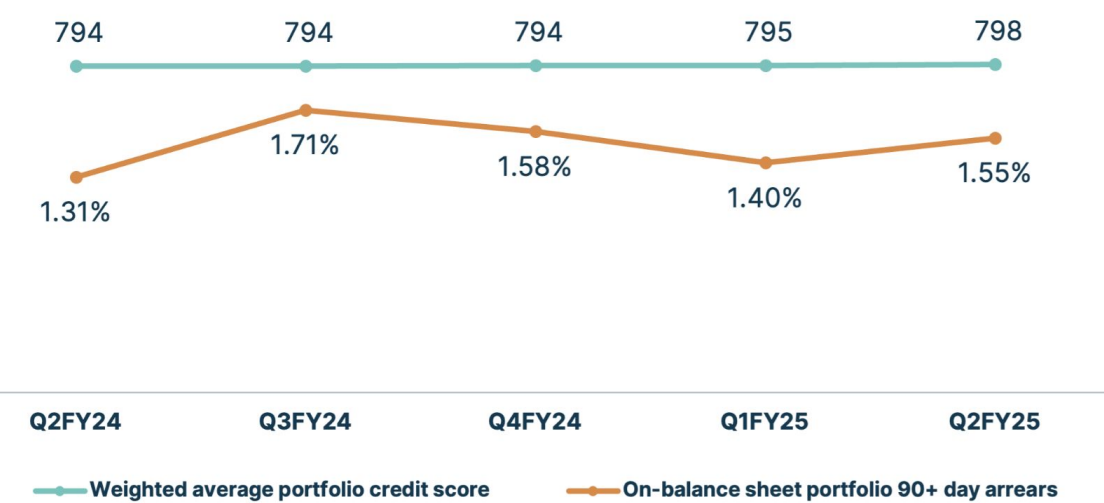
¹ Originations month to date until 28 Jan 2025
² Quarter weighted average credit score
³ Total loan book weighted average Equifax credit score is the score at the time of application, includes active loans and excludes loans written off



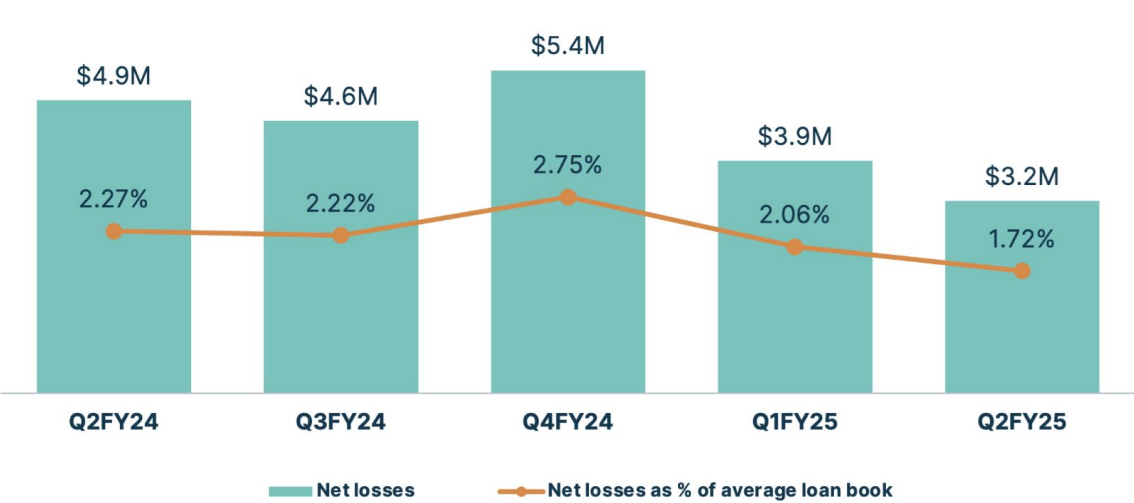
LOSSES IMPROVING

- The quality of Wistrade’s portfolio was maintained with its average credit score increasing to 798¹
- Net losses decreased for the second consecutive quarter to 1.72% (Q1FY25: 2.06% and Q4FY24: 2.75%)
- 90+ day arrears increased slightly to 1.55% (Q1FY25: 1.40%), a seasonal increase which remains firmly within Wistrade’s risk appetite

Customer credit scores and 90+ day arrears



Net losses (\$ and %)



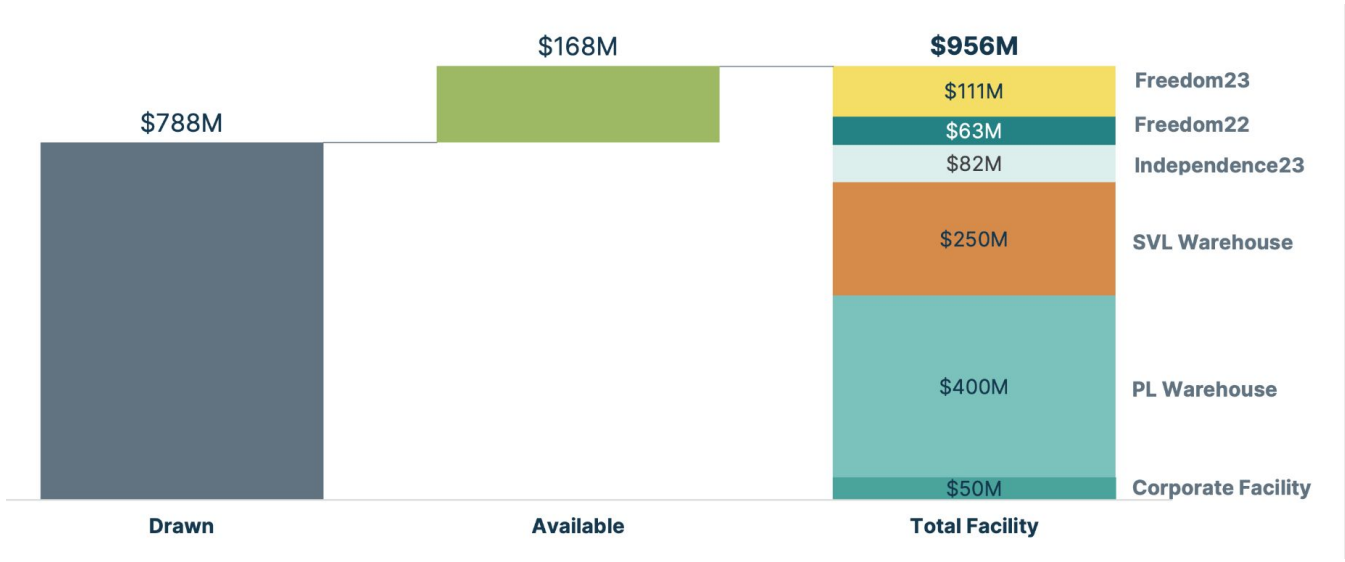
¹Total loan book weighted average Equifax credit score is the score at the time of application, includes active loans and excludes loans written off



STRONG FUNDING PROGRAM

- WH1 (Personal Loan WH) has \$400M of committed funding (\$85M undrawn), while WH2 (Secured Vehicle WH) has committed funding of \$250M (\$68M undrawn)
- The corporate facility has committed funding of \$50M (\$15M undrawn)
- Wizr has raised \$875M across four ABS transactions - Freedom21 (successfully called), Freedom22, Independence23 and Freedom23
- Work progressing on a third warehouse (mixed PL and SVL) with new senior and mezzanine funders

Funding at 31-Dec-24



	Corp Facility	WT1	WT2	F22	I23	F23
% drawn	70%	79%	73%	100%	100%	100%
Facility start	Jun-24	Oct-19	Oct-21	Jun-22	Feb-23	Dec-23
Facility expiry / call date ¹	Jun-27	Sep-25	Aug-25	Sep-25	Sep-26	Jul-27
Products	Corp	PL	SVL	PL	SVL	PL

¹ Call dates are forecasted based on expected prepayment rates and actual dates may vary



WELL CAPITALISED BALANCE SHEET

Total cash on
balance sheet
\$51.9M



As at 31-Dec-24

Cash held in warehouses and term deal trusts:

- Undistributed customer loan repayments (principal and interest)
- Unutilised funds from note subscriptions (predominantly third-party debt)
- Use of funds restricted to funding loans and operating warehouses and term deals e.g. Trustee fees

Cash on hand available for any business purpose

Undrawn corporate facility available to fund the Company's ongoing growth plans

Wisr equity investment in funding trusts:

- PL Warehouse (\$16.6M)
- SVL Warehouse (\$5.8M)
- Freedom22 (\$5.5M, projected call date¹ Sep-25)
- Independence23 (\$8.4M, projected call date¹ Sep-26)
- Freedom23 (\$9.8M, projected call date¹ Jul-27)

¹ Call dates are forecasted based on expected prepayment rates and actual dates may vary



EXECUTIVE SUMMARY

Origination growth continues

- ✓ Loan originations increased significantly by 77% to \$93.5M (Q2FY24: \$52.9M)
- ✓ We reaffirm our guidance of 75%+ loan origination growth in FY25

Losses improving

- ✓ Net losses improved by 34 bps to 1.72% (Q1FY25: 2.06%)
- ✓ 90+ day arrears remained well-within risk appetite at 1.55% (Sep-24: 1.40%)

Portfolio growth and margin improvement

- ✓ Continued portfolio margin improvement with yield of 11.20% and NIM of 5.93% at Dec-24 to deliver a highly profitable business at scale
- ✓ Loan book growth realised in the current quarter after a period of moderated loan volume settings

Well capitalised

- ✓ Well capitalised for growth with \$17.9M of unrestricted cash and \$15M of undrawn corporate funding
- ✓ Work progressed on third warehouse (mixed PL and SVL) with a new senior funder



THANK YOU



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Dollar estimates

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