



## **ASX RELEASE**

### **Wisr AGM – Chairman’s Address**

**Sydney, 25 November 2020 - Wisr Limited (ASX: WZR) (ACN 004 661 205) (Wisr, or Company)** is pleased to present the Chairman’s address, which will be delivered at the Company’s AGM today.

**-ends-**

This announcement has been approved for release by the Company’s Chairman.

**For further investor enquiries, please contact:**

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Company Secretary

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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 eco-system underpinned by consumer finance products, the Wisr App to help Australians pay down debt, WisrCredit.com.au the country’s only 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](http://www.wisr.com.au)

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## Chairman's address to WZR AGM 2020

1. **2020 saw significant challenges** for us all at both the business and personal level, and at Wisr we worked to the best of our ability to protect our customers, business partners, staff and shareholders.
  - a. I couldn't been any more proud of the way the team responded and how well we are placed a result, while still being able to report a significant year of success.
2. **The Company rapidly responded** to the unprecedented macroeconomic challenges of COVID-19, whilst also delivering above expectations for loan origination and revenue growth, improved loan unit economics, consistent strong credit quality and core business profitability.
3. **Covid tested not only many industries directly but also industries like ours** that can become exposed to volatile economic circumstances. At Wisr we took a very prudent approach to loan growth, risk management, and our overall business model, and protected and helped our customers.
  - a. As at June 30, we had 6.12% of our total loan customers on covid assisted loan payments, demonstrating not only our quality loan book but also our compassion to those who needed help. By 31st of July this halved to 3.09% through our constant care approach, and now that number is as low as 0.53% of the total portfolio.
  - b. Wisr certainly stood up to the challenge, was extremely proactive and thoughtful, balancing the needs of our customers, funders, staff and shareholders.
4. **As reported, Wisr:**
  - a. **Increased revenue by 136%** compared to the previous financial year, primarily driven by 95% growth in loan originations and switching to the Wisr Warehouse funding model in H2FY20.
  - b. **Had originated total loans as at June 30<sup>th</sup> 2020 of circa \$250m.**
  - c. In the FY2020 year **increased loan originations by 95%** to \$135.9m (from \$68.9m in FY19).
  - d. **Saw 239,000 new entrants** into our eco-system, as at June 30<sup>th</sup>, up 389% from FY19.
  - e. **As at June 30<sup>th</sup> 2020 reported \$38m in cash** and \$2m in liquid loan assets.
  - f. Importantly, this pivotal financial year has validated the Wisr's point of difference and challenger status in the personal finance market, as well as provided a foundation for significant growth for a business model that is truly innovative, scalable, purpose-led and built to deliver long term value.

5. Lastly, it is very important to me that I thank:

- a. Our **Funders**, who throughout the COVID period have been exceptional in working closely with us to grow and protect our strong financial position while also providing customers with COVID relief plans.
- b. Our **Staff** and **Executive Team** who have worked tirelessly in dramatically different circumstances and have really impressed this year with their commitment and compassion.
- c. Our **Customers** who appreciate our unique place in the market that we will always be loyal to.
- d. My **Board and Co Sec** who have also worked tirelessly through the year.
- e. Our **Shareholders** who have seen our company grow from strength to strength while also protecting the core of what we do and how effective we are in doing it. We have a great shareholder base who we will continue to value and do our very best to make proud.

All of us together can look forward to helping more Australians achieve financial wellness during this truly unprecedented time.

Thank you, on behalf of the Board,  
John Nantes