



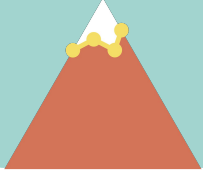
COMPANY UPDATE

Q1FY25

OCTOBER 2024



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.

\$1.9B

total loan originations

2 warehouses

3 active term deals

1 called term deal

62.2K

total number of customers supported¹

Loan customers engaged with the proprietary WISR platform are

17%

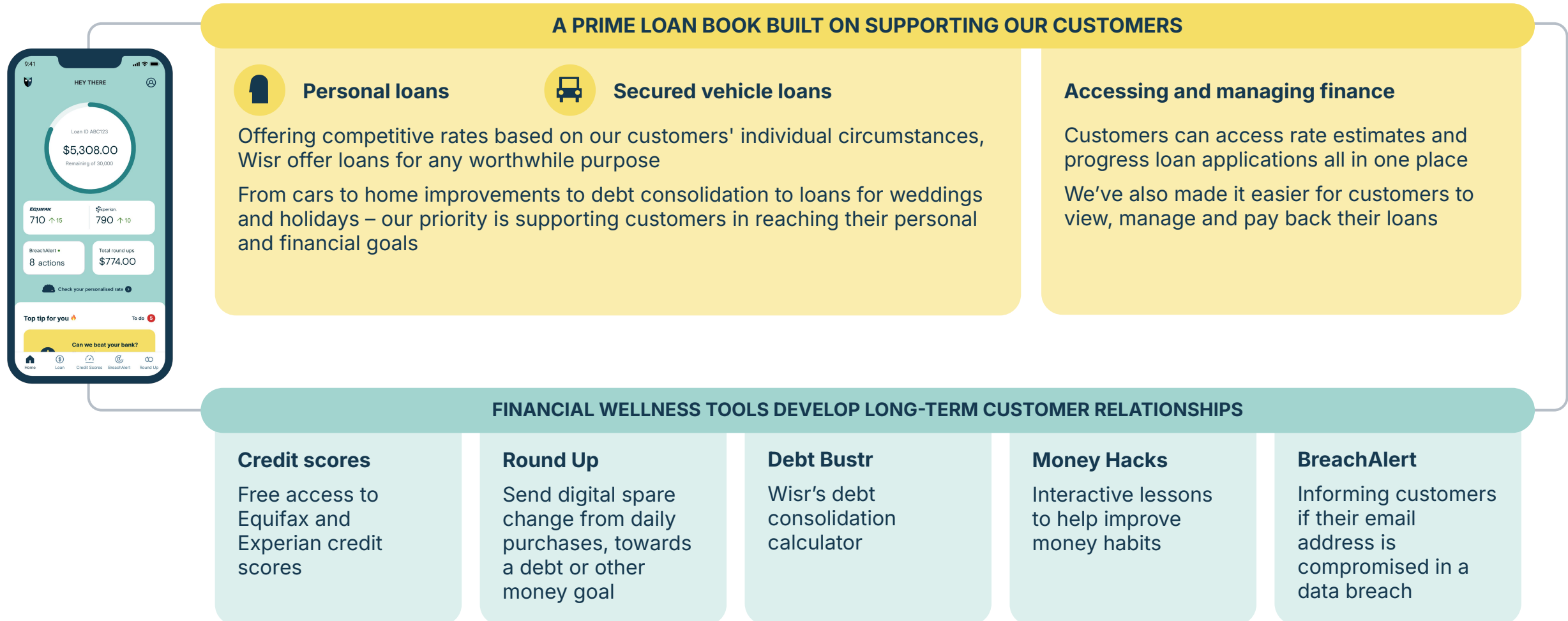
further ahead on their loans

¹ Total number of customers supported via loans written



PURPOSE-BUILT FOR SMARTER MONEY DECISIONS

Wisr's proprietary technology makes it easier for Australians to access finance and stay on track with their financial goals.

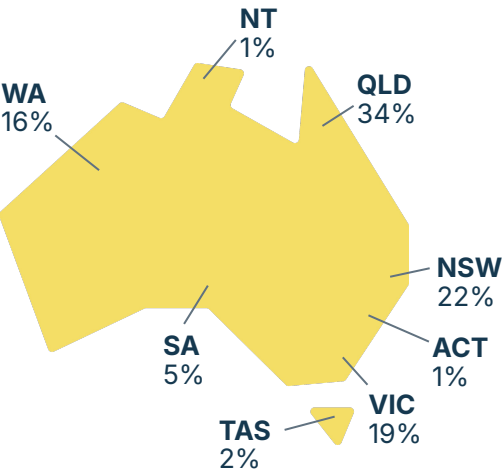




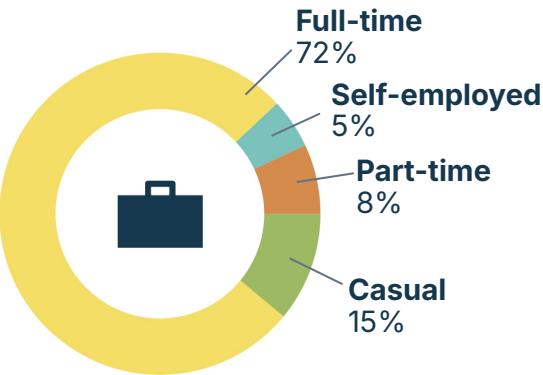
OUR CUSTOMERS

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

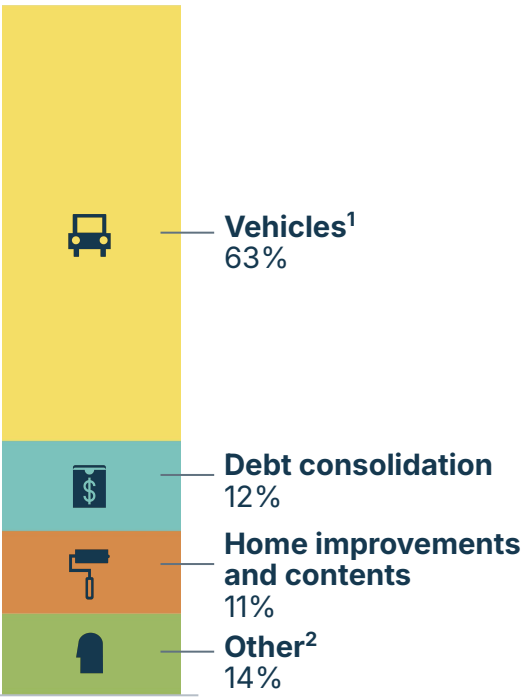
Where are our customers located?



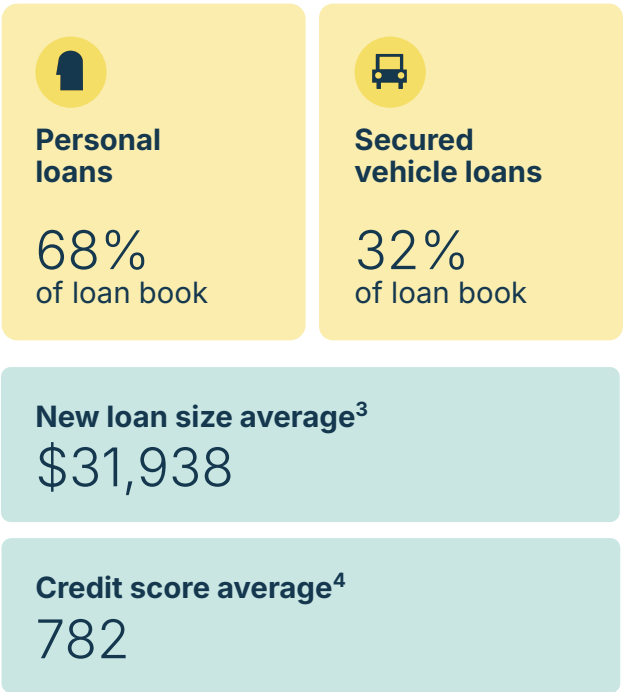
Our customers' employment status



Why are customers coming to us?



What does the average Wizr loan look like?



Source: Internal Wizr data on loan principal balance, as at 30 September 2024

¹ Comprises Secured Vehicle Loans (32% of total portfolio), and Personal Loans (31% of total portfolio)

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

³ For the quarter ended 30 September 2024

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



KEY Q1FY25 RESULTS

LENDING

\$77.3M

New loan originations¹

↑54%
(Q1FY24: \$50.1M)

782

Average credit score of
total book² as at
30-Sep-24

↑2
(780 as at 30-Sep-23)

\$753M

Wizr loan book¹
as at 30-Sep-24

↓2%
(\$770M as at 30-Jun-24)

FINANCIAL

11.12%

Portfolio yield

↑79 bps
(Q1FY24: 10.33%)

5.64%

Portfolio NIM³

↑29 bps
(Q1FY24: 5.35%)

1.40%

On-balance sheet
90+ day arrears

↓18 bps
(Q4FY24: 1.58%)

\$22.5M

Revenue¹

↓7%
(Q1FY24: \$24.3M)

6.47%

Front book NIM³
as at 30-Sep-24

↑78 bps
(5.69% as at 30-Sep-23)

2.06%

Net losses

↓69 bps
(Q4FY24: 2.75%)

CAPITAL

Well capitalised with
unrestricted cash of
\$23.7M

\$15M

Available to draw from
corporate facility to
fund future growth

CUSTOMER

\$33.1M

**additional loan
repayments** made via
one-time payment
feature

\$9.5M

in **round ups** used to
pay off customer debt

¹ Q1FY25 financial metrics and performance are unaudited

² Total loan book 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



STRONG LOAN ORIGINATION GROWTH

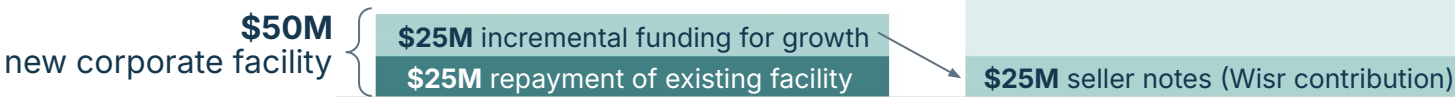
- Following the execution of the \$50M Nomura corporate facility in May-24 and stabilised macroeconomic conditions, Wisor returned to growth
- In the first full quarter in our return to growth strategy, we achieved:
 - A 54% increase in loan originations to \$77M in Q1FY25 compared to Q1FY24
 - A 40% increase in loan originations in Q1FY25 compared to Q4FY24
- Secured vehicle loan originations were \$23M, an increase of 67%, and personal loan originations were \$54M, an increase of 49% (vs. Q1FY24), underscoring the significant market opportunity for continued scaling





NEW CORPORATE FACILITY SUPPORTS PIVOT TO GROWTH

- The enlarged \$50M Nomura corporate facility provides additional strength to Wizr’s balance sheet and the platform to fund loan book growth
- The incremental \$25M supports additional lending of circa \$650M (through funding of warehouse seller notes), with average loan tenure expected of approximately four years
- Based on Sep-24 run rate yield and NIM metrics, this lending derives annualised revenue and NIM of \$83M and \$42M respectively (excluding reinvestment of principal repayments)
- NIM return (post losses) on the \$25M invested is circa 122% per annum



Warehouse funding model



Illustrative new lending opportunity

CIRCA \$650M in new lending		Run rate yield		Annualised revenue
	x	12.8%	=	\$83M
		Run rate NIM		Annualised NIM
	x	6.5%	=	\$42M

Note: This is not a forecast. The data represents an indicative scenario of the economics of the Wizr Loan Book. Indicative economics are illustrative only and may vary due to a range of assumptions and variables. Data is subject to broader market conditions, including (but not limited to) movement in interest rates, macroeconomic conditions, and/or significant market volatility events



MARGIN EXPANSION

- Portfolio yield increased by 79 bps to 11.12% (Q1FY24: 10.33%)
- Front book yield increased by 8 bps to 12.76% (Sep-23: 12.68%)
- Ongoing front book repricing is driving improvement in portfolio yield and NIM which will deliver a profitable business at scale





ILLUSTRATIVE EBITDA AND FINANCIAL METRICS

Wizr is well positioned in the medium-term to deliver NIM of 6.5% which would deliver strong profitability at scale

	WISR SEPTEMBER 2024 RUN-RATE (Example for \$1B loan Book)	MEDIUM TERM TARGET (Example for \$2B loan Book)
Yield	12.8%	12.5%
NIM	6.5%	6.5%
Example NIM \$	64.7M	130.0M
- Annualised net losses	(20.0)M	(36.0)M
- Opex	(33.0)M	(55.0)M
EBITDA	11.7M	39.0M
- Corporate facility interest cost ¹	(6.9)M	(8.2)M
Example Cash NPAT	4.8M	30.9M
Cost to income ratio ²	26%	22%

This is not a forecast. The data represents an indicative scenario of the economics of the Wizr Loan Book. Indicative economics are illustrative only and may vary due to a range of assumptions and variables. Data is subject to broader market conditions, including (but not limited to) movement in interest rates, macroeconomic conditions, and/or significant market volatility events

¹ Corporate facility interest cost is based on a fully drawn corporate facility under the medium term target

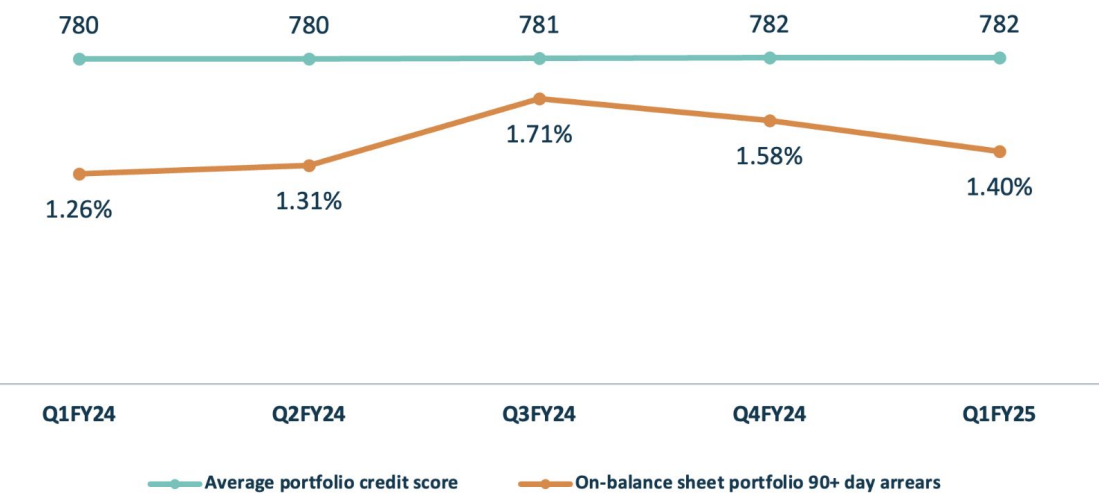
² Cost to income ratio defined as operating expenses/revenue



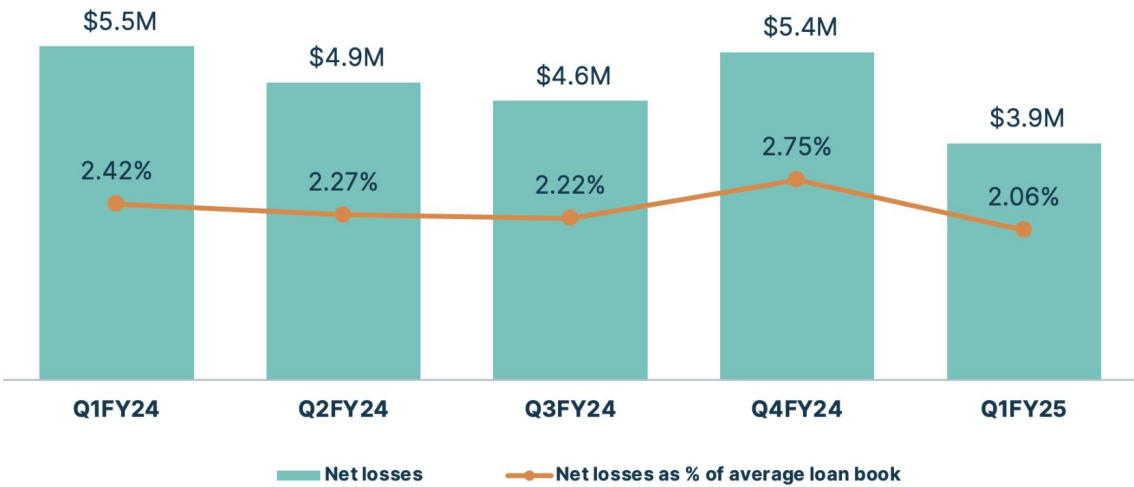
ARREARS AND LOSSES IMPROVING

- Portfolio quality maintained with average credit score strong and stable over time at 782¹
- 90+ day arrears decreased to 1.40% (Q4FY24: 1.58%) demonstrating the quality of Wistrade's loan book and the impact of improved collections processes
- Net losses decreased to 2.06% (Q4FY24: 2.75% and Q1FY24: 2.42%)

Customer credit scores and 90+ day arrears



Net losses (\$ and %)



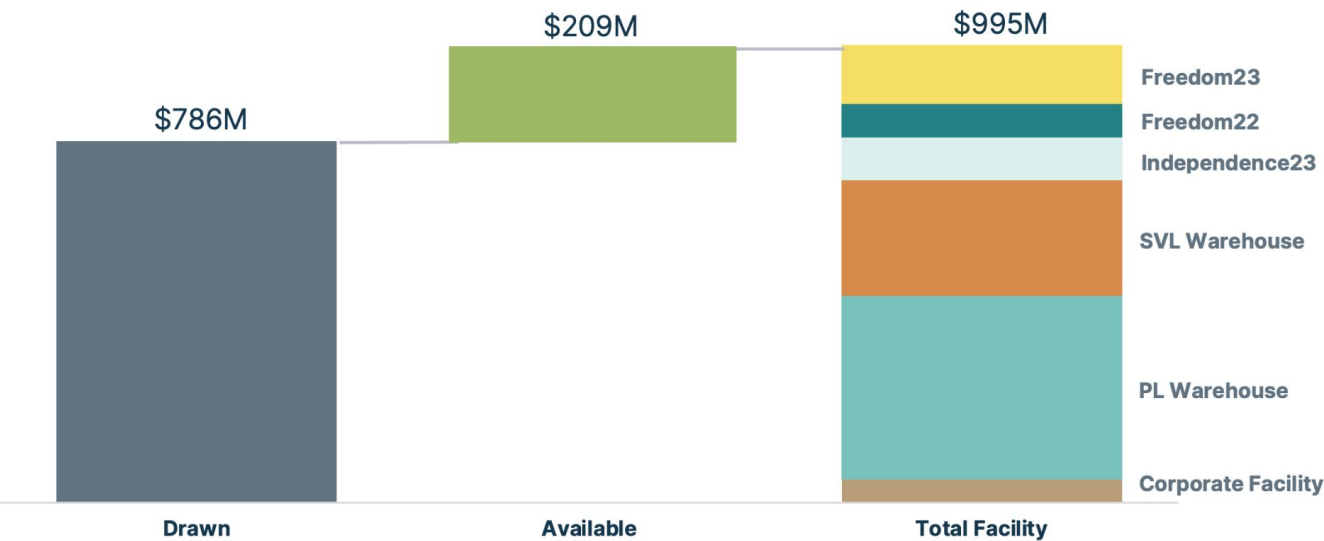
¹Total loan book average Equifax credit score is the score at the time of application, includes active loans and excludes loans written off



FUNDING PROGRAM

- WH1 (Personal Loan WH) has \$400M of committed funding (\$106M undrawn), while WH2 (Secured Vehicle WH) has committed funding of \$250M (\$89M undrawn)
 - During the quarter, both warehouse facilities were renewed for the customary one-year rolling period with improved pricing
- 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 third warehouse (mixed PL and SVL) with a new senior funder

Funding at 30 Sep 24



	Corp Facility	WT1	WT2	F22	I23	F23
% drawn	70%	74%	65%	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	Oct-26	Aug-27
Products	Corp	PL	SVL	PL	SVL	PL

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



CAPITAL POSITION

Total cash on balance sheet
\$49.8M



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

Wistr equity investment in funding trusts:

- PL Warehouse (\$15.0M)
- SVL Warehouse (\$5.0M)
- Freedom22 (\$5.5M, projected call date¹ Sep-25)
- Independence23 (\$8.4M, projected call date¹ Oct-26)
- Freedom23 (\$9.8M, projected call date¹ Aug-27)

As at 30-Sep-24

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



EXECUTIVE SUMMARY

Origination growth

- ✓ Loan originations increased significantly by 54% to \$77M (Q1FY24: \$50M)
- ✓ We reaffirm our guidance of 75%+ loan origination growth in FY25

Arrears and losses improvement

- ✓ 90+ day arrears improved by 18 bps to 1.40% (Q4FY24: 1.58%)
- ✓ Losses improved by 69 bps to 2.06% (Q4FY24: 2.75%)

Yield and NIM expansion

- ✓ Run rate yield of 12.76% and NIM of 6.47% on new business written in Sep-24 to deliver a highly profitable business at scale

Funding and capital

- ✓ Both warehouse facilities were renewed in the quarter with improved pricing
- ✓ Well capitalised for growth with \$23.7M 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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