



ASX RELEASE

WISR delivers 77% increase in loan originations

Growth strategy delivers a return to loan book growth, increase in portfolio margin and improved losses

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Sydney, 30 January 2025 - WISR Limited (**ASX: WZR**) ("**WISR**", or the "**Company**") is pleased to provide a market update for the quarter ending 31 December 2024 (**Q2FY25**).

WISR has delivered a strong second quarter for FY25, achieving a substantial 77% increase in loan originations to \$93.5M despite a seasonally slower quarter (Q2FY24: \$52.9M). The Company has also returned to loan book growth following a period of moderated loan volume settings with the total loan book increasing in the quarter to \$757M (Sep-24: \$753M).

A key driver of this growth is the increasing proportion of secured vehicle loans in the portfolio. In addition, the strong credit quality of the book has delivered improved loan book performance, with net losses decreasing 34 bps to 1.72% (Q1FY25: 2.06%).

Loan book:

- Loan originations of \$93.5M¹, a 77% increase on Q2FY24 (\$52.9M) and a 21% increase on the prior quarter (\$77.3M), continuing the return to growth evidenced in the Company's Q1FY25 market update
- Secured vehicle loan originations of \$39.1M, a significant increase of 230% on Q2FY24 (\$11.8M) and personal loan originations of \$54.4M, an increase of 32% on Q2FY24 (\$41.1M)
- Closing loan book of \$757M¹, a \$3.5M increase on Sep-24, marking the first quarter of loan book growth after a period of moderated loan volume settings
- Loan book average credit score increased to 798² (Sep-24: 795), led by a significantly higher front book (Dec-24 run rate) credit score of 832 (Sep-24: 800) due to the large contribution of high-quality secured vehicle loans
- 90+ day arrears of 1.55%, a seasonal increase from Sep-24 (1.40%) and well within risk appetite

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.



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- Net losses of 1.72%, a reduction of 34 bps from Q1FY25 (2.06%), highlighting the continued strength of the Company's loan portfolio credit quality

Operations:

- Portfolio yield 11.20% (Q1FY25: 11.12%), front book (Dec-24 run rate) yield 11.03% (Sep-24: 12.76%) as a result of the increased mix of high-quality secured vehicle loan originations in the quarter, particularly in Dec-24. Front book yield for Jan-25 MTD³ has increased by circa 50 bps, illustrating the variability in yield and mix from month to month
- Portfolio Net Interest Margin ("NIM")⁴ 5.93% (Q1FY25: 5.64%), front book (Dec-24 run rate) NIM 4.96% (Sep-24: 6.47%) driven by an increase in high-quality secured vehicle loan mix in the Dec-24 cohort. This shift is expected to further reduce losses, aligning with the improved credit quality of these loans
- Quarterly revenue increased to \$22.8M¹ (Q1FY25: \$22.5M) due to the improvement in portfolio yield

Funding and capital:

- Unrestricted cash of \$17.9M, a decrease on Dec-24 (\$19.9M)
- Two warehouse facilities are in place to support originations with a total commitment value of \$650M and an undrawn capacity of \$153M
- From the \$50M corporate facility announced in May-24, a further \$15M remains available to fund the Company's ongoing growth plans

Customer:

- Customer Net Promoter Score +77 (Q2FY25)
- Wisr has facilitated the payment of \$39.4M in extra loan repayments and \$10.1M in round ups on customer debt (since inception)

Leadership Commentary:

Mr Andrew Goodwin, Wisr's Chief Executive Officer, said, *"Wisr's continued focus on growth is evident in our latest market update. Driven by a significant increase in loan originations to \$93.5M and growth of our loan book to \$757M, these strong results highlight the business' dedication towards supporting even more Australians in reaching their financial and personal goals."*

³ Loan originations month to date to 28 Jan 2025.

⁴ NIM defined as loan book yield less finance costs, excluding Corporate facility interest cost and hedge accounting impacts.



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"Alongside this growth, our portfolio NIM increased to 5.93% and net losses decreased for the second consecutive quarter to 1.72% from 2.06% and 2.75% in Q1FY25 and Q4FY24 respectively. The prime quality of Wizr's loan book continues to improve with our average credit score increasing to 798."

"As we conclude the first half of FY25, our focus remains on accelerating loan origination growth and building our loan book at attractive loan unit economics while prioritising profitability and maintaining a strong balance sheet." concluded Mr Goodwin.

Wizr Chief Executive Officer Mr Andrew Goodwin discusses Wizr's Q2FY25 results in a video interview here: <https://investorhub.wizr.com.au/link/YeNIJP>

Investors

The [Wizr Investor Hub](#) is a dedicated platform for investors to learn more about Wizr and contains Wizr's Annual Reports, announcements, share price data as well as other updates. Sign up [here](#).

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This announcement has been approved for release by the Board of Directors.

For further investor enquiries, please contact:

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About Wizr Limited

Wizr (ASX: WZR) is a purpose-built Australian fintech lender. The proprietary Wizr platform combines digital lending along with financial tools and features to help Australians pay down debt, access credit, better understand their financial standing and make smarter money decisions. For more information, visit www.wizr.com.au



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