



COMPANY UPDATE

Q3FY25

APRIL 2025

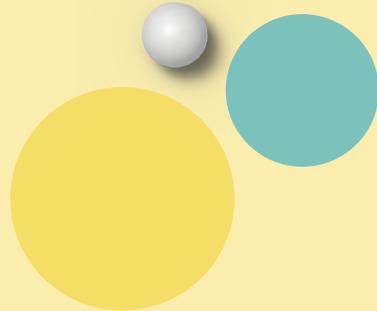


SET UP FOR SUSTAINABLE GROWTH

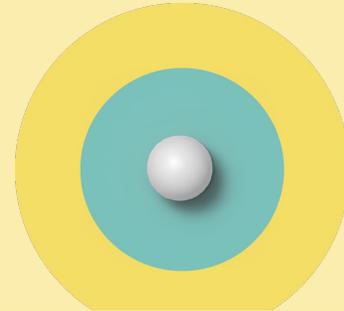
Disciplined loan origination and book growth with improved asset quality and attractive outlook



Structural tailwinds creating business opportunities



Investment in automation creating efficiencies



Strong capital and funding supports growth outlook



Reflecting strong year-to-date performance, Wiser is upgrading its guidance to **90%+ loan origination growth in FY25** (up from 75%+)



KEY Q3FY25 RESULTS

LENDING

\$111M
New loan originations

↑115% (Q3FY24: \$51.6M)
↑19% (Q2FY25: \$93.5M)

\$777M
Wisr loan book as at Mar-25

↓3.8% (Mar-24: \$808M)
↑2.7% (Dec-24: \$757M)

800
Average credit score of total book¹ as at Mar-25

↑6 (Mar-24: 794)

FINANCIAL

11.25%
Portfolio yield

↑54 bps (Q3FY24: 10.71%)

5.60%
Portfolio NIM²

↑36 bps (Q3FY24: 5.24%)

1.48%
On-balance sheet 90+ day arrears

↓23 bps (Mar-24: 1.71%)

\$22.4M
Revenue

↓3% (Q3FY24: \$23.1M)

\$10.7M
Portfolio NIM²

↓\$0.1M (Q3FY24: \$10.8M)

1.99%
Net losses

↓23 bps (Q3FY24: 2.22%)

CAPITAL

Well capitalised with **unrestricted cash of \$22.5M**

\$15.0M
Available to draw from **corporate facility** to fund future growth

\$98.6M
Undrawn **warehouse capacity**

CUSTOMER

\$47.5M
additional loan **repayments³** made via one-time payment feature

\$10.6M
in **round ups³** used to pay off customer debt

+74
Customer **Net Promoter Score**



Note: Q3FY25 financial metrics and performance are unaudited

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

² NIM defined as loan book yield less finance costs, excluding corporate facility interest cost and hedge accounting impacts

³ Since inception

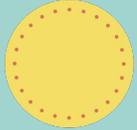


WISR AT A GLANCE



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

68K+ total number of customers supported¹



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

2 warehouses 3 active term deals 1 called term deal



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

Loan customers engaged with the proprietary Wisr platform are **29%**² further ahead on their loans



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

\$2.1B total loan originations



Technology-driven automation enabling Wisr to scale efficiently by streamlining credit decisions, improve loan servicing and arrears management

79% of loans automatically approved by AI powered decision engine

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 Q3FY25.



AUTOMATION TO SCALE

Automation of loan approval and verification processes



- 79% of loans automatically approved by AI powered decision engine



- Supports scalability by efficiently managing higher volumes without compromising credit quality, speed, accuracy or increasing cost

Industry-leading arrears management platform driving losses improvement



- New arrears management platform that harnesses the power of scalable data infrastructure
- Data driven arrears management segmentation
- Real-time payment channels, available via the Wisr app, website, and Wisr Agents, offer seamless, convenient payment options

New cloud native loan ledger platform



- Supports strong growth and high transaction volumes
- Reduction in manual processes
- Faster processing of loan servicing and real time account updates
- Improved reporting and decision making

EFFICIENCY

GROWTH

PORTFOLIO QUALITY

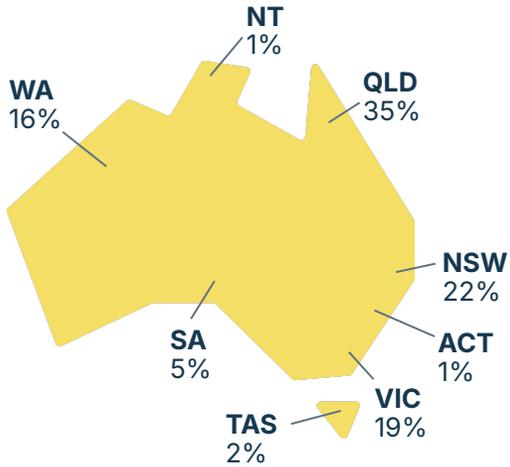
OPERATING LEVERAGE

SCALABILITY

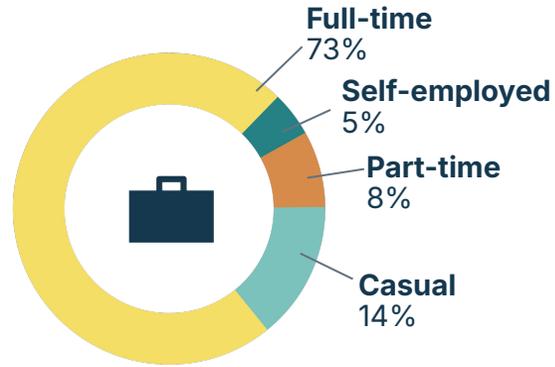


WELL DIVERSIFIED CUSTOMER BASE

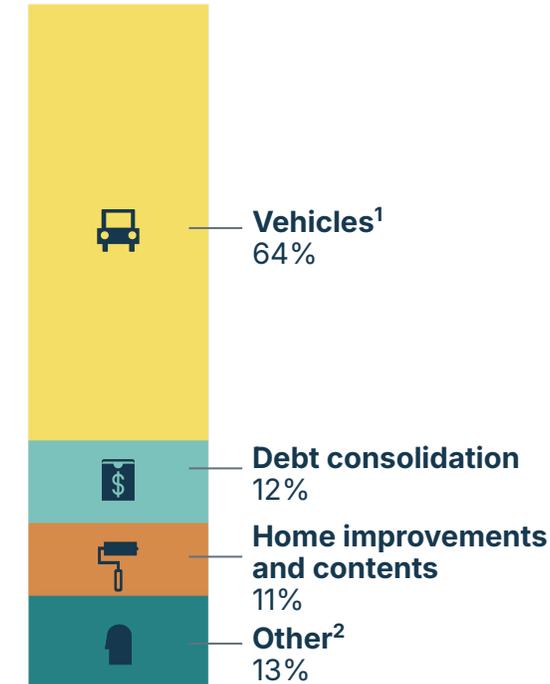
Where are our customers located?



Our customers' employment status



Why are customers coming to us?



What does the average Wisir loan book customer look like?



Source: Internal Wisir data on loan principal balance, as at Mar-25

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 Mar-25

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



STRUCTURAL TAILWINDS

- The major banks' market share of the Personal and Secured Vehicle Lending market continues to decline
- Their focus is Mortgages and Business Lending, away from Personal Lending (74% market share in Dec-19 down to 61% in Dec-24)
- Two major banks recently exited the Secured Vehicle Lending market
- ABS issuances have increased substantially in the last two years as non-bank lenders increase their Secured Vehicle Lending market share
- These structural tailwinds are creating opportunities for non-bank lenders such as Wiser

Market opportunity / TAM³



~\$46B
Secured Vehicle
Loan originations

Wiser market share
0.2%



~\$12B
Personal Loan
originations

Wiser market share
1.9%

Share of total household lending with banks¹



SVL & Equipment ABS Issuance Breakdown²



¹ Source: Reserve Bank of Australia; Personal loans data refers to unsecured lending only

² Source: Westpac Securitisation and Covered Bond Strategy, Bloomberg

³Total addressable market size is a management estimate, which includes consumer and commercial lending segments



STRONG AND DISCIPLINED LOAN ORIGINATION GROWTH

- The Company delivered another consecutive quarter of strong loan origination growth in Q3FY25
- Loan originations increased to \$111.0M in Q3FY25, up 115% on Q3FY24 (\$51.6M) and up 19% on Q2FY25 (\$93.5M)
- Wisr has a significant scale opportunity across its target segments, with current market share below 1% in secured vehicle lending and under 2% in personal loans

Loan originations



\$37.2M

**Secured Vehicle
Loan originations**

↑255%
(Q3FY24: \$10.5M)



\$73.8M

**Personal
Loan originations**

↑80%
(Q3FY24: \$41.1M)



RETURN TO LOAN BOOK GROWTH

- Following sustained loan origination momentum, the total loan book has grown for a second consecutive quarter, reaching \$777M as at Mar-25 (Dec-24: \$757M)
- Secured vehicle loan book increased 2% to \$270M
- Personal loan book increased 3% to \$507M



\$270M
Secured Vehicle
Loan Book

↑2%
(Dec-24: \$264M)



\$507M
Personal
Loan Book

↑3%
(Dec-24: \$492M)

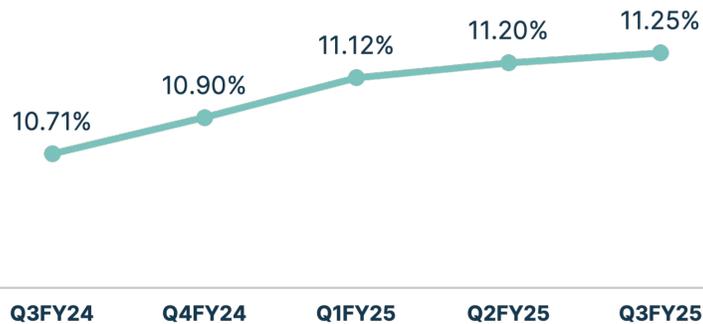




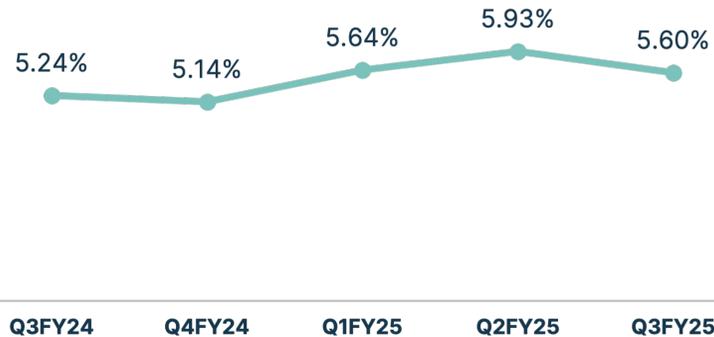
PORTFOLIO YIELD AND CREDIT QUALITY IMPROVEMENT

- Portfolio yield increased by 54 bps to 11.25% (Q3FY24: 10.71%)
- Portfolio Net Interest Margin ("NIM²") increased by 36 bps to 5.60% (Q3FY24: 5.24%) due to improved yield and funding cost
- The quality of Wisr's portfolio remains high with its average credit score increasing for the third consecutive quarter to 800¹

Portfolio yield



Portfolio NIM²



Portfolio credit score¹



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

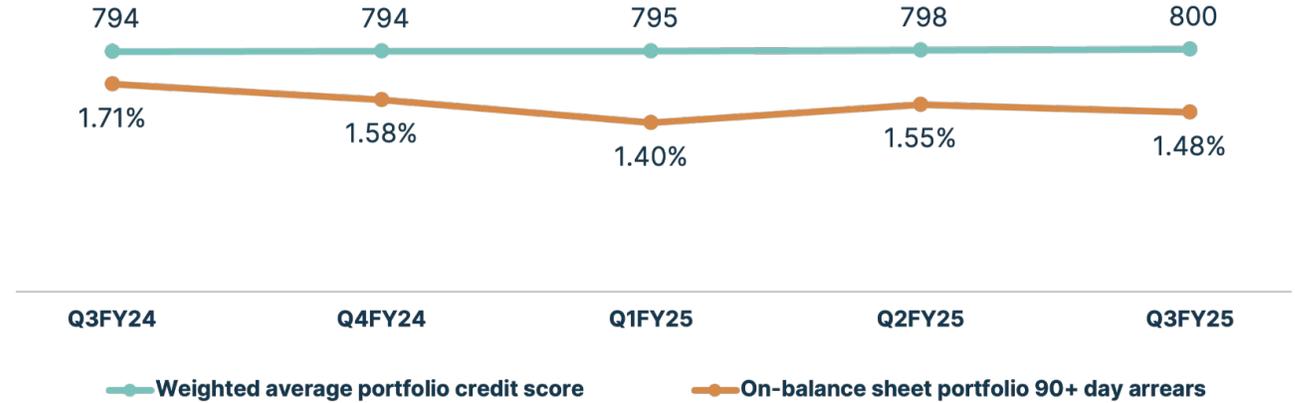
² NIM defined as loan book yield less finance costs, excluding corporate facility interest cost and hedge accounting impacts



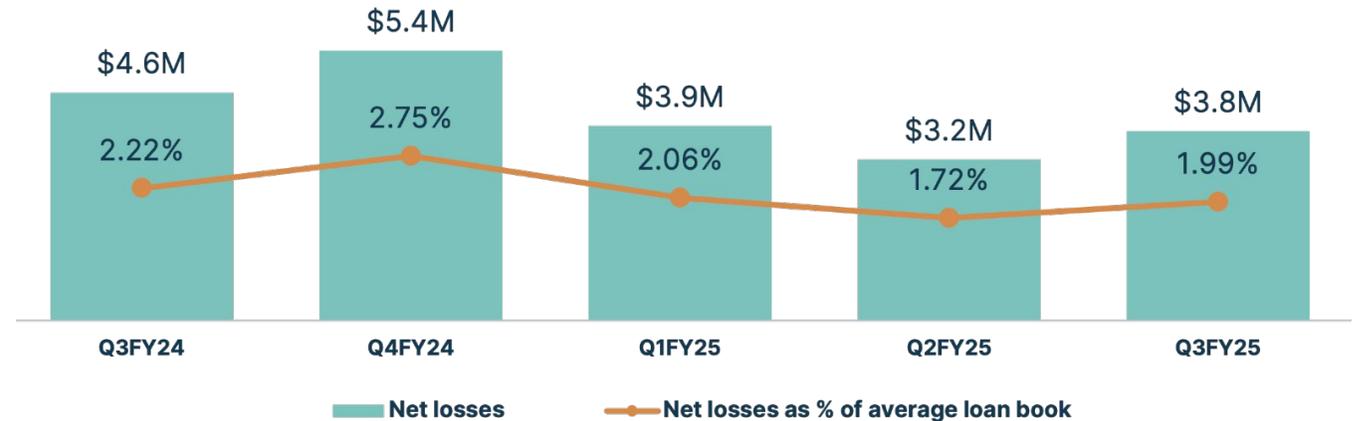
ARREARS PERFORMANCE IMPROVEMENT

- 90+ day arrears of 1.48%, an improvement of 23 basis points compared to Mar-24 (1.71%), and a 7 basis point improvement from Dec-24 (1.55%), reflecting improved credit performance and the impact of Wisr's new arrears management platform
- Net losses of 1.99%, an improvement of 23 basis points compared to Q3FY24 (2.22%) and a 27 basis point increase from Q2FY25 (1.72%). The result remains well within the Company's risk appetite

Customer credit scores and 90+ day arrears



Net losses (\$ and %)





MATURE FUNDING PROGRAM SUPPORTS GROWTH

- WH1 (Personal Loan WH) has \$400M of committed funding (\$47M undrawn), WH2 (Secured Vehicle WH) has committed funding of \$250M (\$51M undrawn)
- The corporate facility has committed funding of \$50M (\$15M undrawn)
- Wisr has raised \$875M across four ABS transactions – Freedom21 (successfully called), Freedom22, Independence23 and Freedom23
- In Mar-25, Wisr released term deal capital with the sale of \$5.0M of Freedom 23 G1 notes
- Work progressing on a third warehouse (mixed PL and SVL) with new senior and mezzanine funders

Funding at 31-Mar-25



	Corp Facility	WT1	WT2	F22	I23	F23
% drawn	70%	88%	79%	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



STRONGLY CAPITALISED

Total cash on balance sheet
\$49.1M



As at 31-Mar-25

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 (\$18.0M)
- SVL Warehouse (\$6.1M)
- Freedom22 (\$5.5M, projected call date¹ Sep-25)
- Independence23 (\$8.4M, projected call date¹ Sep-26)
- Freedom23 (\$4.8M, projected call date¹ Jul-27)

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



EXECUTIVE SUMMARY

Strong loan origination growth and upgraded guidance

- ✓ Reflecting strong year-to-date performance, Wisr is upgrading its guidance to: **90%+ loan origination growth in FY25 (up from 75%+)**
- ✓ Loan originations increased by 115% to \$111.0M (Q3FY24: \$51.6M)

Loan book growth and margin improvement

- ✓ Second consecutive quarter of disciplined loan book growth realised in Q3FY25 after a period of moderated loan volume and now on the pathway to a \$1B loan book
- ✓ Continued portfolio margin improvement with yield of 11.25% (Q3FY24: 10.71%) and NIM¹ of 5.60% (Q3FY24: 5.24%) to deliver a highly profitable business at scale

Improved loan book performance

- ✓ Net losses improved by 23 bps to 1.99% (Q3FY24: 2.22%)
- ✓ 90+ day arrears improvement to 1.48% (Mar-24: 1.71%) and remains well-within risk appetite

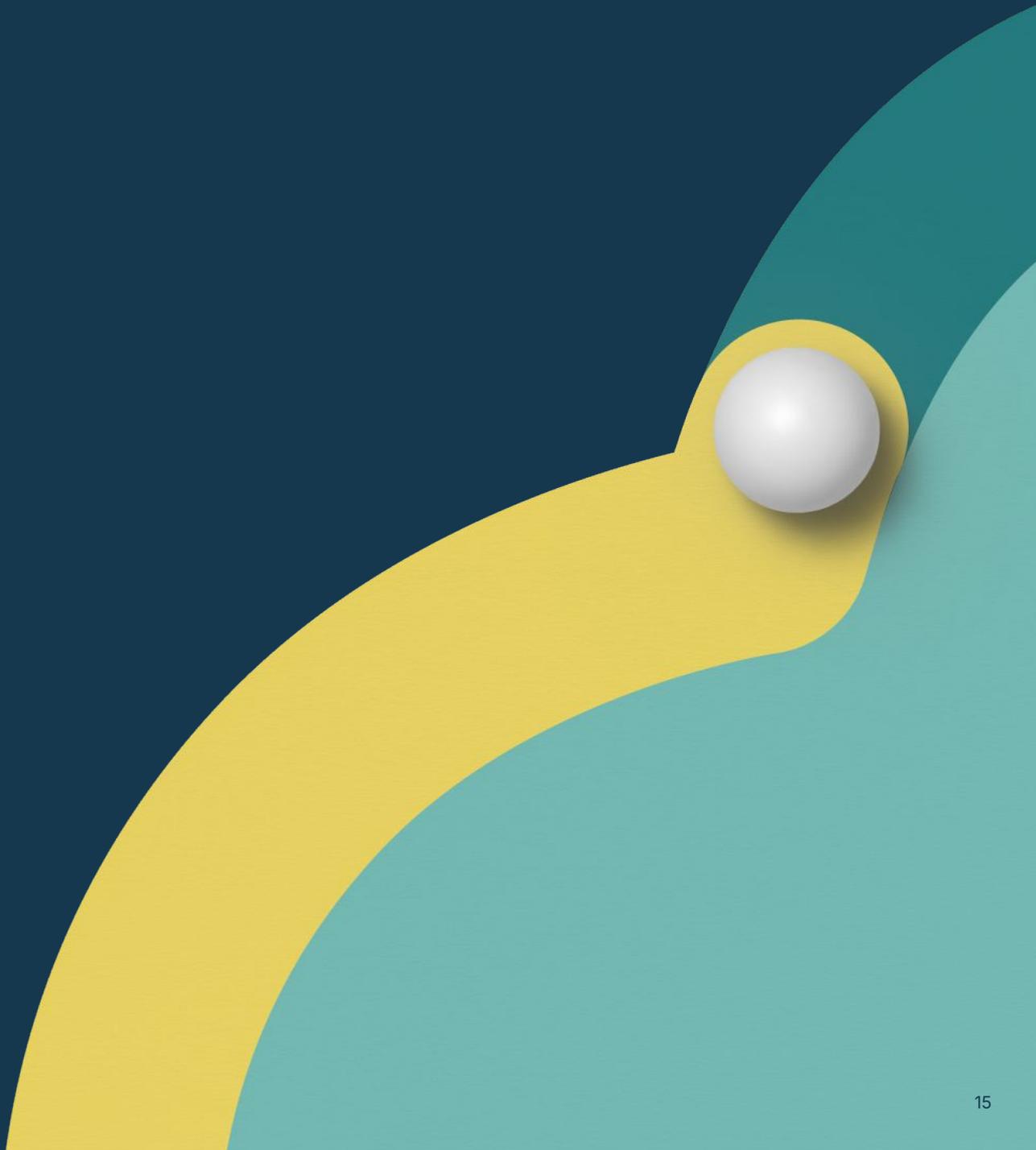
Strongly capitalised

- ✓ Strongly capitalised for growth with \$22.5M of unrestricted cash and \$15.0M undrawn corporate facility
- ✓ Work progressed on third warehouse (mixed PL and SVL) with a new senior funder

¹ NIM defined as loan book yield less finance costs, excluding corporate facility interest cost and hedge accounting impacts



QUESTIONS





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