



ASX RELEASE

WISR returns to growth

Company focused on executing growth strategy with continued margin expansion

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Sydney, 25 July 2024 - WISR Limited (**ASX: WZR**) ("**WISR**", or the "**Company**") is pleased to provide a market update for the quarter ending 30 June 2024 (**Q4FY24**).

Following the execution of the \$50M debt facility provided by global financial services firm Nomura (see 23 May 2024 announcement), WISR recommenced growth achieving a 7% increase in loan originations in Q4FY24 compared to the prior quarter. Post the Nomura transaction, the run-rate loan originations quarterly performance was c. \$67.5M, a 30% increase on the prior quarter.

Operations: Continued increase in margins and Net Operating Cash Flow

- Portfolio Net Interest Margin ("NIM")¹ 5.38% (Q4FY23: 5.21%), front book (Jun-24 run rate) NIM 6.34% (Jun-23: 6.06%)
- Portfolio yield 10.90% (Jun-23: 10.17%), front book (Jun-24 run rate) yield 12.62% (Jun-23: 13.11%)
- Quarterly Net Operating Cash Flow of \$4.0M², a 128% increase on Q4FY23 (\$1.8M)
- Quarterly Revenue of \$22.5M², an 8% decrease on Q4FY23 (\$24.6M)

Loan book: Growth in originations and stable credit quality

- Loan originations of \$55.2M², a 7% increase from Q3FY24 (\$51.5M), with the Company recommencing growth following the execution of the new facility provided by Nomura
- Loan book of \$770M², a 5% decrease on Q3FY24 (\$808M), as the Company transitioned from moderated loan volume settings to growth during Q4FY24
- Loan book average credit score remained strong at 782³ (Q3FY24: 781)
- 90+ day arrears of 1.58%, an improvement from 1.71% in Q3FY24, reflecting the continued credit strength of the loan portfolio
- Net losses of \$5.4M² as prior period loan book vintages mature (Q3FY24: \$4.6M)

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

² Q4FY24 financial metrics and performance are unaudited.

³ Total book average credit score is the score at the time of application, includes active loans and excludes loans written off.



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Funding and capital: Strong balance sheet supported by Nomura facility

- Unrestricted cash of \$28.4M, a 31% increase on Q4FY23 (\$21.7M), strengthened by the initial \$35M draw of the \$50M Nomura facility. Part of these proceeds were utilised to repay the Company's existing \$25M corporate debt facility, with a further \$15M available to fund the Company's ongoing growth plans
- Two warehouses are in place to support originations with a total commitment value of \$650M and an undrawn capacity of \$220M

Customer: Focused on providing excellent service and value

- Customer Net Promoter Score +78 (all-time)
- WISR App has facilitated the payment of \$9.0M in round-ups on customer debt and \$26.4M in extra loan repayments
- Launched Debt Bustr in May-24 to further support Australians in consolidating and simplifying personal debt with WISR

Leadership Commentary:

Mr Andrew Goodwin, WISR's Chief Executive Officer, said, "As we concluded the final quarter of FY24, on the back of the Nomura transaction, we transitioned from our previous focus on moderated loan volume settings and recommenced growth. WISR saw a 7% increase in loan originations in Q4FY24 compared to the previous quarter. The end of the quarter was particularly pleasing post the Nomura transaction, with quarterly run-rate originations of c. \$67.5m, an increase of 30% from Q3FY24."

"We continued to expand portfolio yield and NIM to 10.90% (10.17% pcp) and 5.38% (5.21% pcp), respectively, while maintaining a high average credit score of 782. With the \$50M facility provided by Nomura settled during the quarter, WISR is positioned to continue growing loan originations at attractive unit economics and scale the business to profitability and a self-sustaining capital position." finished Mr Goodwin.

WISR Chief Executive Officer Mr Andrew Goodwin discusses the update in a video interview [here](https://investorhub.wisr.com.au/link/6rkn2e).

Investors

WISR will provide more detail in its FY24 results on 28 August 2024.

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



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This announcement has been approved in accordance with the Company's Continuous Disclosure Policy and authorised for lodgement by the Board of Directors.

For further investor enquiries, please contact:

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About Wisr Limited

Wisr (ASX: WZR) is a purpose-built Australian fintech lender. The proprietary Wisr 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.wisr.com.au



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