



ASX RELEASE

Wisr Delivers Revenue Growth and NIM Expansion

Wisr intends to accelerate growth and improve profitability in calendar 2024, subject to appropriate market conditions and maintenance of a strong balance sheet

Sydney, 30 January 2024 - Wisr Limited (ASX: WZR) (“Wisr”, or the “Company”) is pleased to provide a market update for the quarter ending 31-Dec-23 (Q2FY24).

During the quarter, the ASX advised the Company that, in accordance with Listing Rules 4.7B and 4.7C, Wisr is no longer required to lodge Appendix 4C and Quarterly Activities Reports, having achieved four consecutive quarters of positive net operating cash flow. Although it is no longer mandated, with effect from Q2FY24, the Company will provide simplified quarterly activity updates. All other periodic ASX reporting requirements under Chapter 4 of the Listing Rules (e.g., Appendix 4D, Appendix 4E, annual reports, etc.) will continue to be met.

Profitability: Expanding margins and sustainable revenue growth

- Quarterly Revenue of \$23.7M¹, an 8% increase on Q2FY23 (\$22.0M)
- Loan book revenue yield of 10.51% (Dec-22: 9.75%)
- Run-rate Dec-23 new loan origination revenue yield of 13.43% (Dec-22: 11.54%)
- Net Interest Margin of 5.11% (“NIM”)² (Q2FY23: 5.00%)
- Run-rate Dec-23 new loan origination NIM of 7.16%² (Dec-22: 6.12%)
- EBTDA of \$(1.4)M¹, a decrease on Q2FY23 (\$0.5M), impacted by a small decrease in loan book, increased net losses due to maturing of loan book and hedge accounting mark to market (non-cash item), offset by improvement in opex and continued NIM expansion
- Quarterly Net Operating Cash Flow of \$4.1M¹, a 166% increase on Q2FY23 (\$1.5M)

Loan book: Improved loan unit economics

- Loan originations of \$53M¹, a 54% decrease on Q2FY23 (\$116M), driven by deliberate moderated loan volume settings
- Loan book of \$847M, an 8% decrease on Q2FY23 (\$916M), driven by deliberate moderated loan volume settings
- Loan book average credit score remained strong at 781³ (Q2FY23: 781)
- 90+ day arrears of 1.31%, broadly flat versus Q1FY24 (1.26%) and higher versus Q2FY23 (1.07%), driven by both a small decrease in and a maturing of the loan book
- Net losses of \$4.9M, a 10% decrease on Q1FY24 (\$5.5M), and an increase on Q2FY23 (\$2.8M) as prior period loan book vintages mature

Funding and capital: Balance sheet strength and support for growth

- Unrestricted cash of \$19.9M, broadly flat versus 30-Sep-23 (\$20.3M) and a decrease versus 31-Dec-22 (\$24.5M)
- Equity capital in Wisr Warehouses increased to \$46.9M (31-Dec-22: \$44.3M)

¹ Q2FY24 revenue, EBTDA, Net Operating Cash Flow, and loan originations unaudited

² NIM defined as loan book yield less finance costs, excluding HeadCo facility interest cost

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

- Balance sheet strengthened through \$2M sale of Freedom 2022 G1 notes
- Priced fourth ABS transaction, the \$200M Wizr Freedom Trust 2023-1, with a weighted average margin of 2.34% over one-month BBSW (a decrease of c. 0.89% on current Personal Loan Warehouse cost of funds)
- Renewed the Personal Loan Warehouse for the customary one-year period; Secured Vehicle Loan Warehouse renewed in the prior quarter
- Wizr has now closed four term deals (3 PL; 1 SVL), raising a total of \$875M. Two warehouses are in place to support originations with a total commitment value of \$650M and an undrawn capacity of \$278M

Customer

- Customer Net Promoter Score +78
- Wizr App has facilitated the payment of \$7.7M in round-ups on customer debt and \$11.3M in extra loan repayments

Leadership Commentary:

Mr Andrew Goodwin, Wizr's Chief Executive Officer, said, *"Under our moderated loan volume settings, we've remained focused on balance sheet strength and loan unit economics through NIM expansion. The marginal decrease in loan book size was driven by the deliberate moderation of loan origination volume and conservative capital management strategy. Notwithstanding this marginal decrease, we are very pleased to have delivered an 8% increase in revenue versus pcp and expanded NIM with an exit run rate of 7.16% on new loan originations in Dec-23, while maintaining loan book credit quality with a high average credit score of 781."*

"We priced our fourth ABS transaction, the \$200M Wizr Freedom Trust 2023-1 and added balance sheet strength with the \$2M sale of Freedom 2022 G1 notes. It's a testament to the debt market's confidence in the Company, including the quality of the prime loan book and the strong risk and operational frameworks in place."

"As we enter 2024, our attractive loan unit economics set the Company up for success when market conditions are deemed appropriate to recommence scaling," finished Mr Goodwin.

Performance Rights and Governance

In accordance with Listing Rule 3.10.7, the Company advises that vesting conditions have been met in respect of 8,930,769 employee performance rights issued to executives who are key management personnel, and these rights may be exercised into fully paid ordinary shares at any time before 30 June 2033.

David King has been appointed additional Company Secretary of Wizr Limited, replacing May Ho (who continues as Financial Controller). Vanessa Chidrawi remains the primary Company Secretary.

Investor

The [Wizr Investor Hub](#) is a dedicated platform for investors to learn more about Wizr. It contains Wizr's Annual Reports, market updates and announcements, share price data and other information. Sign up [here](#) and follow the prompts to complete your account profile.

-ends-



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:

Vanessa Chidrawi

Company Secretary

E: investor@wisr.com.au

W: <https://investorhub.wisr.com.au>

About Wisr Limited

Wisr (ASX: WZR) is an Australian purpose-built consumer lender with a commitment to improving the financial health of Australians through providing a smarter, fairer and wiser collection of financial products and services. Wisr provides a unique Financial Wellness Platform underpinned by consumer finance products, the Wisr App to help Australians pay down debt, multiple credit score comparison service and psychology-based money-coaching modules. 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