



ASX RELEASE

Wisr achieves \$150 million lending milestone as originations accelerate ***Neo-lender also approaching \$150 million annual origination run rate***

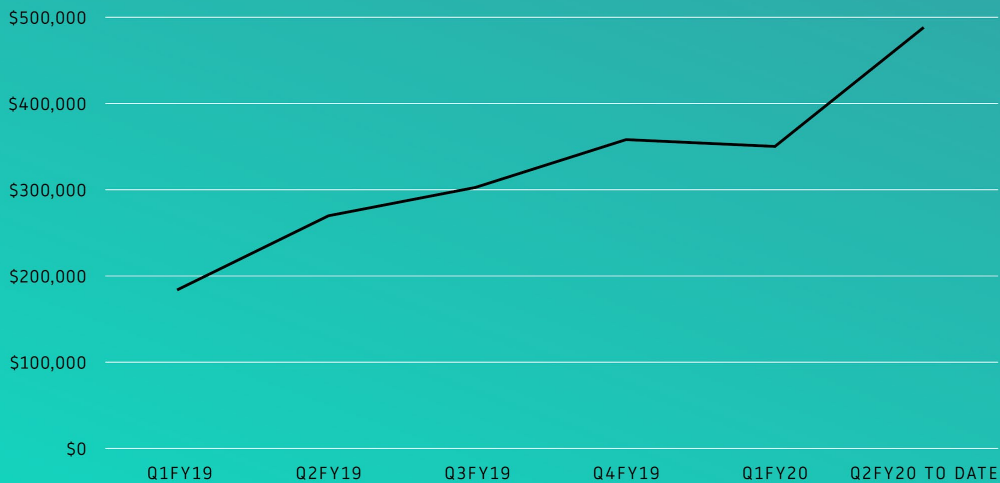
Sydney, 22 November 2019 - Wisr Limited (ASX: WZR) (ACN 004 661 205) (“Wisr”, or the “Company”) is pleased to announce that a key lending milestone of \$150 million in loans written has been achieved.

Key highlights

- \$150 million total lending milestone reached after sharp increase in current quarter
- The Company now approaching \$150 million annual run rate based on daily settlement growth
- Under new funding facility approximate tripling of the average margin on each loan written for Wisr compared to previous loan unit economics

Mathew Lu, COO at Wisr said, “Wisr’s ongoing technology investment and daily focus on our customers has driven this sharp increase in originations. Our operational excellence and scalable technology have allowed us to increase the productivity of our team while delivering a 105% increase in daily settlements for the quarter to date when compared to the prior year. The tailwinds of momentum are in our favour, with the business now tracking towards a \$150 million originations per annum run rate.”

Average daily settlements by quarter.



With the Company’s new funding facility now operational, as announced on 18 November 2019, there is an approximate tripling of the average margin on each loan written for Wisr compared to previous loan unit economics.

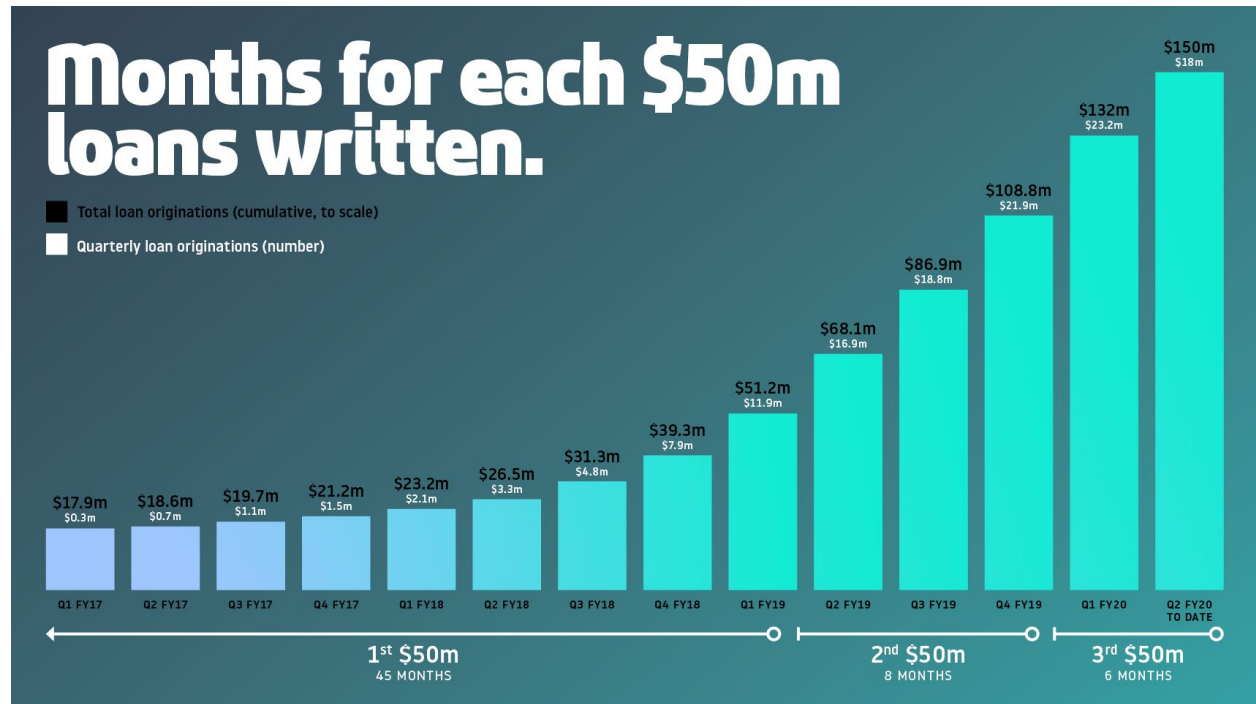
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The \$150 million mark was achieved with the initial \$50 million taking 45 months to originate, the second \$50 million taking more than 8 months and the most recent \$50 million written in less than 6 months.

Months for each \$50m loans written.

■ Total loan originations (cumulative, to scale)
■ Quarterly loan originations (number)



Andrew Goodwin, CFO said, “The demand from Australian consumers for fairer, smarter lending is only increasing. Our ability to offer loans through a purpose-led model is proving to be a real differentiator in the market. We see a long runway of growth and the loan book numbers Wisr is achieving certainly support this. The Company is also well capitalised with \$10 million cash and \$2.8 million liquid loan assets at 30 September 2019.”

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About Wisr Limited

Wisr (ASX: WZR) is Australia’s first neo-lender with a commitment to the financial wellness of all Australians, through providing a smarter, fairer and wiser collection of financial products and services. Wisr provides a unique financial wellness eco-system underpinned by consumer finance products, the Wisr App to help Australians pay down debt, WisrCredit.com.au the country’s only credit score comparison service, combined with content and other products that use technology to provide better outcomes for borrowers, investors and everyday Australians.

For more information visit www.wizr.com.au

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